Library
of the
University of Toronto

Digitized by the Internet Archive
in 2012 with funding from
University of Toronto

http://archive.org/details/cangrocerjanmar1920toro

# CANADIAN GROCER

Member of the Associated Business Papers---Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV PUBLICATION OFFICE: TORONTO, JANUARY 2, 1920 No. 1



# Welch's

## QUALITY FRUIT JAMS

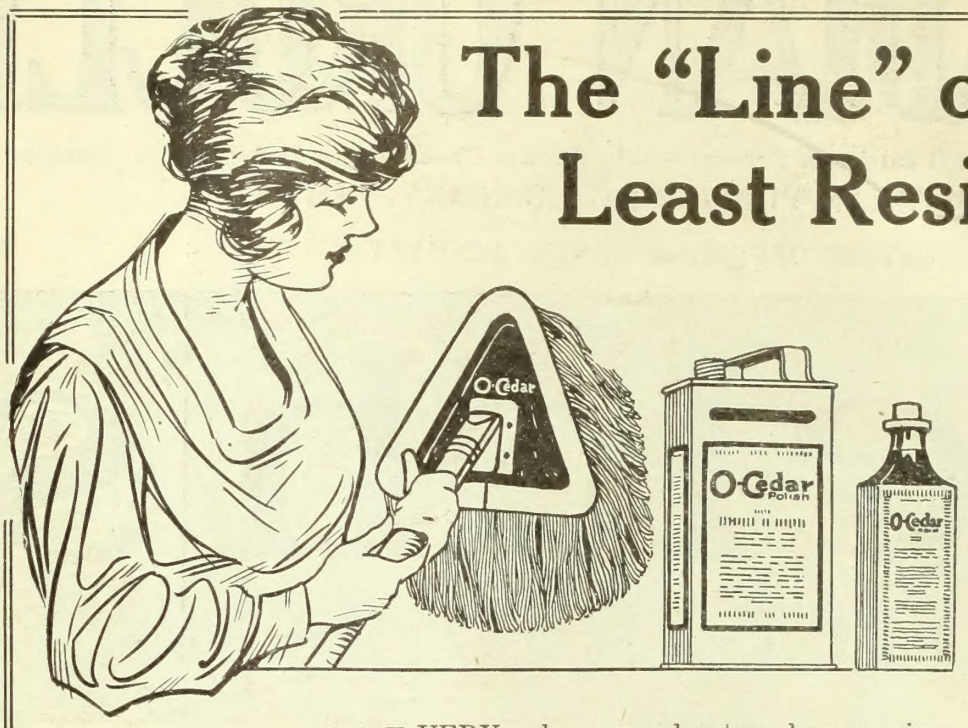
WELCH'S Grapelade is the smoothest grape jam you ever tasted—or sold. It contains all the richness and goodness of fresh, ripe grapes, without seeds or skins. The acid crystals are removed by the Welch patented process. The addition of pure sugar only enhances its wonderfully delicate flavor of fresh grapes. This superiority in quality is found in every-one of the Welch Quality Fruit Jams. Finer fruit, carefully selected, more exacting methods and handsomer packing make this a line of which any retailer may be proud. It is a business-building, profit-making line.

Vigorous advertising, both in national publications and leading city newspapers, now begun, will show its effect on retail sales. If you are not amply stocked, let us urge you to order from your wholesaler at once. All Welch Quality Jams are packed in 15-ounce glass jars and in 4-lb. tins. Grapelade may be had also in 9-ounce tumblers and in 3 sizes of enamel-lined tins.

**The Welch Co., Limited**
ST. CATHARINES, ONTARIO

**The Welch Co., Limited, St. Catharines, Ontario**

# The "Line" of Least Resistance




EVERY sale a merchant makes requires **some** effort. The **amount** of effort is dependent upon the **resistance** offered by purchasers toward the article sold.

Dealers who apply modern merchandising methods to their selling, find that the O-Cedar line is one of those that go a long way on little effort. Among polishes and mops, the O-Cedar line is acknowledged to be the "line of least resistance."

We make each bottle of the Polish, and each Mop, so good that the consumer's satisfaction is assured. The ever-increasing sale of these products furnishes ample evidence that they do give satisfaction—and that the good-will of our distributors and of the public rests upon the firm foundation of Quality.

Any energy you may put into the selling of O-Cedar Products will be rewarded by a splendid sale, with profits so good as to constitute a tangible reward for your effort.

Put this to the test—by mentioning O-Cedar in your advertisements, by featuring O-Cedar in your windows—by telling your customers they can use O-Cedar to advantage in beautifying their homes.

The response that such methods will bring must convince you that the O-Cedar line is indeed "the line of least resistance."

**O-Cedar Polish**

**Channell Chemical Co., Limited**
**369 Sorauren Avenue, Toronto**

# Borden's

MILK PRODUCTS LEAD IN QUALITY

## Announcement

We wish to advise that the name of Borden Milk Company Limited has been changed to that of ***The Borden Company Limited.***

This change in the name of the Company is based on well-grounded belief that the old title was restricted and possibly prejudicial to the fullest development of this Company.

We take advantage of this opportunity to convey our hearty thanks to the grocery trade of Canada for past business, and we trust to be favored with a continuance of their valued orders.

The

# Borden

Company, Limited

*Leaders of Quality* **Montreal and Vancouver**

**Six Factories in Canada**

# 1861 - 1920

For 59 years The House of Walker has served the trade with fruits and vegetables. As we enter the dawn of a New Year we are more than ever determined to maintain the reputation secured in years gone by.

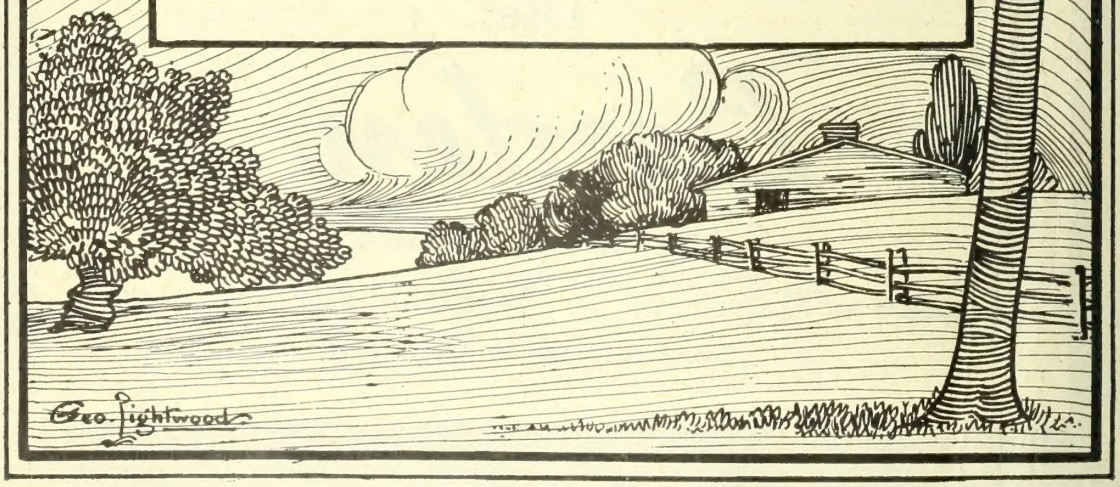
Central Location, Heated Cars, Quick Delivery, Small-order Service, Fair Prices and Good Fruit are some of the reasons why we can serve you well in 1920.

*The House of Quality*

**HUGH WALKER & SON**

*Established 1861*

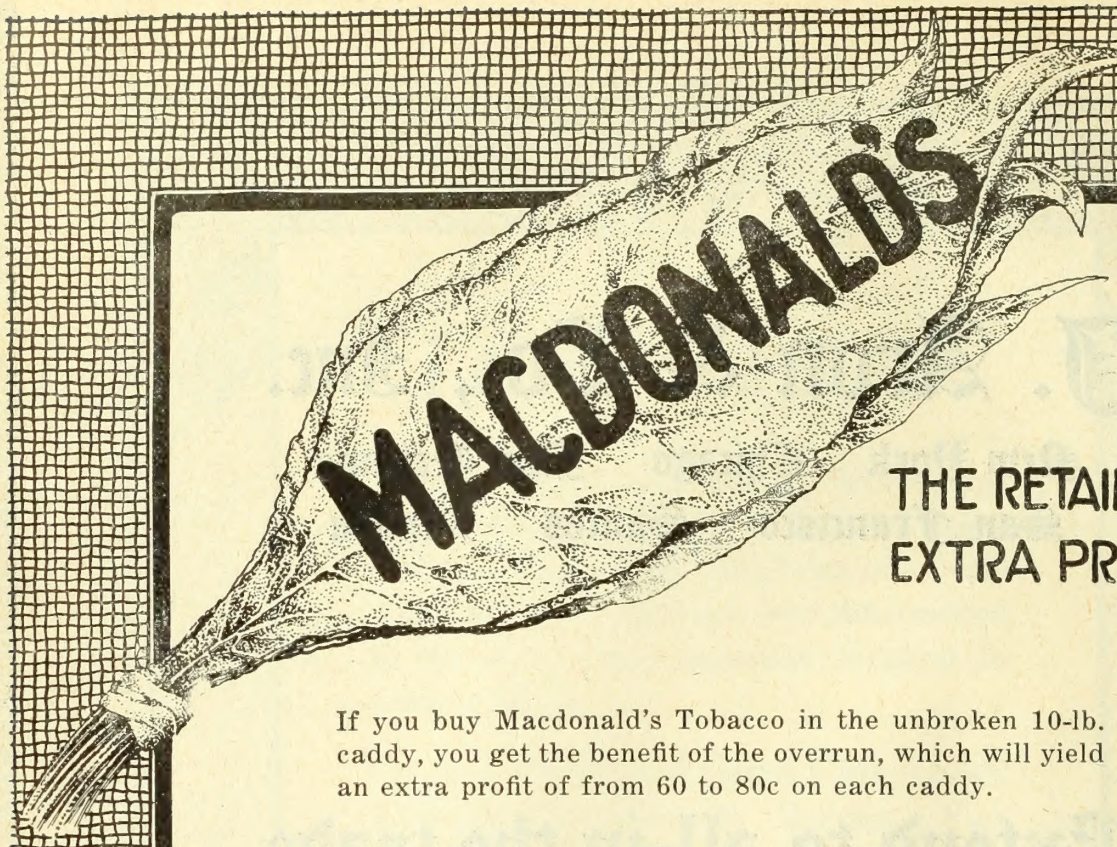
GUELPH, ONTARIO



# J. Aron & Co., Inc.

New York Chicago New Orleans
San Francisco Santos London

## Extend to all in the trade their Best Wishes for a Bright and Prosperous New Year




THE RETAILERS EXTRA PROFIT

If you buy Macdonald's Tobacco in the unbroken 10-lb. caddy, you get the benefit of the overrun, which will yield an extra profit of from 60 to 80c on each caddy.

# MACDONALD'S TOBACCO

## Smoking and Chewing

*Selling Agents:*

Hamilton—Alfrew Powis & Son.
London—D. C. Hannah.
Manitoba and North-West—The W. L. Mackenzie & Co., Limited, Winnipeg.
British Columbia—George A. Stone, Vancouver.
Quebec—H. C. Fortier, Montreal.
Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Scholfield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons.

W. C. MACDONALD, REG'D, Incorporated, MONTREAL

# YOU WILL BE DELIGHTED

with the high quality as well as proud of the bakings you will invariably obtain, if you use

# REGAL FLOUR

***White and Pure as the Lily***
**THE BEST IN THE WORLD**

Made with the choicest Canadian Wheat in the finest and most modern flour mills, under the direction of expert millers. REGAL FLOUR, always fine, for pastries, cakes, pies, pancakes, etc.

*Use it regularly and you will never experience the disappointment following baking failures.*

Ask your grocer for and insist in getting REGAL FLOUR. Sold in 7-14-24-49 and 98 lbs. bags and in 98 and 196 lbs. barrels.

**ST. LAWRENCE FLOUR MILLS CO., Limited**
**MONTREAL.**

# Regal Flour

THIS IS A REPRODUCTION of one of the advertisements which will appear in all the newspapers of the Province of Quebec in favor of

## REGAL FLOUR

***White and Pure as the Lily***

You can, with full confidence, recommend it to your customers. No other flour will make better cakes and pastry.

A large demand will naturally follow this advertising campaign. So be sure that your stock of Regal Flour is sufficient to meet all demands.

**On sale everywhere in 7, 14, 24, 49 and 98 lbs. bags. Also in 98 and 196 lbs. barrels.**

## St. Lawrence Flour Mills Co., Limited, Montreal

# WAGSTAFFE

*A Prosperous New Year*

*to the*

*Canadian Grocery Trade*

## WAGSTAFFE, LIMITED

**Pure Fruit Preservers**

**HAMILTON** **CANADA**

# CLARK'S
# PREPARED FOODS

Corned Beef
English Brawn
Stewed Ox Tail
Cambridge Sausage
Corned Beef Hash
Lunch Tongue

Roast Beef
Boneless Pigs Feet
Stewed Kidneys
Geneva Sausage
Irish Stew
Ox Tongue

## QUALITY GUARANTEED

Clark's Pork and Beans
Clark's Concentrated Soups
Clark's Peanut Butter
Clark's Potted Meats
Clark's Canadian Boiled Dinner, Etc., Etc.

***SELLERS ALL*** ***BUY NOW***

**W. Clark, Limited** **Montreal**

Clark's

# JAMS
# MARMALADES
# PEELS

## John Gray & Co., Ltd., Glasgow

**Established over a Century**

**Cable: Lamberton, Glasgow.**
**Codes: A.B.C. 4th and 5th Edition.**

# CONFECTIONERY
# MARZIPAN
# CHOCOLATE

*Agents:*
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

Furnivalls

## Pure Jams

Grocers selling Furnivall's will tell you that there is always a good, big demand for these Fine Fruit Jams. And the margin on every sale is worth securing.

Ask any of our agents to ship you a supply.

**FURNIVALL-NEW**
**Limited**

**Hamilton - Canada**

**Canada Food Board License No. 14-167**

AGENTS—**The City of Ottawa, Quebec and the Lower Provinces with the exception of Cape Breton:** Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. **Ontario:** McLaren Imperial Cheese Co., Ltd., Toronto, Ont. **Manitoba:** A. D. Norman, Scott Block, Winnipeg, Man. **Hamilton:** J. T. Price & Co., 35 Mary St., Hamilton, Ont. **Cape Breton, N.S.:** O. N. Mann, Turnbull Bldg., Sydney, N.S. **Saskatoon:** Gilbert Stroyan, Saskatoon, Sask. **Newfoundland:** E. J. Godden, St. John's, Newfoundland.

# REMEMBER

**that Laundry Blues vary in strength, color, and bleaching properties. Inferior kinds leave unsightly marks on linen**

**OCEAN BLUE has a reputation for safety and perfect results—due to expert treatment in every stage of its manufacture.**

**You will have no complaint from even your most particular customers if you sell them**

# OCEAN BLUE

**In Squares and Bags**

Order from your Wholesaler

**HARGREAVES (CANADA) Limited**
The Gray Building, 24 & 26 Wellington St. W., Toronto.

Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

# THE BISCUITS OF
# HUNTLEY & PALMERS, Limited
## READING AND LONDON

are renowned throughout the whole world as being the finest that are made, and unequalled both for quality and for keeping properties.
Amongst their greatest favourites are the following :—

| | |
|---|---|
| **BREAKFAST** | The most perfect type of unsweetened rusk. |
| **DIGESTIVE** | Made from selected meal. Short eating, highly nourishing and easily digested. |
| **DINNER** | Especially suitable for serving with soup or for use with butter or cheese. |
| **GINGER NUTS** | Unique, delicious and unrivalled. As popular now as in the days of our grandfathers. |
| **NURSERY** | An excellent food for children and invalids. For many years they have had a large and increasing consumption both in England and abroad. |
| **OSBORNE** | Often imitated — never equalled. Slightly sweet. |
| **PETIT BEURRE** | Favourites even when our parents were young. |
| **TEA RUSKS** | Very delicate and much appreciated at Afternoon Tea. |

***Representatives :***

NOVA SCOTIA and PRINCE EDWARD ISLAND
John Tobin & Co.
Matin Street, Halifax, N.S.

NEW BRUNSWICK
Angevine & McLaughlin
P.O. Box 5, St. John, N.B.

QUEBEC
Rose & Laflamme, Ltd.
500 St. Paul Street West, Montreal.

ONTARIO
The MacLaren Imperial Cheese Co., Ltd.
67 Front Street East, Toronto.

MANITOBA, SASKATCHEWAN and ALBERTA
W. Lloyd Lock & Co.
179 Bannatyne Avenue East, Winnipeg

BRITISH COLUMBIA
Kelly, Douglas & Co., Ltd.
Water Street, Vancouver, B.C.

NEWFOUNLDAND and LABRADOR
P. E. Outerbridge
P.O. Box 1131, St. John's, N.F.

# HUNTLEY & PALMERS, LIMITED
READING AND LONDON, ENGLAND

*Through a nation-wide campaign of advertising we are telling your customers that this is —*

"the new way to buy APRICOTS"

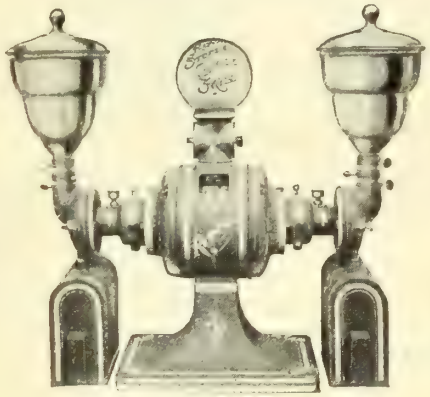
American women have been quick to realize the advantages of SUNSWEET Apricots in this 11 oz. carton. Live dealers have been quick to recognize its sales-possibilities.

Order from your jobber and "cash in" on this demand for SUNSWEET. It is not only the top-quality brand, the inspected brand, the guaranteed brand—it is the *national* brand. It means more satisfaction to your customers, and more profit to you!

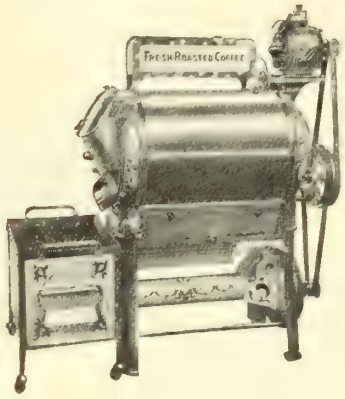
CALIFORNIA PRUNE AND APRICOT GROWERS INC.
San Jose, California

A cooperative growing, packing and marketing association of over 7,500 growers

SUNSWEET
CALIFORNIA'S NATURE-FLAVORED APRICOTS



ROYAL SYSTEM "B"
Consisting of Royal No. 5 Roaster and Royal No. 77 Double Mill




# YOUR COFFEE DEPARTMENT

**Is it paying? Are your customers Satisfied with your coffee? Do they come back for more? Do they tell others what good coffee you sell?**

If your answer to these questions is yes, you are already using the Royal COFFEE SYSTEM. If it is no, you **need** the Royal Coffee System.

**What is the Royal Coffee System?** It is the Royal Coffee Roasting Machine, the Royal Electric Coffee Mill, and a method of supplying you with green coffee of uniform quality and in unfailing quantities.

**What is the Plan?** We manufacture the machines and place them in your store on monthly payments easy to meet, or allow a liberal discount for cash. Any clerk can learn to operate them. We teach your employees without extra cost to you. We contract, through our New York Coffee House, to furnish you green coffees that will satisfy the taste of your customers.

**The Benefits?** All uncertainty taken out of your coffee business—your customers supplied with the best coffees—best because FRESH ROASTED and STEEL CUT. You build up a coffee business for YOURSELF—not for the jobber or the wholesale roasting house—you eliminate the profit of the middleman. In consequence you build up your business because your service is better, and you also realize a saving of from **five to fifteen cents a pound.**

This is accomplished with but very little investment on your part, and a very small part of your own or your employe's time. At any rate, it will cost you nothing to investigate. Write for our catalog to-day. We'll be glad to give you full information, and can arrange for a demonstration if you wish.

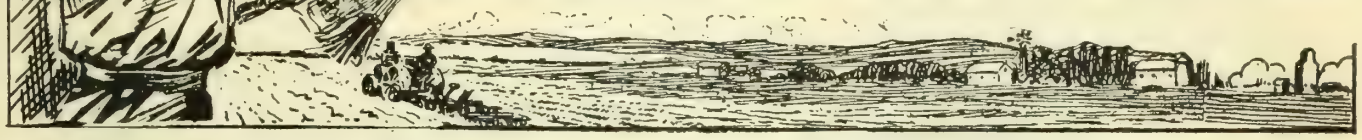
THE A. J. DEER CO. INC.

1157 WEST STREET. HORNELL, N.Y., U.S.A.
Canadian Office, 174 King St.W., Toronto, Ont

# Bring Them Together!

With Satisfaction and Profit For All

NATIONAL BISCUIT & CONFECTION CO., LIMITED, VANCOUVER
NATIONAL BISCUIT CO., LIMITED - REGINA



*Order from your Jobber*

## "STAR" BRAND

COTTON
CLOTHES LINES,
ROPE AND
WRAPPING TWINES

***Manufactured in Canada***

## A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

## DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

**Our agents are:**

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

## Dodwell & Co., Ltd.

*Importers & Exporters*
VANCOUVER

Though there is no Government Certificate of quality obtainable yet for Canned Goods, the buyer of Herrings can feel sure of getting the best Herrings packed by buying

# WALLACE'S HERRINGS

Wallace Fisheries Ltd. :-: Vancouver, B. C.

# HOPS

In Quarter and Half Pound
Full and Short Weight Packages

***BUY DIRECT FROM THE PRODUCER***

**BRITISH COLUMBIA HOP CO., LTD.**

Ranches located at
Sardis, Agassiz,
B. C.

*Head Sales Office:*
235 Pine Street
San Francisco,
California.

**Largest Hop Growers in Canada**

*Write for Prices—Samples*

AGENTS: For Western Canada—Donald H. Bain Co., Winnipeg, Man. Ontario—Raymond & Raymond, London, Ontario. Quebec and New Brunswick—Arthur P. Tippet & Co., Montreal, Quebec. Newfoundland—Globe Trading Co., St. John's, Newfoundland. Nova Scotia—Chisholm & Co., Ltd., Halifax, N.S.



*You can now make a substantial profit on*

# FLAT FISH SOLES, BRILLS

**Specify "Rupert" Brand to Your Wholesaler**

SPEED UP YOUR FISH DEPARTMENT

**It can be made the most profitable one in your store.**

Grocers everywhere are awakening to the value and the quick profits to be derived from handling "Rupert" Brand Fish. There is no waste time, no trouble when you handle "Rupert" Brand Frozen Fish. Caught in the clear, cold waters of the Northern Pacific Ocean, cleaned, headed, ready-to-cook and rapidly frozen in

***The World's Largest and Most Modern Fish Cold Storage Plant***

"Rupert" Brand Frozen Fish, Brills, Soles and Halibut will meet with your customers' quick appreciation.

**Retailers East of Winnipeg**
Procure your supply of "Rupert" Brand Fish from Toronto or Hamilton wholesale Dealers.

**Retailers of Winnipeg and Points West**
If you cannot get "Rupert" Brand Fish from your local wholesaler, please advise us.

**TO THE RETAIL TRADE:**
**Should there be any point on the handling or selling of "Rupert" Brand frozen fish, on which you desire information, please write us. We value your co-operation and stand ready to give you all possible support.**

**CANADIAN FISH & COLD STORAGE CO., LIMITED**

PRINCE RUPERT, BRITISH COLUMBIA



*The Grocer Owes*

*it to*
*HIS TRADE*
*to*
*SELL OUR BRANDS*

TRY

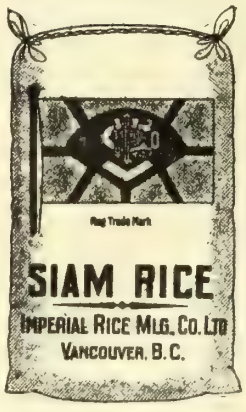
HALLFANCY—*Redspring*

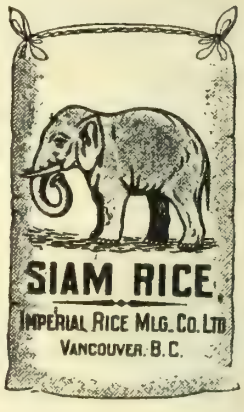
HALLRIGHT—*Sockeye*

SALMON

# Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.




We are offering the best value in Rice on the Canadian market to-day.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

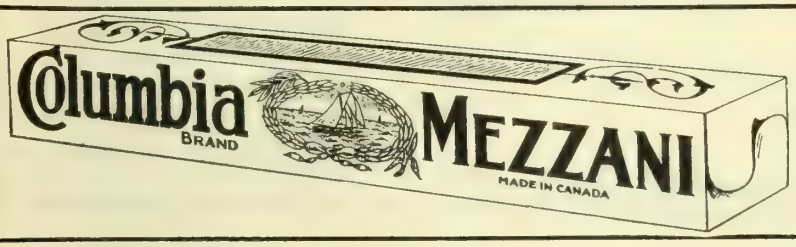
BRITISH COLUMBIA

## Squirrel Brand PEANUT BUTTER

**M. DESBRISAY & CO.**
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

**C. T. NELSON**
Grocery Broker and Manufacturers' Agent
165 Hibben-Bone Bldg., Victoria, B.C. In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER.

**PETER LUND & COMPANY**
MANUFACTURERS AGENTS
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
*Interested manufacturers please communicate*
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C




**MACARONI**
The pure food that builds Muscle and Bone at small expense.
*The Meat of The Wheat*
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING
**FREE and BONDED WAREHOUSE**
CAMPBELL BROKERAGE CO
860 CAMBIE ST. - - VANCOUVER

**W. H. Edgett Ltd.**
Vancouver
Canada
Importers — Exporters
Car Lot Handlers: Beans, Nuts, Potatoes

**North West Trading Co., Ltd.**
*Importers of Australian and Oriental Produce*
*SALMON BROKERS*
DOMINION BLDG. VANCOUVER

EVERY MORSEL EDIBLE AND DELICIOUS

## ALBATROSS PILCHARDS

are not weighed in the scales
THEY'RE SCALED FIRST

Clayoquot Sound Canning Co., Ltd.
VICTORIA
AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
J. L. Beckwith, Victoria, B.C.

When Writing Advertisers Mention This Paper

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

**A. M. Maclure & Co.**
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

**THE McLAY BROKERAGE CO.**
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
*Take advantage of our Service*
WINNIPEG MANITOBA

**ALEX. BAIRD LTD.**
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

**W. L. Mackenzie & Co., Ltd.**
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

**C. H. GRANT CO.**
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

**F. MANLEY**
Manufacturers' Agent
42 Sylvester-Willson Building
WINNIPEG

Mention This Paper When Writing Advertisers.

**FRANK H. WILEY**
Mfrs. Agent and Importer
Groceries and Chemicals
Bakers' and Candy Manufacturers' Supplies
533-537 Henry Ave., Winnipeg

# Donald H. Bain Co.

## WHOLESALE GROCERY COMMISSION AGENTS

### Herewith are Some Facts on Product Marketing

We have a highly-specialized, keen brained staff of untiring sales promoters. We have your interests at heart, every hour of the day the moment you enlist our services. We have an enviable record of results, with satisfied customers to prove it.

Should you have a product that has not been successfully marketed, we are especially trained to market it in the Western field, in a way that it has never before been marketed—with the paramount of success.

**Get in touch with us.**

## Head Office: WINNIPEG

**Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER**

ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN CANADA

MANITOBA
SASKATCHEWAN

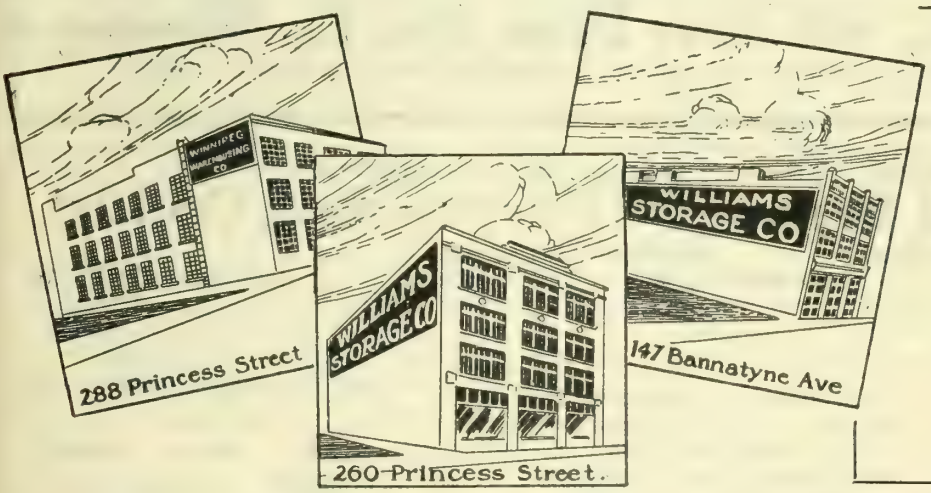
*Wholesale Grocery Commission Brokers*

ALBERTA
WESTERN ONTARIO

## H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

*We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.*




## The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total S orage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for SERVICE.

**Williams Storage Co.**
WINNIPEG
and
Winnipeg Warehousing Co.

## Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

**Wholesale Grocery Brokers and Manufacturers' Agents**

TRACKAGE
STORAGE
DISTRI-
BUTION

"Always On The Job"

## The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

**As your Selling Agents, we can make a big success of your Account.**

STORAGE DISTRIBUTING FORWARDING

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN CANADA

The House of

## Scott-Bathgate Co., Limited

Founded on Service, Integrity and Reliability. Have an organization equipped to introduce your products in Western Canada.

**Manufacturers should write us.**

**Address:**

**140 Notre Dame Ave. E., Winnipeg**

## F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. Pugsley Dingman & Co., Ltd. John Taylor & Co. and John Bull Mfg. Co.

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

## The Regina Cold Storage & Forwarding Co. Ltd.

**Regina - Saskatchewan**

COLD STORAGE WAREHOUSING CAR DISTRIBUTION

ALBERTA

### D. J. MacLeod & Co.

Manufacturers' agents and grocery brokers, 170 One Hundred and First St., Edmonton, Alberta, and 215 Tenth Ave., W., Calgary, Alberta, open for new lines for Alberta. We do detail work.

### B. M. Henderson Brokerage, Ltd.

**Kelly Bldg., 104th St., Edmonton, Alta.**
**(Brokers Exclusively)**

**Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables.**

### Western Transfer & Storage, Ltd.

C.N.R. Carters C.P.R.

DISTRIBUTION - STORAGE - CARTAGE

**P.O. Box 666, Edmonton, Alta.**

Members of the Canadian Warehousemen's Association

WHEN WRITING TO ADVERTISERS KINDLY MENTION NAME OF THIS PAPER

### PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

*Distribution of Cars a Specialty*

Storage and Forwarding Prompt Service

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

## EL ROI-TAN PERFECT CIGAR

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

**T. M. SIBBALD & SON**
*GROCERY BROKERS*
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

**MACLURE & LANGLEY**
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

**SUNDRIED APPLES**
We are headquarters and always pay the highest price. Write us when you have any. Mention quantity and quality.
**W. H. MILLMAN & SONS**
TORONTO
*Reference Imperial Bank or any Wholesale Grocer.*

**LOGGIE, SONS & CO.**
Merchandise Brokers
Manufacturers' Agents
*GROCERS, CONFECTIONERS and DRUG SPECIALTIES*
SERVICE LOGGIE, SONS & CO. SATISFACTION
TORONTO CANADA

**W. G. PATRICK & CO.**
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

**H. D. MARSHALL**
*Wholesale Grocery Broker*
OTTAWA MONTREAL HALIFAX

**C. MORRIS & COMPANY**
Importers Exporters
Grocery Brokers
*Head Office:* TORONTO
*U. S. Office:* CHICAGO, ILL.

ESTABLISHED 1899

## We Cover the West

**SIX BRANCHES with SERVICE that SATISFIES**

**We have 20 SCIENTIFIC SPECIALTY SALESMEN**

**Who are anxious to introduce your lines**

**W.H. ESCOTT Co. Limited**

WINNIPEG, MAN.
Saskatoon, Sask.
Regina, Sask.
Calgary, Alta.
Ft. William, Ont.
Edmonton, Alta.

Wholesale Grocery Brokers and Importers

*Consignments solicited.* *Write or wire us.*

## "The Grocer's Encyclopedia"

This book gives concisely the history of all kinds of foodstuffs from A to Z. Well illustrated by half tones, many of them in color.

Contains 478 pages.
Is 11 x 9 inches in dimensions and 2 in. thick and well bound.

Gives you the information you want to know about the growth, origin, harvesting, etc., of all domestic and foreign goods sold in grocery stores.

Will assist you and your clerks in buying and selling.

**Price is $10.50**

**Sole Agents for Canada**

**MacLean Publishing Co., Limited**

143-153 University Ave., Toronto

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

**QUEBEC**

**ROSE & LAFLAMME**
LIMITED
*Commission Merchants*
*Grocers' Specialties*
MONTREAL TORONTO

**PAUL F. GAUVREAU**
WHOLESALE BROKER
Flour, Feeds and Cereals
84 St. Peter Street, - QUEBEC
If you need potatoes wire or write me for prices. Will quote good prices delivered your Station.

**WANTED**
Agencies for food products for the City of Montreal, best references.
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

**BRITISH GUIANA**
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
*Manufacturers' Representatives*
41 Robb Street, Georgetown, Demerara, British Guiana
*Exporters:* Cocoanuts, Coffee, Rice, Cocoa.

**EPPS COCOA**
*From now on*
J. C. Thompson Co. Montreal
F. E. Robson Co. Toronto

Established 1889
**HOWE, McINTYRE Company**
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL .·. CANADA

CANADA'S EXPORT TRADE
Should be developed "more than ever"
The above is from a speech by C. C. Ballantyne, Minister of Marine.
Get in touch with Europe's largest buyers through
O. M. SOLMON
Commission Merchant
Importer and Exporter
4492 St. Catherine St. W., MONTREAL

**You Try This**
When you desire any information on matters pertaining to the trade it will be gladly furnished free upon application through the columns of this paper. If you enclose stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

**J. L. FREEMAN & CO.**
*Wholesale Grocery Brokers*
ROOM 122 BOARD OF TRADE BUILDING - Montreal

**THE DOMINION TRADING CO.**
MONTREAL
We are open to handle several food Agencies selling to the Grocery trade in Montreal, Quebec. We cover the territory thoroughly; best references.
Room 34, Board Trade Bldg., Montreal.
Cable Address, Domtraco.

**AGENCIES WANTED**
For Food Products, Confectionery, etc. For the Dominion. Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

**Manufacturers' Agents**
with an energetic sales force covering all Eastern Canada, selling to wholesalers, want lines of canned goods, jams or any other similar lines on commission basis. Address Dominion Sales Company, 412 Birks Bldg., Montreal.

**MARITIME PROVINCES**

**GAETZ & CO.**
MANUFACTURERS AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

*Offices at*
LA HAVRE
BORDEAUX
MARSEILLE
ANTWERP
ALGER

**CH. BECQUET & CO. 18 Avenue Victoria, PARIS**
Wholesale Grocery Brokers and Manufacturers' Agents
*R. MUNET, Representing Messrs. CH. Becquet & Co., is now in Canada to meet large and reliable Food Producers and Manufacturers willing to be represented in France and in Western Europe. Write: "General Delivery, Montreal."*

When Writing Advertisers Please Mention Canadian Grocer

# "SALADA"

## 1892 —— 1920

For 28 years the representative of Quality and Value among Teas. Its unbroken record has made it the favorite Tea in Canada and the United States, besides winning for "SALADA" an export trade with many nations.

*TO THE TRADE---"Our Compliments of the Season"*
*TO THE PUBLIC---"Our assurance of continued good quality"*

**SALADA TEA COMPANY OF CANADA, LIMITED**

**TORONTO MONTREAL**

LONDON, ENG. BOSTON NEW YORK CHICAGO DETROIT
BUFFALO CLEVELAND ST. LOUIS PITTSBURG PHILADELPHIA

MARIGOLD

MARIGOLD

*"The Greatest Seller of Its Kind in the World!"*

**MORRIS & COMPANY, Chicago, U. S. A.**

CANADIAN DISTRIBUTORS:

**The Bowes Company, Ltd.**
Toronto and Ontario
Winnipeg and Manitoba

**Jas. Dalrymple & Son**
Montreal and
Province of Quebec

# A Good Position For the Right Man

## $5,000 a Year Man

One with a thorough knowledge of the grocery trade, who has made a success in the grocery business and who is willing to start in a new line, with all the hard work this would entail—because it would lead to a bigger future. While an inexperienced salesman of advertising might probably not reach the $5,000 amount the first year, yet the possibilities permit of this in a few year's time. An appetite for selling, resourcefulness, some knowledge of advertising and a thorough acquaintance with the grocery business are qualifications that will help more quickly to attain the above-mentioned figure or more. Apply first by mail to

## CANADIAN GROCER

143-153 University Ave. Toronto

# Red Rose Same Always

THE quality of Red Rose Tea is uniform and unchanging. Your customers become attached to the flavor and the fragrance of Red Rose. When they ask for it again they want it the same as they had before—and they get it. That's one reason why grocers find it profitable and satisfactory to push Red Rose Tea.

## T. H. Estabrooks Company, Limited

St. John, Montreal, Toronto, Winnipeg, Calgary, Edmonton, St. John's, Nfld., and Portland, Maine



# A Good Investment

**Do you want a clerk or store manager?**

**Do you want a traveller?**

**Do you want a position as clerk or travelling salesman?**

**Do you want an agent?**

**Do you want an agency?**

**Do you want to sell or exchange your business?**

**Do you want to buy a grocery business?**

**Do you want to buy or sell any store equipment?**

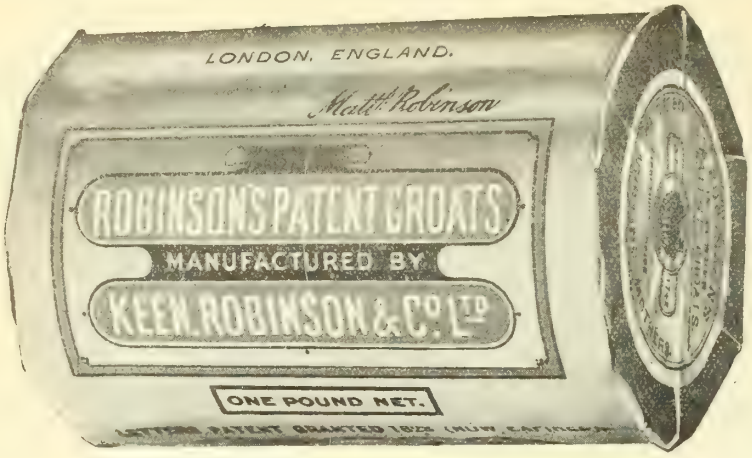
If so, sit down now, and draft an advertisement for CANADIAN GROCER'S "Wanted" page, setting forth just what you want, and stating your needs or qualifications. Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling groceries in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of five cents extra per insertion is made when Box Number is required. In this way the advertiser's name is, if desired, kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of CANADIAN GROCER not later than Monday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

**Canadian Grocer,** 153 University Ave., **Toronto, Ont.**




# ALWAYS GOOD

Ever since

ROBINSON'S

# "Patent Groats"

was offered to the public it has been recognized by Medical Authority to be the best preparation of its kind. Contains most nourishing and nutritious elements for Infants and Invalids.

"Tell your customer this."

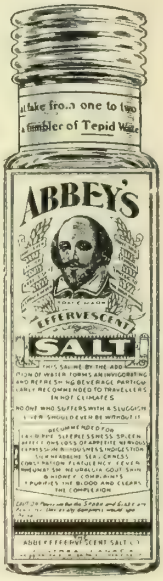
Canadian Agents:

MAGOR, SON & CO., LIMITED 191 St Paul Street, MONTREAL

TORONTO BRANCH: 30 CHURCH STREET

# Abbey's EFFERVESCENT SALT

Makes Life WORTH LIVING




## A New Year Reminder:

To place Abbey's Salt on the order book—to push this popular Saline—and to receive the benefit of the constant advertising which is making Abbey's Salt one of the best sellers with the trade.

All wholesalers have Abbey's Effervescent Salt.

**The Abbey Effervescent Salt Co., Montreal**

CANADIAN GROCER

Vol. XXXIV TORONTO, JANUARY 2, 1920 No. 1

# A Little on Selling More Goods Through the Show Windows

## An Article Illustrating the Fact That Even Staple Goods, Often Considered Hardly Worth Displaying, May be Stimulated in Sale by Effective Window Display

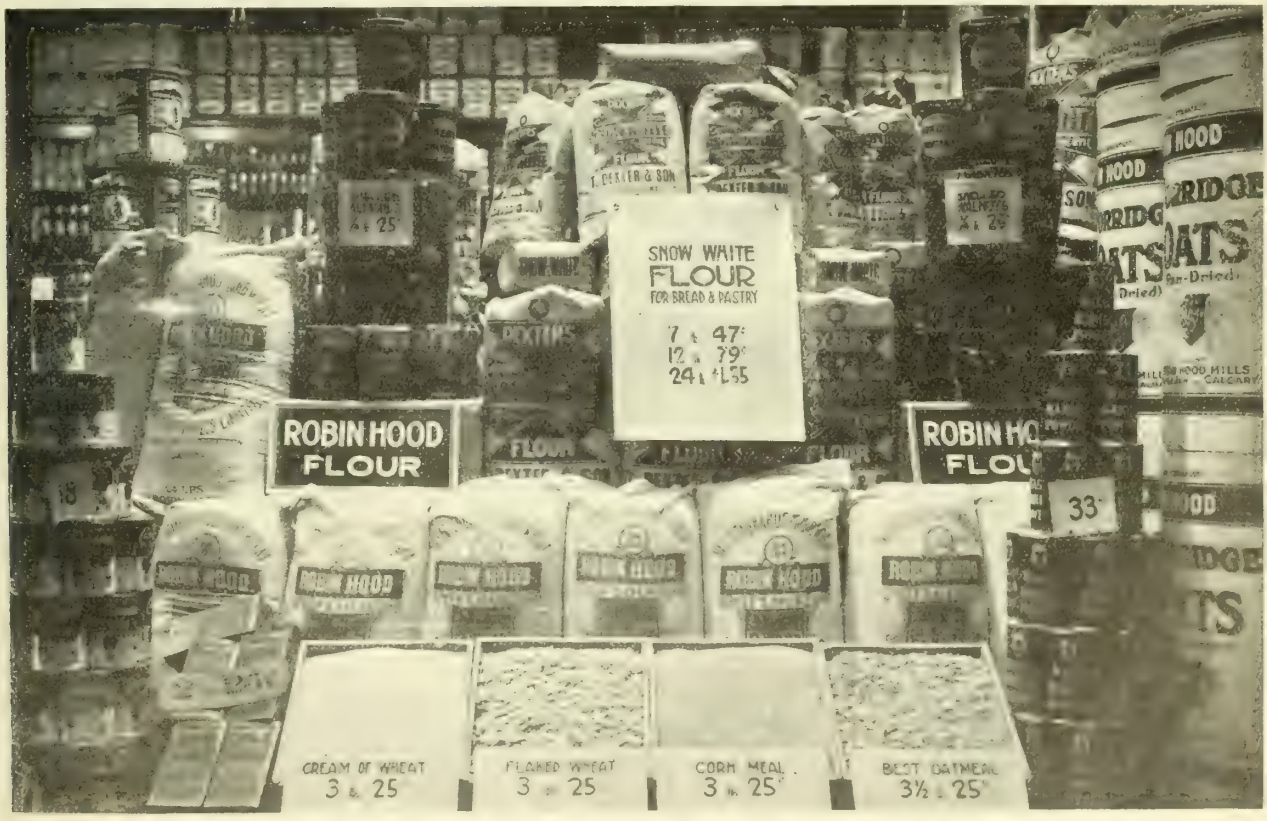
*By J. L. Wyckoff*

In nearly every city and town you will find one or more grocery stores that are conducting and enjoying a very exclusive business. This is the class of grocery where you see the shelves and show cases filled with high-grade luxuries and the windows always trimmed with these fancy goods and never a hint around the place that they sell such common stuff as sugar, potatoes, flour and other necessities of life which are the very backbone of the grocery business. The ordinary person upon first entering is bewildered at all the fancy lines of goods that they never knew existed and probably do not want to know about as their means will not permit them to buy; they miss the ordinary eatables that are served every day on their tables and this being their first visit will probably be their last.

The ideal grocery is the one that displays staples as well as luxuries so that every person who comes to purchase is made to feel that he is as welcome and his purchase as appreciated, though he buys just a bag of salt, as the person who buys a can of caviar.

I know of some stores that cater exclusively to the high class trade and consequently the masses do not trade there because that store is "too toney."

I have known stores where the very mention of dressing the windows with ordinary staple articles would cause the boss "to throw a fit." Some years ago I worked in a store which enjoyed the reputation for being the highest grade grocery in the city. I had charge of the window trimming and it was my privilege to use my discretion as to the kind of goods I should display with one exception, that only high-grade goods were to be displayed in the window. I remember very vividly how the manager and myself tried to convince the Boss of the great possibility for greater turnover and profit there would be in the fruit department if we used the windows for that purpose; but




A window that sold goods. Demonstrating the fact that a display of staple lines is not a waste of effort.

the Boss always came back with his little argument that he did not want his store to look like a "Dago Shop."

After many months of "getting after the Boss," along this line, he finally consented to allow me to use the window on a week end as an experiment, "just to stop my pestering." A special lot of oranges was purchased which could be sold at a special price; I constructed out of old packing cases a stand in the form of a pyramid that completely filled the window; the oranges were piled upon this stand in such a manner that when completed it looked like a huge, solid pile of oranges. A card stating that the oranges would be sold on Saturday at a special price was placed on this pile and I was then ready to prove to the Boss that my theory of selling goods was practical. Twenty-two cases were sold in one day at a profit which equalled the ten days' previous selling.

The exclusive store is certainly to be envied. It is great to be able to sell fancy goods and not have to bother about the regulars which you know can be bought in every corner grocery. But, here's the point, if these stores were to display occasionally, some of the staples that are used daily in every family, the turnover would be greatly increased. It's the volume of turnover in every business that counts, and to get a large turnover it is quite necessary to appeal to the masses.

These window displays of staple articles can be made very attractive, you can take the most ordinary piece of merchandise and display it in such a manner that your window will attract the attention of every passerby, even the homely potato is not to be despised; this was proven out in our store during the last summer. Some twelve to fifteen barrels of potatoes were dumped into a window right close up to the glass with a card stating the name of the potato and the price; nearly every person who passed stopped to look at that display and passed some complimentary remark. This display was kept up for a period of ten weeks, and during all that time the interest it created never appeared to wane. We sold direct from the window at an average of twenty-two barrels a week. The greatest week had a record of twenty-eight barrels with eighteen barrels for Saturday, and this was done when potatoes were selling at eighty and ninety cents a peck. Our profit averaged two dollars, twelve cents a barrel.

The illustrations reproduced with this story is a photo of a cereal window that was very successful; the time taken to put in this window was thirty minutes; add to this the twenty minutes for painting the cards, which totals less than an hour used on a window display that brought quick results. To trim a window of the same dimensions as this one with luxuries would consume the greater part of a day and the result in quick sales would be very doubtful.

The purpose of this article is not to criticise my fellow grocers on their methods of conducting their business but to point out my personal experiences and method of salesmanship through the medium of the show windows.

# Cost Marking in Arizona a Complete Failure

REGULATIONS requiring retail merchants to mark the cost to them on articles they offer for sale, known as the "Arizona Plan" because it was first promulgated by the Legislature of the State of Arizona and which was urged time and again by President Wilson for national enactment, has proved a flat, unqualified failure in Arizona.

The regulation was never enforced for one day. It was not enforced because the merchants of Arizona succeeded in showing the radical state council of defense just how its enforcement would bring about state-wide catastrophe, and this state council, composed of radical politicians, chose rather to bow its head before the wrath of its radical party rather than risk the still greater wrath of the entire population of Arizona which it knew must evitably result if the regulation were put in effect.

Here is the history of the original "Arizona plan":

During the war a Committee of Defense was created by the Legislature, a committee that was free from public control.

Like other states during the war Arizona found it desirable to have a council of defense which could co-operate with the council of national defense. Unlike other states it created this body by an act of Legislature, which made it entirely independent of the national quasi-public organization, in no wise responsible to it and gave it very wide and drastic powers. The majority of the appointees to this committee were of a radical viewpoint, and felt that any restrictions or supervisions that could be placed over merchants and mercantile activities was a signal victory for the "citizenship."

As a result this council promulgated its ruling that merchants must mark both the cost and selling price plainly on the merchandise they offered for sale. The regulation was announced August 12, 1918, and was to go into effect October 1, 1918.

With their businesses and the very machinery of the public's distribution threatened with collapse, virtually all the merchants of Arizona immediately organized as the Arizona Merchants' Association to fight this regulation. A committee of this association, representative of all Arizona business men, obtained a conference with the state council and so strongly presented their facts that the state council postponed the enforcement of its regulation.

The merchants divided the state into sections for educational work and every merchant in the state played his part in explaining to his customers why such a regulation would disorganize all business.

Despite the vociferous protests of the radical press and element in the state the council did not dare to enforce its ruling. In November the armistice was signed and since that time there has been no effort made in any part of the state to enforce it both because the radical element lost its political power and the public finally awoke to the danger of such a restriction on business.

# Look for Better Supplies of Sugar

## Prices, However, Are Not Likely to be Lower—Trend is Rather Towards Higher Levels—New Cuban Raws Are Bringing a Strong Figure

REFINERS look for better supplies of sugar early in the new year. Any lower prices, however, are not anticipated, as the high prices that are being paid for raws operate against declines. Advices from Cuba report one hundred and four centrals in operation, as compared with eighty-four last year. The output should be soon coming along. Cuba is making rapid strides in harvesting the crop. Exports show an increase. December shipments were sold on the basis of 12 cents f.o.b. Cuba, as compared with 6½ cents in sales two months ago. This is an evidence of the strength of the market. The bulk of the Java crop is going to Europe. Advices report exports during the month of November at 25,000 tons to Europe, and 135,000 tons to Eastern destinations.

Estimates of the Cuban crop by Guma-Myer place it at 4,435,714 tons, while H. A. Himely estimates it at 4,246,429 tons, and Willett and Grey at 4,300,000 tons.

All indications point to a continuance of very high prices. Sugar is at a record figure in the United States at the present time, and referring to the situation in the refined article, Willett and Gray reports as follows:

"With the increasing production in Cuba there is more disposition on the part of refiners and operators, the latter of whom have arrangements with refiners on toll, to dispose of granulated sugars.

"Only one refiner thus far has openly named a price of 15.20c less 2 per cent., but we hear reports that some of the other refiners are intimating to their trade that shortly they will be in position to also quote granulated sugars.

# Week-End Candy Sales Total $60

## Galt, Ontario, Store Finds the Selling of Candy a Profitable Item of Business—Sells Candy to Regular Customers and Encourages Business by Keeping Attractive Display Cases in Front of Store—Box and Bulk Candy of Better Grade Both Sell Well.

TOO few grocers make a specialty of selling box candy, and it would appear from the success that has attended the efforts of those grocers who do stock it, that there is a great opportunity for the average grocer to increase his revenue by adding some line or two of high-class confection. Very often it is stated that there is no call for the better class of candy in the grocery store. It is because the grocer has not thought it worth while to keep it. There is no doubt that with selling effort behind the better grades, the grocer can greatly increase the sale of them to his regular customers. That it has been done with considerable success, is proved by the experience of John Sloan of Galt, Ont.

### Sales Approximate $60

This store, one of the oldest established in the town, carries a full line of two high quality chocolates, and is selling them right along. "Our candy sales on a Saturday are between fifty and sixty dollars," Mr. Sloan told a representative of CANADIAN GROCER. "Of course considerable bulk candy is also included in this aggregate, but the number of boxes disposed of is very gratifying."

### In a Prominent Place

The candy department in the Sloan store is a feature, and cannot fail to attract the public. As one enters the main door, he stands before the candy circle, for it is situated well to the front, and certainly invites inspection. It is arranged with splendid silent salesmen in which the box candy is displayed. These occupy the front part of the circle, and instantly greet the eye. Mr. Sloan is a firm believer in getting goods out where people can see them, and keeping these box candies in a conspicuous place, has done more to help their sale than anything else. The counters are spread with the trays of bulk candy. These look temptingly fresh, and in this particular, an effort is made to always keep them so. "Nothing will do more harm to your candy trade," Mr. Sloan remarked, "than having stale stock on your counters. We make a point to always have the freshest we can get, and in this way endeavor to give our customers satisfaction."

### Sales Over the Counter

"Do you sell much candy with your regular orders?" Mr. Sloan was asked.

"The most of our candy is sold over the counter," Mr. Sloan replied. "But we are beginning to sell some with the regular orders, and we are looking for it to steadily increase. We think if we get some of our best customers ordering a box of choice chocolates with their regular lines of groceries, it will greatly help the sales of our candy department. At the present time, we sell most of our candy on Saturdays. People usually come downtown on Saturday, and come into the store for odds and ends of things that they did not give with their order on the telephone. This affords a splendid opportunity to sell, and candy is one of the things that most often attracts them. Just at the present time, it is in this way that we make most of our candy sales, and suggestion, recommendation of a particular kind, and display are the chief selling factors."

Mr. Sloan's experience and success in candy selling could no doubt be that of most grocers, as it is evident that there is a place and a field for a good candy department in every grocery.

# Wholesalers' Appeal for Rebate on Canned Goods Upheld

## W. F. O'Connor Decides That Withholding Rebate is Illegal

THE application of the Canadian Wholesale Grocers' Association for a continuance of the rebate on canned goods formerly given by the Dominion Canners was heard before the Board of Commerce in Toronto recently. The Wholesale Grocers' Association urged that they be allowed the rebate of two and a half cents per can on canned goods which they claimed was being withheld now by the Dominion Canners, Limited. They were assured by Vice-Chairman W. F. O'Connor that he would issue a declaration on his return to Ottawa that the withholding of the rebate was illegal. It is expected that the public will reap the benefit of the rebate paid to the wholesalers. The Dominion Canners communicated to the board their willingness to abide by whatever decision was arrived at.

During the course of the investigation Vice-Chairman O'Connor asked who would benefit if the grocers received the rebate. Hugh Blain, of the Eby-Blain Company, Toronto, assured him that wholesalers would not benefit, while Mr. Park, of the same firm, expressed the view that the public would be the ultimate benefactor. Secretary W. G. Lumbers, of the Canadian Canners, was of the same opinion.

The Dominion Canners had notified both the Grocers' Association and Commissioner Murdock that they would concur in any ruling made by the board and would not attend. The rebate was originally made on goods ordered last summer, and was later restricted by an order issued by Dr. W. J. McFalls, a former Cost of Living Commissioner. The wholesalers, buying their goods in the summer, quoted prices to the retailers. Had the withholding of the rebate been permitted, the cost to the latter would have been increased shortly.

Mr. O'Connor said there had been some misunderstanding on the part of the Dominion Canners as to the nature of the application made, and declared that the canners would have to attend when the board required.

D. I. Grant, counsel for the grocers, pointed out that orders had been placed last summer on the strength of the reduction which the rebate brought, and that if the rebate was not sustained their prices to the retailers would have to be increased.

### INDIVIDUAL LICENSE REQUIRED FOR EACH SHIPMENT OF WHEAT FLOUR, BRAN AND SHORTS FOR EXPORT

A memorandum just sent out by the Department of Customs gives notice that the permission formerly granted for the exportation of wheat flour, bran and shorts in wagon-load lots along the frontier without individual licenses is cancelled.

Hereafter, no wheat flour, bran or shorts shall be exported from Canada, in any case, unless accompanied by a license of the Canadian Wheat Board.

# Pineapples a Favorite Tropical Fruit

## The "Red Spanish" Variety Grown in Cuba, Porto Rico and Florida Are the Most Popular on Eastern Markets—Hawaiian in the Fresh State Only Known on the Pacific Coast

Article III.

OF all the tropical fruits that come to our country, there is possibly none that has so distinctive and individual a flavor as the pineapple. More than any other fruits, it retains its original bouquet and taste when preserved. The pineapple has steadily grown in popularity in this country, until now it is a household word. It is now a staple fruit, and is no longer termed a luxury.

### Too Far To Bring Hawaiian Pines

Although the pineapple is cultivated to various degrees of success in most of the tropical countries, the North American markets are supplied almost exclusively by Porto Rico, Florida and Hawaii. The product of the latter island reaches no further inland than the Pacific seaboard, in the fresh state; while, on the other hand, a very large percentage of the canned pineapple consumed throughout the United States and Canada is grown and packed in Hawaii. The reason for this is that the distance between shipping points is too great, and that the fresh fruit spoils in transit, regardless of the amount of care in handling. The Hawaiian variety differs considerably from the Cuban, Porto Rican and Florida pineapples. It is very large and of a more even tinge of red, and the thorns are scarcely perceptible. The fruit is considerably milder in taste, and the meat or pulp is finer and more compact. This, however, does not argue that the Hawaiian is a superior product, for there are many who prefer the smaller and more highly flavored "Red Spanish" variety which is grown in Cuba, Porto Rico and Florida. The Cuban and Porto Rican pineapples, known among fruit men as the "Red Spanish," are identical and are grown under much the same conditions of soil and climate. The fruit is of medium size, and of reddish color when ripe. The aroma is somewhat stronger than that of the Hawaiian variety. The Cuban and Porto Rican "Red Spanish" is said by connoisseurs to be the finest flavored and also the best all-round service pineapple in the group. The abundance of saccharine matter, which is contained in the "Red Spanish" makes it a great favorite with housewives who preserve pineapples for the winter months, as the natural sweetness of the fruit means to them an appreciable saving of sugar in the syrup. The pineapple industry in Porto Rico is, yet, in its infancy, while Cuba derives a magnificent revenue, yearly, from her exportations of the fruit.

A commercial pineapple field showing the pineapple growing at the crown of the cactus-like plant.

### Florida Pineapple Popular

Another variety, which is much sought after, especially as a fresh table fruit, is the Florida or Indian River pineapple. It varies but little in appearance from the Cuban and Porto Rican products, being perhaps a trifle less florid, when ripe, than the latter. It contains less saccharine matter and the resulting tartness places it in great demand as a fresh table fruit. The Hawaiian, Cuban and Porto Rican pineapples ripen at various periods of the year; but the heavy crops are harvested between the months of April and July. The bulk of the Florida product is gathered in during June and July. Pineapples, like bananas, are picked green for shipment. They require the greatest degree of care in handling to avoid bruising, which would mean early decay. But, unlike the banana, they are packed in open-air crates, to allow the fruit the greatest amount of ventilation. The pineapple, like the banana, is peculiarly subject to frost and should be protected against the faintest suggestion of chill.

### Is of the Cactus Family

The pineapple plant is a large, cactus-like bush—in fact, it is a member of the cactus family. The plant bears but one blossom each season—a large, pinkish flower of delicate and pleasing odor. Within a few days the blossom withers and drops off; and in its place is left the embryo of the fruit. The blossom always appears at the same point, which is at the upper extremity of the main stalk or trunk of the plant. When the fruit has reached a marketable condition, the harvester clips the parent stalk immediately under the base of the pineapple with a short, sharp knife provided for that purpose. The plant now "bleeds" a little at the point of incision, but soon heals up again in the hot sun and sets about gathering strength for another crop.

### Labor Difficulties a Problem

Among the various difficulties that confront the grower of pineapples, the question of field or plantation labor is perhaps the most serious obstacle. This is not due, as might be presumed, by those unacquainted with the situation, to poor wages. The native is not overfond of work at any price and when he takes a notion to do so, he will simply lay down his tools and stretch himself very comfortably in the shade. Much the same conditions exists in Florida, where most of the labor is likewise performed by negroes.

### Make An Exquisite Beverage

Besides the various modes of preparation in vogue, such as canning, preserving and candying, still another valuable discovery has been made in recent years for use of the pineapple in the household. It was found, after much experimenting, that by extracting the albumenoids and sacharrine matter (which caused fermentation) from the pulp of the fruit, an exquisite beverage might be obtained which would not only furnish a refreshing and exhilarating draught, but also would add a valuable acquisition to the list of medical requisites for the allaying of throat and stomach affections. It required a great deal of skill and patience, not to speak of the financial outlay, to bring the infant process to a final state of perfection.

# Now for an Intelligent Reckoning

## Inventory Season the Time to be Honest With Yourself—How Shall We Take the Inventory?—On Pricing Our Stocks

By HENRY JOHNSON, Jr.

I AM asked to write something on closing the books. Maybe it will seem late in the season; but if you still are figuring your inventory, there is plenty of time, and if you have figured it and closed your own books, maybe there will be profit in a review along the lines I shall suggest.

The admonition to be honest in placing values on your inventory may have led to your being fairly conservative, and that is well. But there is another chance for sidestepping facts in the process of closing the books; and I want to help you continue straight while you do this work. So I hope you will read this brief talk rather carefully.

Let me say that I have little knowledge of bookkeepers' ways of closing. I believe they have a system of transferring all totals to some intermediate account, and thence to the ledger. I never could see the use of the intermediate step, so followed the plan of carrying results when ascertained from any account in the ledger directly to loss and gain for final reckoning.

### Depreciation Must Be Reckoned

There is no safeguard in any business so reliable as liberal allowance for depreciation. My word on this point is not unsupported. The very best business houses operate this to the limit. Here is the rule for arriving at inventory values by one of the most successful jobbers on the continent:

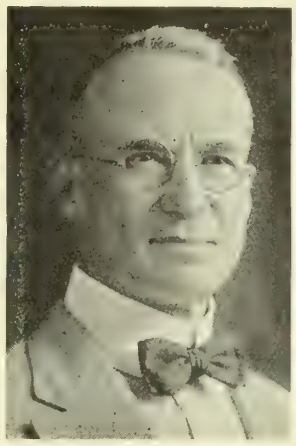
"If the market has advanced, 'take' at our cost; if the market has declined, 'take' at market."

I always like to copy the men who succeed, and this idea hit me as pretty sound, so I adopted it—mostly. My plan was to fix value on merchandise as far inside the facts as possible. Prices and totals were very conservative, indeed. If there was any doubt that a thing would sell readily, it was priced at from half value down to nothing at all. Similarly, items were made to stand the test for value all the way through. I often was tempted to let up a bit, fearing (what sometimes did happen) that I would make a bad showing. Then I used to buck up with the thought that I was not altering real values at all, only accounting values; and I knew that I was after a conservative showing, for the last man I wanted to deceive was myself.

My rules for other resource-accounts were:

Bills outstanding to be figured individually down the basis certain to make good; then from that total a blanket 10 per cent. to be deducted.

Furniture and fixtures in the store were handled on another pet theory of mine. Any item bought was regarded from two angles; 1st, if it required anything, it either was charged directly in-



HENRY JOHNSON, JR.

to expense, or a part of it was so charged and the remainder—in case of an improved appliance—was (2) considered as having value for use, and for appearance. As appearance is advertising, the part not charged to expense was divided between advertising and F. and F.

Illustration: I bought a coffee roaster for $625. It was erected in the window to be seen and attract attention to the entire store, and so the scent of the roasting coffee might induce many to enter and buy. So 50 per cent. of the payments as made were charged to F. and F. and 50 per cent. to advertising. At inventory time, the entire F. and F. account was subjected to a 10 per cent. discount for depreciation.

Delivery equipment was discounted 20 per cent.

Ask your jobber to read this and then tell you whether it was fairly safe figuring.

### Transferring Totals

When my figures were all made up I never permitted myself to make any skeletons or trials, but finished with each account as I went along.

Merchandise per inventory, plus customers' bills, scaled as indicated, less what I owed, was credited "by stock, etc.," to mdse. account. The balance then struck was transferred to credit of loss and gain, then carried down for next period.

Expense, advertising and barn (delivery) accounts were totalled and the totals transferred to the debit of loss and gain. My own account, if there was one (sometimes there was, to cover things paid out for special purposes in excess of my salary) also went to debit of L. and G.

Discount was transferred bodily to credit of L. and G.

I never quite scraped bottom, though once or twice I came near it. The worst I ever did, on casting up the two sides of L. and G., was to have only $185 to transfer to credit capital.

### Shifting Burden of Growing Capital

I nearly forgot one thing. That is, that 6 per cent. on the capital employed was always added to expense before that account was transferred, balanced by credit to my own account. It followed that, as net annual earnings were carried to the credit of capital from loss and gain, my capital kept growing and the 6 per cent. interest charge became larger every year. And, as money accumulations were constantly being withdrawn, invested in seasoned stocks and bonds under a special investment account, the transference of annual earnings to capital operated to swell expense rather unduly.

When I realized this condition, I opened a surplus account, let the capital stand, and thereafter all earnings were credited to surplus.

I do not know whether this will be helpful to anybody. It is not much of a story. It really can only be useful to one who knows something of books. The object was to cut corners, and I liked my system very much. One thing I liked about it especially was that its statements were inside the facts. In 1914 my capital stood at a figure more than $6,000 less than the tangible property of the business. I liked that, too; for thus my "capital stock," supposing it was regarded that way, was worth more than 40 per cent. premium.

### Outside Investments

In closing, let me say that I learned to wrap groceries in 1877, more than 40 years ago. I mention that fact only to lend some authority to my favorite dictum: That No Man Makes Real Money Out of the Grocery Business Until He Learns to Take Money Out Of It. Get me? Think it over.

A time ago I stated that the cost of extending and handling credit is about 5 per cent.—fully 5 per cent. I say now. A correspondent asks me how I compute that charge. He himself carries an average of $500 on his books and his credit sales run, perhaps, $3,500 annually. Here is the computation:

Direct losses from unpaid bills, probably 1 per cent., but not less than ½ per cent., on sales, or, per year, $17.50.

Safe depreciation charge on the outstanding balance at inventory time, 10 per cent., or $50.00.

This leaves $107.50 to cover his labor, his postage, stationery, and all other collection expenses, to make the total of $175 that I feel it costs him to extend credit on $3,500 of sales during the year.

Continued on page 42

# CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

*The Only Weekly Grocer Paper Published in Canada*

JOHN BAYNE MACLEAN - - - - - - - - President
H. T. HUNTER - - - - - - - - Vice-President
H. V. TYRRELL - - - - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1103 Union Trust Bldg.; Telephone 3449. Vancouver—39 Tenth Avenue West.

UNITED STATES—New York, Mrs. E. C. Gibb, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—Room 1401, Lytton Bldg., 14 E. Jackson St.; Telephone Harrison 9133. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable address, Atabek, London, England.

SUBSCRIPTION—Canada, $3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4.00 a year. Single copies, 10c., invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

VOL. XXXIV. TORONTO, JAN. 2, 1920 No. 1


IN THE opinion of those in close touch with the situation, business for 1920 is going to make new records in Canadian history. Are you ready for it?

* * *

THE most expensive thing you can do is to guess, especially if you are trying to guess at your expenses, your mark-up or your profits.

* * *

IF THE announcements a retailer makes are habitually newsy and interesting, his store bcomes fixed in the minds of buyers as one to go to. They learn involuntarily to look for his advertisements.

## *MERCHANTS CALL "STRIKE"*

ACCORDING to press reports the retail merchants at Walkerton, Ont., have signed an agreement that they will not purchase, at their place of business during business hours, tickets for entertainments. The merchants claim that solicitation for affairs of one kind and another have become so numerous, and canvassers selling tickets in advance such an intolerable nuisance that they had to do something. They got together and called a "strike" against what was, it is stated, termed by some of them, nothing but a "hold up."

## *AN UNWORTHY PRACTICE*

INQUIRIES among wholesalers and manufacturers indicate that some members of the trade have gotten into the habit of repudiating orders for goods which they have already confirmed. The selling agents of a large Old Country firm showed CANADIAN GROCER an order confirmed by a retailer for a certain quantity of goods with the retailer's signature which had been later cancelled. The agent was told that the merchant had purchased goods of another line in the meantime and would not be able to handle the lines which he had already ordered and signed for.

There is too much of this sort of business altogether to be found among the trade. It does not apply only to the grocery trade; it applies to others; also to some wholesalers as well as retailers. Business men owe it to their own good business integrity to play fair in the matter of accepting goods which they have ordered and confirmed. They should look at the matter in the same light as if they had sold goods to a customer which were returned to them without any good reason.

## *CO-OPERATIVE SELLING AND THE RETAILER*

THE Toronto *Mail and Empire*, in an editorial entitled, "Company Retail Stores," instances the case of the stores operated by the Hollinger and McIntyre mines in the Porcupine district, and at the Ford plant in Detroit. The *Mail and Empire* sees in this a very happy state of affairs that should be more widespread. There is no suggestion that the mines in question or the Ford Company, or even the *Mail and Empire* itself, should be operated on a no-profit basis. The business should merely be taken out of the hands of the grocer—his is the only profit, it appears, that is unjustifiable. The co-operative buying scheme should be encouraged according to the *Mail and Empire*, and the Board of Commerce used as a club over the head of those manufacturers who do not like this system of distribution.

This is the usual futile sort of piffle. If the world at large could have done without the retaner it would have done without him long ago, unnecessary forces do not remain in existence year after year and century after century. The retailer has proved himself. He delivers a real service for a modest profit. If the manufacturer or the miner or other agencies want to take over his work and serve their workers without charge, there is nothing to prevent them. Only it is to be remembered that they are only changing the medium of exchange. They may sell goods at cost, but in doing so they are gaining a hold on their employees that stands them instead of higher wages.

The co-operative scheme has been tried on many occasions in Canada, and in very few has the weight of any lengthy experience proved it to be of real benefit to the community.

The retailer is as economic a distributing force as has been discovered. If he were not conditions would have scrapped him long ere this.

# W. G. Patrick & Co. Sales Staff Meet

## Annual Convention Held During the Past Week—Look With Optimism to 1920—Company Institutes Insurance Plan for Employees in Addition to Profit-Sharing Scheme

THE sales staff of W. G. Patrick & Co., Wellington St. W., Toronto, were in session at the head office during the week between Christmas and New Year's Day. There were thirty in attendance, and the convention was in charge of W. G. Patrick and Roy Gee, the sales manager. The staff met each day, mornings and afternoons, and the various lines carried by this company were taken up individually, and discussed for the instruction and benefit of all the salesmen. Papers were read, and were followed by enthusiastic discussions. A marked note of optimism prevailed during the convention, and the year just closing, the best in the history of the company, promises to be excelled in 1920. The staff, as a whole, has only one opinion as to business conditions in 1920, and that is, that there will be equally as much activity, if not to a greater degree, than in 1919. There was no pessimism at all in evidence, and the company at the beginning of 1920 is looking forward to another record year.

W. G. Patrick & Co. is instituting a system of insurance for the benefit of its employees this year, insuring all members of the staff who have been with the company over one year, for $1,000. The company's year ends on February the first, and at this time the employees of W. G. Patrick & Co. share the profits on the same basis as the shareholders. Employees' labor is treated as a cash investment, and they receive the same dividend disbursement as the shareholders, getting the dividend percentage on the amount of their salaries.

The social side of the salesmen's convention was not overlooked. On Monday evening every employee of the company partook of dinner at Coles' restaurant, afterwards going on to the theatre. On Wednesday afternoon another social affair was spent, when a very fine gold ring, engraved with a star on the inside, was presented to the employee who had rendered the most efficient service in 1919. A welcome was also extended to the men of the company who had returned from overseas during the past year.

# Wheat and Flour Prices Advanced

## Cheaper American Flours Will be Permitted to Enter Canadian Market—Spring Wheat Flour to be Sold at $13.15 f.o.b. Montreal

EFFECTIVE from midnight December 27, the Canadian Wheat Board orders that the price of Manitoba wheat to mills in Canada be raised from $2.30 per bushel to $2.80 per bushel, in store at public terminal elevator at Fort William or Port Arthur; another regulation increases the maximum wholesale price of Government standard Spring wheat flour from $10.90 per barrel to $13.15 per barrel, basis, f.o.b. cars, Montreal.

In connection with the above advances in the price of wheat and flour, James Stewart, chairman of the Canadian Wheat Board, states that in order that the consuming public may have advantage of the supply of cheaper flour in the United States, permits will be issued for the imports of the American products.

The first regulation mentioned, number 70, says:

**Price to the Mills**

That until further notice, the price of wheat to mills in Canada is fixed on the following basis, per bushel, viz.:

$2.80 per bushel, including five cents per bushel carrying charges, basis No. 1 Northern Manitoba and No. 1 Alberta red Winter, in store at public terminal elevators, Fort William or Port Arthur.

$2.70 per bushel, including five cents per bushel carrying charges, basis No. 1 Durum in store public terminal elevators, Fort William or Port Arthur.

$2.33 per bushel, including five cents per bushel carrying charges, basis No 1 Spring, No. 1 white Winter and No. 1 red Winter wheat, in store Montreal.

$2.31 per bushel, including five cents per bushel carrying charges, basis No. 1 mixed Ontario and Quebec wheat, in store Montreal.

$2.27 per bushel, including five cents per bushel carrying charges, basis No. 1 goose wheat, in store Montreal.

$2.24 per bushel, including five cents per bushel carrying charges, basis No. 1 commercial grade wheat, in store Montreal.

$2.25½ per bushel, including five cents per bushel carrying charge, basis No. 1 British Columbia wheat, in store Canadian Government elevator Vancouver.

The spreads for lower grades than those specified above shall be the same as the spreads in the orders of the board relating to cash payments to be paid to the producer.

The second regulation says:

**The Standards of Flour**

1.—That the standard of flour manufactured in Canada, for sale in Canada, be the standard set by the Canadian Wheat Board and designated as:

(A) — Government standard Spring wheat flour. (b)—Government standard Winter wheat flour.

2.—That the maximum wholesale price of flour from midnight, Dec. 27, 1919, inclusive, until further notice, shall be: (a) — Government standard Spring wheat flour, $13.15 per barrel, basis 98 pounds net, jute bags. (b)—Government standard Winter wheat flour, $10.10 per barrel, basis 98 pounds net, jute bags.

These prices are basis f.o.b. cars, Montreal.

That effective from midnight, Dec. 27, 1919, inclusive, the above maximum wholesale prices have legal authority, and any sales or purchases made in excess of them will be regarded and treated as violations of the regulations of the Canadian Wheat Board.

The advance in the price of flour, as announced by the Canadian Wheat Board, was pretty well anticipated by the trade, and buying has been pretty heavy in the past few weeks for domestic account. The result is that bakers and the trade generally is pretty well stocked at the old prices. Supplies, it is stated, are ample for thirty days at least. It is expected, millers say, that the trade will be a little quiet for a while now.

## GOING AFTER THE TRADE BY CATALOGUE

Continued from page 34

great emphasis on proper packing. The slight differences in freights, by using heavier crates, are more than saved in the long run, by the absence of breakages and loss, and the customer certainly does appreciate having his goods arrive as he expected they would. Generous adjustments that might show us quite a loss, always leave the customer feeling that even yet he's had the worst of the deal."

"Another thing I would urge on the trade, if they engage in the mail order business. Prompt shipment. All orders from customers have money orders attached. If a shaky firm were so inclined they could finance all their business on their customers' money by retarding deliveries." This practice is too much like kiting and the public will soon get "learly" of mail order grocery business unless this kind of activity is suppressed."

## INVITATION FOR BRITISH INDUSTRIES FAIR

Admission to the British Industries Fair to be held at London, Birmingham and Glasgow in February next is by invitation only. Canadian buyers who propose to visit the fair can obtain invitations from the British Trade Commissioners in Canada at Montreal, Toronto and Winnipeg respectively.

# Buying at Home Means Economy

By E. M. Trowern, Secretary, Dominion Executive Council, the Retail Merchants' Association of Canada, Ottawa

IF a city or town is good enough to live in and good enough to take a salary from, it should be good enough to buy in. If the teachers, the preachers, the professors, the firemen, the policemen and the civic servants want increased salaries the most direct route to bring about that desired end is to keep the money circulating in the home town. If all the money in Canada ever got into the hands of one or two men, business in general would stagnate. The proper and healthy condition is to have money circulated so that everyone will, through his or her industry, get some of it.

The first expectation of a producer is to be able to sell his crop after it has been grown. To sell it he must have customers, with money, who are able to buy it. The further the producer is away from the consumer the more the transportation costs. Farms near thriving towns and cities are more valuable than those which are isolated in the backwoods. The best way to make backwoods farms valuable is to buy in the cities and towns near them.

### Cities Built by Co-operation

Prosperous cities and towns are built up through proper co-operation between retail merchants and their customers. They must work together. The customer requires the retail merchant, and the retail merchant requires the customer. If customers send all their money away to mail-order houses for staple goods and expect the corner store to live on the sale of lamp chimneys, eggs and coal oil they will awaken some day to find the little corner store closed. Goods when you want them and were you want them are worth more than goods thousands of miles away. Ten cents' worth of toothache gum in the corner drug-store in the home town is worth more to a suffering child with an aching tooth than ten tons of the same article in Hong Kong, China.

Retail merchants endeavor to locate in places where they are required. They have a double mission to perform; they buy goods to suit their customers and they expect to make a living by selling and caring for them. The better service a retail merchant gives his customers the better business he should receive in return. The services should be mutual and the customer should be equally anxious to see that the retail stores in his city or town succeed.

### A Glaring Misconception

The statement that by buying through mail-order houses you are saving the middleman's profit on all you buy is only a glaring deception, to say nothing whatever about the question of lack of loyalty to your home town. Let us follow the process and see if less labor is required. A person living in a town, and whose position depends upon the prosperity of the town, receives a catalogue. In order that the said catalogue should reach the person the following process must take place:

### Process of Cataloguing

1.—The catalogue is designed.

2.—Printed.

3.—Cuts made.

4.—Delivered to the mail-order house office.

5.—Addresses secured.

6.—Catalogue wrapped up and addressed.

7.—Stamped.

8.—Placed in the mail bag.

9.—Mail bag taken to the station.

10.—Carried on the train.

11.—Taken off the train.

12.—Taken to the post-office.

13.—Delivered to the customer in the town.

14.—The customer spends time reading it over and selects an article.

15.—Writes a letter.

16.—Secures a post-office order, or encloses the cash and takes the risk.

17.—The postmaster enters it up and puts it in the mail bag.

18.—Mail driver takes it to the station.

19.—Mail clerk in charge of the train delivers it at the other end.

20.—Post-office delivery waggon clerk delivers it to the post-office.

21.—Postal clerk checks it and sorts it ready for the postman.

22.—Postman delivers it to the mail-order house.

23.—Mail-order house clerk opens the letter.

24.—The bookkeeper credits the cash.

25.—The order clerk selects the order.

26.—Stenographer acknowledges the receipt.

27.—The shipping clerk mails away the order.

28.—The postal clerk sorts it out for the mail delivery.

29.—Places it on the train.

30.—Mail clerk takes it off the train.

31.—Delivers it to the local post-office.

32.—The underpaid postmaster delivers it either direct to the customer or gives it to the rural mail delivery service that is costing Canada a large sum of money to mostly benefit mail-order houses.

33.—The customer receives the article, and after a careful examination finds that he or she could have bought a better article in the home town and have had the good will of the retail merchant, and helped to build up the home town by keeping the cash in local circulation.

No sane person could say that there is any economy in that system of doing business, especially when fourteen transactions out of the thirty-three are made by the Government mail-order service at less than cost price, thus benefiting the mail-order house proprietors at the expense of the whole people of Canada.

True economy and sound patriotism, therefore, call upon every loyal citizen of Canada to patronize his home town and keep the wheels of commerce moving in the direction in which most persons can be mutually benefited.

## NEW APPOINTEE SEES BIG TRADE WITH FRANCE

At a complimentary dinner given him in Montreal, Lieut.-Col. Hercule Barre, and who was recently appointed Canadian Trade Commissioner to Paris, expressed his great confidence as to future developments of trade between Canada and France.

Lieut.-Col. Barre, in addressing his fellow members of the Chambre de Commerce, referred to the result of his contact with various Canadian cities since his appointment and whither he had gone to investigate certain conditions. He has also been in contact with the Board of Trade and Commerce at Ottawa. One of the important things which he had observed was that the Department of Trade and Commerce did not seem to be well informed on the matter of Quebec industries. This was due, in part, through the lack of Quebec in not furnishing Ottawa with sufficient data and reports, and with Ontario the case was different, as complete data and reports were supplied.

### Will Investigate Condition

Col. Barre pointed out to his audience that one of his first duties when he reached France would be that of visiting devastated areas to find out at first hand what Canada might be in a position to supply to that country in the work of re-establishment. Col. Barre added that he believed that the name of Canada was most popular in France to-day, and that this of course would be an important point in connection with trade development. Col. Barre appears to be very enthusiastic regarding the development of trade relations in the immediate future.

## A MENACE TO THE TRADE

A business man who is ignorant of his costs is a real menace to the trade. Every business failure is a shock, an unstabilizing influence to the whole trade. Statistics show that a lack of knowledge of the business is by far the largest single cause of failures.—Prof. R. B. Kester.

# Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

### POTATOES IN CARLOADS

Where are the best places to buy cars of potatoes? A. T. Gunning, 75 Montreal St., Sherbrooke, Que.

Answer.—Ferrier & Co., Colborne St., Toronto, Ont.; McWilliam & Everist, Toronto, Ont.; Stronach & Sons, Toronto, Ont.; A. A. McKinnon, 74 Colborne St., Toronto, Ont.; Peters, Duncan & Co., 88 Front St. E., Toronto, Ont.; Dave Spence, Colborne St., Toronto, Ont.; Jos. Ward & Co., Place Youville, Montreal; A. Lalonde, 13 Jacques Cartier, Montreal; J. Hill, 1 Bonsecours Market, Montreal; Renaud & Giroux, Bonsecours Market, Montreal; Charbonneau Freres, Bonsecours Market, Montreal.

### PUNCH BOARDS IN NOVA SCOTIA

Please advise me whether it is legal to have cigar sales boards in operation in this province? Halifax, N.S.

Answer.—The Deputy Attorney-General of the province replies to our inquiry as follows:

It appears that the customer at the shop where the cigar sales board is, punches the board with a small piece of wood, shoving out a paper with a number entitling the holder to a certain value in cigars. Unless the cigar sales board is a gambling device within the meaning of the Criminal Code, I am not aware of any law that would prevent these boards from being used in Nova Scotia, but I have scarcely sufficient information to enable me to express a definite opinion. The matter is one on which the firm concerned should consult its solicitor.

### MANUFACTURERS OF CIDER PRESSES AND APPLE BUTTER MACHINES

Please put me in touch with any Canadian manufacturers of commercial cider presses, apple butter machines, etc. Roy A. Hunter, 30 10th Ave. West, Vancouver, B.C.

Answer. — Manufacturers of cider presses: London Foundry Co., London, Ont.; Hergott Bros., Mildmay, Ont.; W. R. Perrin, Ltd., Toronto, Ont. (manufacture large presses suitable for factories only.) Apple butter machines: Brown, Boggs & Co., Hamilton, Ont.

### HOTHOUSE TOMATOES IN QUEBEC

Will you kindly give me the name and address of shippers of hothouse tomatoes. The nearest shipping point from this city will be more suitable, on account of transportation charges.—A. Grenier, 94 Rue St. Jean, Quebec.

Answer.—At the present time hothouse tomatoes may be obtained from the following: Camille Legare, Cote des Neiges, Montreal, Que.; McLaren Fruit Co., 185 McGill St., Montreal. (This company, we understand, has greenhouses for the production of tomatoes at Rougemont.) We also would recommend you to communicate with Slack Bros., of Waterloo, Que.

### ON BUYING FLOUR AND FEEDS

Would you advise me to buy my spring requirements of flour and feed now?—V. Phillip, Esq., Sarsfield, Ont.

In our opinion flour prices are likely to advance. The United States has removed the embargo against Canadian wheat, and will undoubtedly make a strong bid for Canadian wheat, as their wheat prices for No. 1 hard are quoted $3.00 to $3.15 as against $2.35 here. Any large buying movement would unquestionably advance the Canadian wheat price, and as a natural result the price of flour.

Feeds at the present time are very high in price, and there is no natural reason for any decline considering the probabilities in the wheat market. The Board of Commerce, however, has been urging setting a lower price on these products, and while this does not appear likely at the moment, it might be done. The probable effect of such a move would be to still further advance flour to offset the loss on feeds.

These are the facts as we see them. It looks like higher markets, but always consideration must be given to the fact that the present markets are exceptionally high, and there has been a tendency toward Government interference with prices of late. These cannot be forecast. To buy flour and feed now for spring supply seems to us to be a safe buy, but as we have stated, that is only our judgment, and we would not like to assure the responsibility of advising you in the matter.

### GROCERS IN EASTERN ONTARIO AND QUEBEC

Will you kindly give list of wholesale grocers east of Kingston for Ontario and in the province of Quebec. —H. G. Smith, 386 Beaconsfield Ave., N.D.G., Montreal, Que.

Answer.—Belleville, Ont.—John Sloan & Co., J. E. Walmsley & Co., Ltd. Brockville. Ont.—Gilmour & Co., Kingston, Ont.—Robt. J. Carson, W. G. Craig & Co., Ltd., Geo. Robertson & Sons, Ltd., Fenwick, Hendry & Co., Robertson, Nicoll & Co. Lindsay, Ont.—Jas. E. Adams. Ottawa, Ont., H. N. Bate & Sons, Ltd., F. J. Castle Co., Ltd., Joseph Grant, E. M. Lerner & Sons, S. J. Major, Ltd., L. J. Major & J. Soubliere, Ltd., Provost & Allard, J. Feedman, George St. Peterboro, Ont.—T. Kinnear & Co., Rishor's, Ltd., Perkins, Ince & Co.

**Quebec**

Chicoutimi, Que.—Cote Boivin & Co., Hull, Que.—P. Daoust & Co., Monette & Valin, Ltd., Joliette, Que.—Chevalier Pouliot & Co., Joseph Dufresne, Levis, Que.—Antoine Carrier & Fils. Montreal, Que.—P. Adelstein, Bergeron, Whissell & Co., Birks, Corner & Co., D. C. Brosseau & Co., S. J. Carter & Co., L. Chaput, Fils & Co., Ltd., Couvrette & Sauriol, Ltd., Forbes Bros., 156 McGill St., Wm. Galbraith & Son., Hudon, Hebert & Co., Ltd., Hudon & Orsali, Ltd., Lacaille, Gendreau & Co., Laporte Martin, Ltd., Lalonde & Desroches, Ltd., Law, Young & Co., Mathewson's Sons, J. Myerson & Son, D. W. Ross & Co., F. X. St. Charles & Co., Standard Imports, Ltd., Watt & Gordon. Quebec, Que.—Drouin Freres & Rattray, Ltd., Joseph & Co., Langlois & Paradis, Ledroit & Frere, J. B. E. Letellier, J. B. Renaud & Co., Rioux & Pettigrew, Turcotte, Frere & Co., Turcotte, Nazaire & Co., Whitehead & Turner. Sherbrooke, Que.—W. F. Fuller. Three Rivers, Que.—J. N. Godin.

### BOOK ON RETAIL GROCERY ADVER-

Would you kindly tell me where I could get a good book on Retail Grocery Advertising?—Regina Fish Store, Regina, Sask.

Answer.—The following may be obtained from Technical Book Dept., MacLean Publishing Co., 143 University Ave., Toronto, Ont.:

| | |
|---|---|
| Retailers' Advertising, complete .... | $1.50 |
| Grocers' Window Book ..... | 1.50 |
| Grocers' Encyclopedia ..... | 10.50 |

### CHEESE CUTTER COVER

Could you inform me where I can get a glass cheese cover for a Templeton cutter? Israel Brubacher, Elmira, Ont.

Answer.—Lyons & Marks, 38 Yonge St., Toronto, Ont.; Gowans, Kent & Co., 16 Front Street, Toronto, Ont. (sizes 10, 11 and 12-inch only); Edward R. Smith, Oshkosh, Wis., U.S.A.

### METHODS OF PAYING SALESMEN, ETC

Can you tell me where I can get the booklet: "Methods of Paying Salesmen and Operating Expenses of a Wholesale Grocery Business?"—H. L. Doane, Truro, N.S.

Answer.—It is Bulletin No. 14 of the Bureau of Business Research, Harvard University, Cambridge, Mass. It can be obtained for $1.00 by applying to this bureau.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

## INFORMATION WANTED

Date.....191..

Please give me information on the following: .....Name .....

Address .....

.....

.....

.....

# CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

### Maritime

Mrs. Lillian Noyes, of Black's Harbor, New Brunswick, has sold her grocery business to Robert Thompson.

The grocery of Capt. M. G. Mosher, Souris, Prince Edward Island, was recently destroyed by fire.

### Quebec

L. Lapiere has gone into farming at Iberville, Que.

Richard McAvoy, grocer, Montreal, has sold his stock.

J. Trottier, 1018 St. Antoine Street, Montreal, has sold to J. A. Lussier.

L. Lapiere, Cote St. Michel, has disposed of his property to J. A. Duval.

E. J. Leveson, president of Leveson's Ltd., Vancouver, was in Montreal last week.

Brown and Pugh, grocers, 264 Hibernia St., Montreal, has succeeded Brown and Duncan.

Joseph Laporte, of Laporte Martin, Ltee., has returned from a business trip to New York.

A. J. L. Sevigny, grocer, has repurchased his business at 6110 Amherst Street, Ahuntsic.

W. McNeely, acting manager of Thos. J. Lipton, Montreal, is visiting Toronto over the holidays.

B. Legault, general merchant, Notre Dame de La Paix, has been succeeded by Wm. Sauve.

A. Rochon, St. Cesaire, Quebec, has exchanged his business for one at 1573 Bordeaux Street, Montreal.

The estate of Chas. Loque, general merchants, Maniwaki, has suffered loss by fire. The loss is covered by insurance.

Albert Coutu and Mrs. Cleophas Dubeau have been registered in the grocery business under the name of Coutu & Freres.

Joseph Laporte, of Laporte, Martin, Ltee., has been appointed as Director of Publicity for the Montreal University campaign, to begin in January.

Albert Cawthorne, S. Robillard, Joseph Bernier, and S. Davis, salesmen from D. Hatton Co., wholesale fish, are in Montreal for the holidays. They will cover their usual territory early in the new year.

One Ovila Lablanc was discovered by two Montreal constables last week stealing sugar from a grocery store at 41 Marie Anne Street East. The man was arrested on this offence.

J. Spencer Smith, president of the New Jersey Board of Commerce and Navigation, and vice-chairman of the New York, New Jersey Port and Harbor Development Commission, was a visitor to Montreal last week, where he addressed the Young Men's Canadian Club on transportation problems.

### Ontario

J. Kay, grocer, Hamilton, has sold to R. Jannett.

H. Richardson, general store, Huntley, has been succeeded by S. White.

Max Dworkin, grocer, Ottawa, has restarted in business.

M. Dworkin, of Ottawa, has sold his business to J. Glustein.

Ellard & Hastey, grocers, Westboro, have dissolved partnership, R. Ellard continuing the business alone.

Mrs. W. R. McIntosh, Monkland Station, has suffered loss by fire.

John Albert, of Ottawa, has disposed of his business to J. Jowitt & Son, of the same city.

The Caledonia Front Cheese Factory, Limited, of Caledonia Springs, Ont., has obtained a charter.

Chas. E. Plumley has taken over the business formerly conducted by Mrs. Haase, at Bancroft.

The British Harold F. Ritchie & Company, Limited, has been granted a charter for the purpose of carrying on the business of brokers, manufacturers' agents and commission merchants; to manufacture, buy, sell, and deal in or with goods, wares or merchandise; to buy or sell stock in other companies; to purchase or sell agencies; to acquire, apply for, register, purchase, use, deal in, sell and dispose of inventions, trade marks, trade names, industrial designs, and secret processes, and to establish branch offices or agencies. The capital of the new company is placed at four hundred thousand dollars, divided into four thousand shares of one hundred dollars each. The head office is in Toronto, and the provincial directors are William Thomas Sinclair, Hugh Johnston McLaughlin, Robert Dunn Moorhead, Roy Weldon and Harold Ballantyne Church.

The Canadian Confectionery & Spice Company, Limited, has been granted a charter for the purpose of carrying on the busines of manufacturing, producing, adapting, preparing and dealing in all kinds of candies, biscuits, toys, delicacies and generally all forms of confectionery. The company is capitalized at forty thousand dollars, and the head office is in Toronto.

### Western

A. A. McCrea, of Bawlf, Alberta, has sold his butcher business to George McCrea.

Cash & Poder, grocers, Edmonton, Alberta, have been succeeded by Smith & Poder.

The general store of J. Newhouse, Lamont, Alberta, is reported sold to Cohen Bros.

The stock of the general store of McNichol & Brown, Shaunavon, Saskatchewan, was recently disposed of by auction.

The Farmers' Mercantile Co., Ltd., general store, Chipman, Alberta, has been reported purchased by the National Co-operative Co., Ltd.

E. A. Alm, of the Standard Grocery Company, Saskatoon, anonunces that in addition to his grocery stock he will carry a full line of fresh and cooked meats, poultry, fish, butter and eggs.

Whitham and Company, Saskatoon, have opened a store right on the car line in the north end of the city. Quick delivery service is assured by a modern auto truck, which is already being kept busy.

E. Bertram, Saskatoon, has disposed of his grocery and provision store at the corner of Avenue H and 18th Street, to W. C. Whidden, who has not long returned from overseas. Mr. Whidden, prior to joining the army, conducted a grocery business in Saskatoon for a number of years, but after his long service in the artillery in both France and Russia, felt that the grocery business could be made to pay, and is now located in the same neighborhood as before he left.

Only about three months ago these columns reported that Sorenson, Saskatoon, had removed to larger premises on Second Avenue, Saskatoon. Already his fast-growing trade is cramping him for room. The opportunity arose by the retiring of the West of England Dry Goods Company temporarily leaving the city to obtain their stand on 21st Street between First and Second Avenues, and Mr. Sorenson promptly grasped the chance.

---

### C. H. GRANT & CO. SECURE A NEW ACCOUNT

The American Lace Paper Co., of Milwaukee, manufacturers of lace papers, fancy lace table sets, shelving papers, chocolate cups, box inserts, fancy paper boxes, etc., have appointed as their Western Canada agents from Port Arthur to the Pacific Coast, the C. H. Grant Co., of Winnipeg; offices, 810 Confederation Life Building.

---

### HUDSON BAY STORE DESTROYED BY FIRE

The Hudson Bay store at Fort James, forty miles east of Vanderhoof, on Stewart Lake, was burned to the ground last week. No other particulars are available.

### P. C. LARKIN & CO. BECOMES THE SALADA TEA COMPANY OF CANADA, LTD.

There has been a change in the title of P. C. Larkin & Company, Toronto, that is generally known as The Salada Tea Company. Under the new conditions, the name of the Canadian company will be The Salada Tea Company of Canada, Ltd., while the American company is known as the Salada Tea Company Incorporated. P. C. Larkin, the founder and active head of the firm, remains as president, and the personnel of the firm remains unchanged. As a matter of fact, it is a change more in name than in fact, brought about to consolidate the interests of the company. There has been no change in these interested in the company and its business will be conducted in the same manner as in the past.

### DOMINION COMMERCIAL TRAVELLERS SHOW RECENT GROWTH

The 45th annual meeting of the Dominion Commercial Travellers' Association, held at the Windsor Hotel, Montreal, Saturday evening, was a pronounced success. It was stated that the association now embraces 9,621 members. Revenue for the year amounted to $139,968.

J. Charles Shea, the first vice-president, was installed as president, and all other officers were returned by acclamation. A ballot was called to elect five members to the board, which resulted in the election of Messrs. J. A. A. Seguin, E. E. Goodenough, J. C. Bisaillon, F. A. Noble and William J. Joyce.

The sum of $2,000 was voted to provide testimonials for members who had served overseas.

The annual banquet of the association was held at the Windsor Hotel on Monday of last week, when the principal speakers were: Hon. C. J. Doherty, Minister of Justice; Hon. Walter G. Mitchell, Provincial Treasurer; Hon. F. B. Carvell, chairman of the Railway Commission; Hon. Mederic Martin; Hon. Philippe Paradis, M.L.C.; Ernest Lapointe, M. P.; D. B. Hanna, of the C. N. R.; J. W. Norcross and M. P. Fennell.

### FLOUR SHIPMENT TEMPORARILY BANNED

Owing to the conditions in the freight department of the railways going east from Winnipeg, the Canada Wheat Board has put a temporary embargo on shipments of wheat flour to West St. John. This is in order to give preference to shipments of wheat, which are more urgently needed at present.

### ADVERTISING THREE WAYS APPEAL

Advertising affects people in three ways: First, it actually sells the product advertised to a certain number of readers, and brings them to the point where they will go to your store and ask for the goods.

Second, it brings other readers to the point where they will decide to buy, but will not take immediate action.

Third, it creates confidence in the product in the minds of other readers, so that they will accept it without resistance if you offer it to them and recommend it.—Felix Coste.

### TIE UP SOUTH AFRICAN EXPORT TRADE

CAPETOWN, SOUTH AFRICA, Dec 21. — The executive committee of the Federation of Trades to-day made effective its recent decision to call on all affiliated unions to refuse to handle foodstuffs for exportation from South Africa. This action came as a result of information received that a large quantity of jams and fruits was being shipped aboard a steamer. Work throughout the docks was brought to a standstill.

The Federation not only is protesting against the exportation of food, but is asking an increase in wages for native negro workers.

### CALENDARS FOR 1920

Connors Bros., Ltd., canners and packers, Black's Harbor, New Brunswick, have issued a very attractive 1920 calendar. "The Snow-Capped Tetons," is the subject title of the handsome colored illustration. There is a range of mountains in the background with a very pretty pastoral scene in the valley in the foreground showing the grass, trees, and cattle in colors, and a stream running through the meadow. The calendar itself is a large one, with big figures. On the calendar for each month there is a small calendar showing the previous month and the month following.

### ERROR IN NAME

In our issue of Dec. 19, page 95, an error appeared in the setting of the name of the British Columbia Packers' Association. The word "Packing" should, of course, have been "Packers'," as the trade knows.

### TORONTO R. M. A. HEARS CIVIC POLITICAL ASPIRANTS

A lively and interesting meeting of the Toronto Retail Merchants' Association was held at the offices of the association at 2 College Street, when the various nominees for civic honors were present to present their case. With one exception the nominees expressed themselves in favor of the early closing by-law. Controller McBride was the exception—he stuck to his guns amid a chorus of booing and told the merchants why he had opposed the measure in the council. He made it very clear that he was not counting on much support from the R. M. A. "It is immaterial to me whether the R. M. A. votes for me or not," he stated.

The other candidates adopted a more conciliatory attitude and informed the merchants what they intended to do if elected. The display of eloquence, while interesting, did not bring to light any very startling new ideas in civic politics.

### NEW ACCOUNT SECURED FOR NICHOLSON & RANKIN, LTD., WINNIPEG

Charles A. Anderson & Co., of New York, through their representative, Walter C. Johnson, have appointed Nicholson & Rankin, Ltd., wholesale grocery brokers and exporters, their agents for Western Canada, from Port Arthur to the Pacific Coast. Charles A. Anderson & Co. are importers of Norwegian sardines, kippered herrings in tomato sauce, etc.

### DEFINING ADVERTISING

I think of advertising as a target with three rings, causing another to know—that is the outside. The inner, causing another to remember; and right in the middle, causing another to do. And when you hit that you ring the bell. That is what advertising is, causing another to know, or to remember, or to do. —Jarvis A. Wood.

C. Fairall Fisher, managing director of J. W. Windsor, Limited, Montreal, is leaving this week for England and the Continent, and will visit all their agents in France, Belgium and Scandinavian countries. He will be accompanied by Mrs. Fisher, and probably be absent about three months.

### NEW BROOM CO. FOR WINNIPEG

The W. A. McKim Mfg. Co., of which W. A. McKim is general manager, has recently opened a modern broom factory in Winnipeg. All grades and styles of household as well as factory brooms will be made. The lines will be sold through the wholesale trade only, with a guarantee to the purchaser of money back if brooms do not give perfect satisfaction. Mr. McKim has been associated with the broom trade for a number of years, having been manager of a Winnipeg firm for the past five years. He also has a very large connection throughout the West, where he has represented some of the best known hardware lines, calling on both the wholesale and retail trade.

## Catalogues and Booklets

The California Prune and Apricot Growers, Inc., of San Jose, California, have issued a Sunsweet Packet of recipes, showing thirty-five ways in which to prepare these fruit foods. The recipes are printed on gummed paper, 3 ins. by 5 ins. in size, the idea being to give the housewife an opportunity to paste them in their cook book or in a card index file. Retailers may also secure these recipe forms to distribute among their customers.

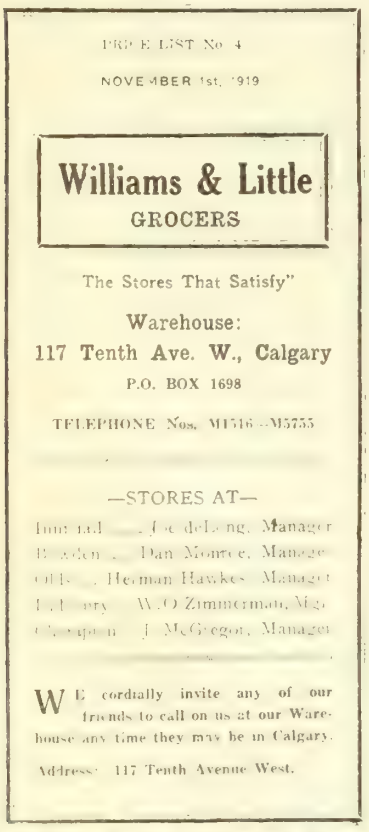
# NEWS FROM WESTERN CANADA

## Going After the Trade by Catalogue

### Grocery Stores Take a Leaf Out of Mail Order House Book and Distribute Price Lists Throughout the Country—Some Policies Adopted by Williams and Little to Encourage Trade.

By ROY A. HUNTER

CALGARY. — Alta. — Special. — The public, it seems, likes to shop by catalogue. The imense mail order houses that this country supports, have educated the householder to order "sight unseen" and there seems to be something about the practice that appeals to Mr. Housewife. What more natural then than for some enterprising merchants to "play to this audience," with profit to themselves and satisfaction all 'round. At any rate there are a number of merchants who have found it distinctly to their advantage to capitalize this feeling. H. O. Kirkham is doing it in Vancouver, and he draws tribute from quite a territory. Welsh is doing it in New Westminster and the whole Fraser Valley rings his till, as recorded in CANADIAN GROCER in an October issue. In Edmonton, Tarrabain sends out catalogs and his cash register records sales from fifty miles in every direction.


PRICE LIST No. 4

NOVEMBER 1st, 1919

**Williams & Little**
GROCERS

The Stores That Satisfy"

Warehouse:
117 Tenth Ave. W., Calgary
P.O. BOX 1698

TELEPHONE Nos. M1516—M5755

—STORES AT—

Innisfail ... Joe deLong, Manager
Bowden ... Dan Monroe, Manager
Olds ... Herman Hawkes, Manager
Didsbury ... W. O. Zimmerman, Mgr.
Champion ... J. McGregor, Manager

WE cordially invite any of our friends to call on us at our Warehouse any time they may be in Calgary.

Address: 117 Tenth Avenue West.

A facsimile of the cover of the catalogue of Williams & Little, who do a mail order business out in Calgary.

#### Starts a Central Buying Agency

In Calgary, CANADIAN GROCER called upon a young but flourishing mail order house that has a turn-over that many might envy. Williams and Little, 117 Tenth West, Calgary, started a warehouse in Calgary to centralize the buying for their five country stores. They are situated as follows: Innisfail, Bowden, Olds, Didsbury and Champion. The first four between Calgary and Edmonton and Champion south towards Lethbridge. With the warehouse and the stock on hand, it was considered that a mail order business could be operated with the same fixed overhead, and very slight extra help. This firm mails 5,000 catalogues to customers, and is doing a very satisfactory business. At present Mr. Little does not use any illustrated or art catalogue, but he expects to do so. He should not find very much difficulty in collecting helpful cuts; the manufacturers are very much alive to the efforts of these live, wide-awake merchandisers, and as a rule are pleased to furnish small cuts of their products.

In most of the cases mentioned, the mail order department is an outgrowth or central warehouse in connection with a chain of stores. Welsh in Westminster has three stores, and Kirkham in Vancouver has fourteen.

Williams and Little deliver any order of fifteen dollars or over within a radius of about fifty miles. The other day they received a large order from a customer who had carried one of their catalogues into the Peace River Country. While Grande Prairie is somewhat out of their zone, Mr. Little arranged to make the shipment on satisfactory terms to the customer, and a letter was received later, complimenting them on the shape in which the shipment opened up.

#### Settling the Adjustment in the Parking Room

"That is one of the most important features," said Mr. Little, "we do lay

Continued on page 29

**Instructions for Ordering**

Cash must accompany all orders.

The safest way to send money is by Express or Bank Money Order or Post Office Order.

On orders of $15.00 or over, not including Flour, Sugar or Salt, we will prepay all Freight.

If your order for General Groceries amounts to $15.00 or over you can include Flour, Sugar and Salt, and we will prepay Freight on everything.

Owing to market fluctuations we reserve the right to cancel any item if our stock has run out and we are unable to replace.

We will also give the benefit of any declines.

Before signing the Freight Bill please see that all packages are in good condition. If any damage, have your Freight Bill marked by Agent and send it to us. We will look after claim for you.

Reference:
Union Bank, Calgary.
Union Bank, Innisfail.
Union Bank, Didsbury.
Canadian Credit Men's Assn., Calgary.

Conditions under which the business is done. The page of instructions in the catalogue.

**CANNED MEATS**

| | |
|---|---|
| Corn Beef, ½s | .30 |
| Lunch Tongue, 1s | .95 |
| Lunch Tongue, ½s | .50 |
| Potted Meats, 3 for | .23 |
| Roast Beef, ½s | .30 |
| Sliced Smoked Beef, ½s | .22 |
| Veal Loaf | .25 |
| Mince Meat, Wethy, each | .15 |
| Mince Meat, Wethy, pail | .75 |

**CANNED VEGETABLES**

| | |
|---|---|
| Asparagus, Del Monte Tips | .35 |
| Beans, Refugee or Wax | .20 |
| Corn, each 22c; per case | 5.00 |
| Hominy, Van Camp's, large tin | .25 |
| Peas, each 18c; per doz. | 2.15 |
| Pork and Beans, 1s, Tomato or Chili | .12½ |
| Pork and Beans, 2s, Tomato Sauce | .20 |
| Pork and Beans, small | .10 |
| Pumpkin, large can | .15 |
| Sauerkraut, Libby's, large can | .24 |
| Tomatoes, each 20c; case | 4.75 |

**CATSUP**

| | |
|---|---|
| Catsup, tins | .20 |
| Catsup, Clark's, 12 oz. | .25 |
| Catsup, Del Monte, 18 oz. | .38 |
| Catsup, gallons | .75 |

**CEREALS**

| | |
|---|---|
| Aunt Jemima Pancake Flour, each | .18 |
| Pearl Barley, lb. | .08 |
| Pot Barley, lb. | .07 |
| Scotch Bran, carton | .15 |
| Cornmeal, 7s, yellow | .50 |
| Cornmeal, 10s, yellow | .75 |
| Cornmeal, 24s, yellow | 1.65 |
| Oats, tubes | .30 |
| Oats, 8 lb. sack | .52 |

**If you have cause for complaint, write us.**

5

A page from the catalogue showing how goods are enumerated in alphabetical order. The illustration shows the page of the catalogue reduced about a third in size.

# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

THE feature of the grocery markets this week is the announcement of the Canadian Wheat Board, of a jump of 50 cents per bushel in the price of wheat and the corresponding advance in flour, $2.25 per barrel. The sugar situation is much the same with offerings still of very moderate proportions. Prices are steady and firm. California raisins are still very scarce.

**MONTREAL**—Of paramount importance this week is the advance of $2.25 per barrel for flour. This came to the trade as a very unwelcome announcement, for, while not altogether unexpected, it was hardly thought possible that the advance would be so great. New quotations are $13.25 per barrel for spring wheat flour and $10.20 for winter. The net advance is $2.25 per barrel. Prices, too, are figured out to suit the various points from Fort William west, according to transportation charges. Millers hardly look for an advance for shorts and bran, in view of the fact that the increase for flour would seem to absorb the spread, leaving prices on feeds to the farmer unchanged.

Package flours, of course, will soon advance, following this announcement. Package oats, wheat and Farina foods also will tend higher. Grapes are higher, $13 per keg being quoted for Emperor. Cauliflower, celery, radishes and cabbage are all higher in price. Sugar is firm and the tendencies seem upward on this commodity. Rice and spices, molasses and syrups, are ruling with a strong undertone. Rolled oats are tending upward, but are without change this week. Coffee, cocoa and teas are active and firm. Soft shelled almonds are up one cent.

**TORONTO**—Grocery markets are generally inclined to be quiet this week. After the holiday rush demand has not been quite so active. The sugar situation continues about the same. Supplies are only moderate and prices are very firm. Refiners are looking for better offerings in the course of a few weeks, but values are likely to gain in strength. Molasses and corn syrups are selling freely and molasses are bound to be higher in price. There is a fair inquiry for canned goods, particularly fruits. Dried fruits are in demand and prices for the same are extremely strong. Raisins are still very scarce and some wholesalers are entirely without supplies. Imperial mixture tobaccos have advanced this week, also Infants' Delight soap.

The feature of the market, however, is the advance in flour, $2.25 per barrel, according to the new ruling of the Canadian Wheat Board. Buying of flour prior to the announcement was heavy and it is expected that the trade will be a little slow for a time as stocks are pretty heavy throughout the country.

Produce lines are for the most part steady and strong. Fresh meats are particularly strong.

**WINNIPEG**—Markets here are generally very high and in a number of instances higher prices are named. There is a very active demand for practically all lines. Sugar is likely to be higher and jams are reflecting the firmer sugar quotations. Rolled oats, too, are rapidly advancing and cereals generally are active sellers. All grades of rice also show stronger levels. Teas and coffees are very firm.

## QUEBEC MARKETS

MONTREAL, Dec. 30—While there are fewer changes in the market, due to the holiday rush, prices are generally quite firm. Jobbers are expecting a firming of price on many lines and while there may be a little price-cutting on lines that are held in excess, there is not a great deal of surplus stock of some lines and tendencies will rather be upward.

### *Soups Are Higher; Olives Up, Too*

**Montreal.**

SOUPS, OLIVES.—Prices are revised upward for Campbell's soups in one quarter, the present quotation being $1.85 per dozen, or an increase over the previous price of 20c per dozen.

One hand of Manzanilla olives, and also Queen olives, in the various sizes, are marked up 15c to 75c per dozen, according to the weight. This, in part, is the result of higher costs for containers.

### *Jam Prices Up; Flavorings Down*

**Montreal.**

JAMS, EXTRACTS. — Prices are higher for Aylmer jams, and the advance is 5c per doz. on 12 oz.; 10c per doz. on 16 oz.; 15c per doz. on 2 lb. tins; 5 to 10c per doz. on 4 lb. tins; 6c per tin on 5 lb. tins, and 7c on 7 lb. tins.

Jonas' flavoring extracts are reduced in price, the 2¾ oz. round bottles now being priced at $2.50, a reduction of 20c.

## *Jobbers Getting a Fair Amount Sugar*

**Montreal.**

SUGAR.—Jobbers are reporting a fair delivery of sugar from the refineries, and while the stocks are never so large as the latter would like them to be, they are able, in turn, to supply the retail trade with fair supplies. Under the high rates of exchange the market is very firm, naturally, and there can be no hope of an easier price basis. Those wanting immediate delivery of raw sugars are paying a very stiff price for their requirements, nearly 14c per cwt. being paid at Cuban shipping points last week for some sugar to be shipped at once. The tendencies are upward.

| | |
|---|---|
| **Atlantic Sugar Company, extra granulated sugar, 100 lbs.** | 12 00 |
| Acadia Sugar Refinery, extra granulated. | 12 00 |
| Canada Sugar Refinery | 12 00 |
| **Dominion Sugar Co., Ltd., crystal granulated** | 12 00 |
| St. Lawrence Sugar Refineries | 12 00 |
| Icing, barrels | 12 20 |
| Icing, 25-lb. boxes | 12 60 |
| Icing, 50-lb. boxes | 12 40 |
| Do., (50 1-lb. boxes) | 13 70 |
| Yellow, No. 1 | 11 60 |
| Do., No. 2 (Golden) | 11 50 |
| Do., No. 3 | 11 40 |
| Yellow, No. 4 | 10 55 |
| Powdered, barrels | 12 10 |
| Do., 50s | 12 30 |
| Do., 25s | 12 50 |
| Cubes and Dice (asst. tea), 100-lb. boxes | 12 60 |
| Do., 50-lb. boxes | 12 70 |
| Do., 25-lb. boxes | 12 90 |
| Do., 2-lb. pack | 14 00 |
| Paris lumps, barrels | 11 85 |
| Paris lumps (100 lbs.) | 11 95 |
| Paris lumps (50-lb. boxes) | 12 05 |
| Paris lumps (25-lb. boxes) | 12 25 |
| Paris lumps (cartons, 5-lb.) | 13 00 |
| Do. cartons, 2-lb.) | 13 25 |
| Do. (cartons, 5-lb.) | 12 75 |
| Crystal diamonds, barrels | 12 60 |
| Do. (100-lb. boxes) | 12 70 |
| Do. (50-lb. boxes) | 12 80 |
| Do. (25-lb. boxes) | 13 00 |
| Do. (cases, 20 cartons) | 13 75 |

## *Export Canned Goods If Exchange Lowers*

**Montreal.**

CANNED GOODS.—There will be, if exchange rates permit, a very considerable export of canned goods, and particularly of fruits. Until this matter can be dealt with, and arrangements made that are satisfactory to the European buyers, there is not likely to be a big movement. The demand is there, and sufficient to absorb a great deal of these products. Local demands have been seasonable, and the outgo from week to week considered fairly satisfactory.

### CANNED VEGETABLES

| | | |
|---|---|---|
| **Asparagus (Amer.), mammoth green tips** | 4 50 | 4 85 |
| Asparagus, imported (2½s) | 5 50 | 5 55 |
| Beans, Golden Wax | 1 75 | 1 85 |
| Beans, Refugee | 1 70 | 1 75 |
| **Beets, new, sliced, 2-lb.** | 1 00 | 1 35 |
| Corn (2s) | 1 62½ | 1 65 |
| **Carrots (sliced), 2s** | 1 45 | 1 75 |
| Corn (on cob), gallons | 7 00 | 7 50 |
| Spinach, 3s | 2 85 | 2 90 |
| Squash, 2½-lb., doz. | .... | 1 50 |
| Succotash, 2 lb., doz. | .... | 1 80 |
| Do., Can. (2s) | .... | 1 80 |
| Do., California, 2s | 3 15 | 3 50 |
| Do. (wine gals.) | 8 00 | 10 00 |
| Sauerkraut, 2½ lb. tins | .... | 1 60 |
| Tomatoes, 1s | 1 45 | 1 50 |
| Do., 2s | .... | 1 50 |
| Do., 2½s | 1 80 | 1 85 |
| Do., 3s | 1 90 | 2 15 |
| Do., gallons | 6 50 | 7 00 |
| Pumpkins, 2½s (doz.) | 1 50 | 1 55 |
| Do., gallons (doz.) | .... | 4 00 |
| **Peas, standards** | 1 85 | 1 90 |
| Do., Early June | 1 92½ | 2 05 |
| Do., extra fine, 2s | .... | 3 00 |
| Do., Sweet Wrinkle | .... | 2 00 |
| Do., fancy, 20 oz. | .... | 1 57½ |
| Do., 2-lb. tins | .... | 2 75 |
| Peas, Imported— | | |
| Fine, case of 100, case | .... | 27 50 |
| Ex. Fine | .... | 30 00 |
| No. 1 | .... | 23 00 |
| No. 2 | .... | 20 00 |

### CANNED FRUITS

| | | |
|---|---|---|
| Apricots, 2½-lb. tins | 6 25 | 6 50 |
| **Apples, 2½s, doz.** | 1 40 | 1 65 |
| Do., new pack, doz. | .... | 2 20 |
| **Do., 3s, doz.** | 1 80 | 1 95 |
| Do., new pack | .... | 6 75 |
| Do., gallons, doz. | 5 25 | 5 75 |
| Blueberries, ½s, doz. | 0 95 | 1 00 |
| Do., 2s | 2 40 | 2 45 |
| Do., 1-lb. talls, doz. | 1 85 | 1 90 |
| Currants, black, 2s, doz. | 4 00 | 4 05 |
| Do., gallons, doz. | .... | 16 00 |
| Cherries, red, pitted, heavy syrup, doz. | 4 75 | 4 80 |
| Do., white, pitted | 4 50 | 4 75 |
| Gooseberries, 2s, heavy syrup, doz. | .... | 2 75 |
| Peaches, heavy syrup— | | |
| No. 2 | 3 65 | 4 00 |
| No. 2½ | 4 80 | 5 15 |
| Do., gallon, "Pie," doz. | .... | 9 50 |
| Do., gallon, table | .... | 10 00 |
| Pears, 2s | 4 25 | 4 50 |
| Do., 2½s | .... | 5 25 |
| Do., 2s (light syrup) | .... | 1 90 |
| Pineapples (grated and sliced), 1-lb. flat, doz. | .... | 1 90 |
| Do., 2-lb. talls, doz. | .... | 2 30 |
| Do., 2½s | 4 00 | 4 50 |
| Plums, Lombard | 2 00 | 2 20 |
| Do., in heavy syrup | 2 40 | 2 45 |
| Do., in light syrup | .... | 2 45 |
| Gages, green, 2s | 2 40 | 2 45 |
| Raspberries, 2s, black or red, heavy syrup | 4 50 | 4 60 |
| Strawberry, 2s, heavy syrup | 4 50 | 4 65 |
| Rhubarb, 2-lb. tins | .... | 2 25 |

### CANNED FISH, MEATS, ETC.

| | | |
|---|---|---|
| Salmon— | | |
| Chums, 1-lb. talls | .... | 2 00 |
| Do., ½s, flat | .... | 1 20 |
| Sockeye, 48, 1s, doz. | .... | 4 75 |
| Do., 96, ½s, doz. | .... | 2 50 |
| Red Springs, 1-lb. tall | 4 00 | 4 30 |
| Do., ½ lb. | .... | 2 00 |
| Cohoes, 1-lb. tall | .... | 3 75 |
| Do., ½-lb. flat | .... | 1 90 |
| Pinks, 1 lb. | .... | 2 55 |
| Do., ½ lb. | .... | 1 30 |
| White Springs, 1s | .... | 2 00 |
| Chums, 1 lb., talls | .... | 2 00 |
| Do., ½s, flat | .... | 1 10 |
| Gaspe, Niobe Brand (case of 4 doz.), per doz. | .... | 2 25 |
| Labrador, 1-lb. flat | .... | 3 60 |
| Alaska, red, 1-lb. tall | 4 25 | 4 50 |
| Herrings, imported, tomato sauce | .... | 3 25 |
| Do., kippered | 2 85 | 2 90 |
| Do., tomato sauce, ½s | .... | 1 85 |
| Do., kipp., Canadian, 48, 1s | .... | 1 50 |
| Do., plain, case of 4 doz. | .... | 6 75 |
| Do., ½s | .... | 1 65 |
| Haddies (lunch), ½-lb. | .... | 1 00 |
| Haddies, chicken (4 doz. to case), doz. | 2 25 | 2 35 |
| Canadian sardines, case | 6 25 | 6 75 |
| Whale Steak, 1-lb. flat | .... | 2 00 |
| Pilchards, 1-lb. talls | 1 90 | 2 00 |
| Norwegian sardines, per case of 100 (¼s) | 24 00 | 25 00 |
| Oysters (canned), 5 oz., doz. | .... | 2 60 |
| Do., 10 oz., doz. | .... | 4 20 |
| Lobsters, ¼-lb., doz. | .... | 3 40 |
| Do., ½-lb. tins, doz. | 5 50 | 6 00 |
| Do., 1-lb. talls | .... | 12 00 |
| Do., ¾-lb., doz. | .... | 6 00 |
| Do., 1-lb. flats | .... | 12 00 |
| Lobster paste, ½-lb. tins | .... | 2 40 |
| Sardines (Amer. Norweg'n style) | .... | 14 50 |
| Do., Canadian brands (as to quality), case | 6 25 | 17 50 |
| Do., French | 32 00 | 34 00 |
| Do., (gen. Norwegian) | 21 00 | 22 25 |
| Do., Portuguese, case | .... | 24 00 |
| Scallops, 1-lb., doz. | .... | 3 25 |
| Do., Eastern trade | .... | 2 65 |
| Do., Winnipeg and Western | .... | 2 85 |
| Scotch Snack, No. 2, doz. | .... | 4 50 |
| Shrimps, No. 1 | 2 40 | 2 80 |
| Do., 1½s | .... | 4 50 |
| Crabs, No. 1 (case 4 doz.) | .... | 6 75 |
| Crab meat (Japanese), doz. | .... | 6 50 |
| Clams (river), 1 lb., doz. | .... | 1 90 |
| Scotch Snack, No. 1, doz., Montreal | .... | 2 35 |
| Meats, English potted, doz. | .... | 2 00 |

## *Dried Fruit Active; Shipment Delayed*

**Montreal.**

DRIED FRUITS.—Steadily heavy demand has been manifest all through the holiday season for various fruits, and the distribution has pretty well liquidated supplies of many goods. Some shipments are still rolling, and the importers are regretting the delays in transportation. Prices, think many of the jobbers, will be higher in the near future, although there will probably be a desire to unload wherever stocks have been augmented.

| | | |
|---|---|---|
| Apricots, fancy | .... | 0 36 |
| Do., choice | .... | 0 34 |
| Do., slabs | .... | 0 30 |
| Apples (evaporated) | 0 23½ | 0 24 |
| Peaches, (fancy) | 0 28 | 0 30 |
| Do., choice, lb. | .... | 0 28 |
| Pears, choice | 0 25 | 0 26 |
| Drained Peels— | | |
| Choice | .... | 0 26 |
| Ex. fancy | .... | 0 30 |
| Lemon | .... | 0 45 |
| Orange | .... | 0 46 |
| Citron | .... | 0 68 |
| Peels (cut mixed), doz. | .... | 3 25 |
| Raisins — | | |
| Bulk, 25-lb. boxes, lb. | 0 18 | 0 23 |
| Muscatels, 2 crown | .... | 0 16 |
| Do., 1 Crown | 0 17½ | 0 18 |
| Do., 3 Crown | 0 18 | 0 18½ |
| Do., 4 Crown | 0 19½ | 0 20 |
| Cal. seedless, cartons, 16 oz. | .... | 0 23 |
| Cal. seedless, cartons, 16 oz. | 0 22 | 0 23 |
| Fancy seeded | .... | 0 17 |
| 15 oz. | 0 21 | 0 22 |
| Currants, loose | 0 22 | 0 26 |
| Do., Greek, 15 oz. | .... | 0 25 |
| Dates, Excelsior (36-10s), pkg. | .... | 0 15½ |
| Fard, 12-lb. boxes | .... | 3 25 |
| Packages only | 0 19 | 0 20 |
| Do., Dromedary (36-10 oz.) | .... | 0 19 |
| Packages only, Excelsior | .... | 0 20 |
| Figs (layer), 10-lb. boxes, 2s, lb. | .... | 0 40 |
| Do., 2¼s, lb. | .... | 0 45 |
| Do., 2½s, lb. | .... | 0 48 |
| Do., 2¾s, lb. | .... | 0 50 |
| Figs, white (70 4-oz. boxes) | .... | 5 40 |
| Figs, Spanish (cooking), 28-lb. boxes, each | .... | 0 14 |
| Figs, Turkish, 3 crown, lb. | .... | 0 44 |
| Do., 5 Crown, lb. | .... | 0 46 |
| Do., 7 Crown, lb. | .... | 0 52 |
| Figgs, mats | .... | 4 75 |
| Do., 28 8-oz. boxes) | .... | 3 50 |
| Do. (12 10-oz. boxes) | .... | 2 20 |
| Prunes (25-lb. boxes)— | | |
| 20-30s | .... | 0 33 |
| 30-40s | .... | 0 30 |
| 40-50s | 0 25 | 0 26 |
| 50-60s | .... | 0 22 |
| 60-70s | .... | 0 21 |
| 70-80s (25-lb. box) | .... | 0 20 |
| 80-90s | .... | 0 18½ |
| 90-100s | .... | 0 17½ |
| 100-120s | 0 16 | 0 17 |

## *Almonds Are Higher; Big Sales of Nuts*

**Montreal.**

NUTS—An advance for Tarragona almonds has been made in one jobbing quarter this week, and the tendencies for new nuts, especially for such lines as are from Europe, are upward. The marketing has been heavy during recent weeks, and while there are few actual changes in the quotable basis, firmness has been apparent in most lines. Sales of nuts prior to Christmas were extremely heavy, many car lots have changed hands.

| | | |
|---|---|---|
| Almonds, Tarragona, per lb. | 0 35 | 0 36 |
| Do., shelled | .... | 0 60 |
| Do., Jordan | .... | 0 75 |
| Brazil nuts (new) | .... | 0 26 |
| Chestnuts (Canadian) | .... | 0 27 |
| Filberts (Sicily), per lb. | 0 28 | 0 29 |
| Do., Barcelona | 0 25 | 0 26 |
| Hickory nuts (large and small), lb. | 0 10 | 0 15 |
| Pecans, No. 4, Jumbo | .... | 0 35 |
| Peanuts, Jumbo | .... | 0 24 |
| Do., "G" | 0 19 | 0 20 |
| Do., Coons | .... | 0 16 |
| Do., Shelled, No. 1 Spanish | 0 24 | 0 25 |
| Do., Salted, Spanish, per lb. | 0 29 | 0 30 |
| Do., Shelled, No. 1, Virginia | 0 16½ | 0 18 |
| Do., No. 1 Virginia | .... | 0 14 |
| **Peanuts (Salted)—** | | |

| | | |
|---|---|---|
| Fancy wholes, per lb. | .... | 0 38 |
| Fancy splits, per lb. | .... | 0 33 |
| Pecans, new Jumbo, per lb. | 0 32 | 0 35 |
| Do., large, No. 2, polished | 0 32 | 0 35 |
| Do., Orleans, No. 2 | 0 21 | 0 24 |
| Do., Jumbo | .... | 0 60 |
| Walnuts | 0 29 | 0 35 |
| Do., new Naples | 0 23 | 0 28 |
| Do., shelled | 0 80 | 0 82 |
| Do., Chilean, bags, per lb. | .... | 0 33 |

Note—Jobbers sometimes make an added charge to above prices for broken lots.

## *A Quiet Bean Market, But Basis is Held*

**Montreal.**

BEANS AND PEAS.—While rather a quiet condition obtains in the bean market, there appears to be no tendency to shade prices, and the quotations are held firmly. A real cold snap would stimulate trade. Peas are in demand in this district, and the firmness is still manifest for good boiling grades.

| | | |
|---|---|---|
| BEANS— | | |
| Canadian, hand-picked, bush. | 5 10 | 5 40 |
| Japanese | .... | 5 25 |
| Japanese Lima, per lb. (as to quality) | 0 10 | 0 12 |
| Lima, California | 0 17 | 0 20 |
| PEAS— | | |
| White soup, per bush. | 4 80 | 5 00 |
| Split, new crop (98 lbs.) | 5 40 | 5 50 |
| Boiling, bushel | 4 80 | 5 00 |
| Japanese, green, lb. | 0 10½ | 0 11 |

## *Every Indication Firming Rice Basis*

**Montreal.**

RICE, TAPIOCA.—From the evidences that present themselves there is little probability of any but high prices ruling on rice. The export movement is likely to be a heavy one, various countries being anxious to obtain supplies. The market undertone is strong.

For tapioca there is but little sale, and prices on this have tended to rule with an easier feeling.

| | | |
|---|---|---|
| RICE— | | |
| Carolina, ex. fancy | 17 50 | 20 00 |
| Do. (fancy) | .... | 17 00 |
| Do., No. 2 | .... | 16 50 |
| Siam, No. 2 | .... | 12 50 |
| Siam (fancy) | .... | 16 00 |
| Rangoon "B" | 11 75 | 13 25 |
| Rangoon CC | 11 75 | 13 00 |
| Mandarin | .... | 13 75 |
| Sparkling | .... | 15 75 |
| Japan | .... | 13 50 |
| Do., special | .... | 9 50 |
| Patna | 0 14¾ | 0 15½ |
| Broken rice, fine | .... | 7 00 |
| Do., coarse | .... | 9 00 |
| Tapioca, per lb. (seed) | 0 12½ | 0 16 |
| Do. (pearl) | 0 12½ | 0 14 |
| Do. (flake) | 0 11 | 0 13 |

Note.—The rice market is subject to frequent change and the price bases is quite nominal.

## *Molasses Firm at Last Week's Advance*

**Montreal.**

MOLASSES, SYRUPS.—At the increase of five cents, effected last week, molasses is ruling with a firm undertone, and certain amounts are going out to the trade. There is no prospect of lower prices now.

Syrup makers report a steadily heavy demand for their product, and the basis, while firm, is unchanged.

| | | |
|---|---|---|
| Corn Syrups— | | |
| Barrels, about 700 lbs., per lb. | .... | 0 08¼ |
| Half barrels | .... | 0 18½ |
| Kegs | .... | 0 08¾ |
| 2-lb. tins, 2 doz. in case, case | .... | 5 45 |
| 5-lb. tins, 1 doz. in case, case | .... | 6 05 |
| 10-lb. tins, ½ doz. in case, case | .... | 5 75 |
| 20-lb. tins, ¼ doz. in case, case | .... | 5 70 |
| 2-gal. 25-lb. pails, each | .... | 2 60 |
| 3-gal. 38½-lb. pails, each | .... | 3 85 |
| 5-gal. 65-lb. pails, each | .... | 6 25 |
| White Corn Syrup— | | |
| 2-lb. tins, 3 doz. in case, case | .... | 5 95 |
| 5-lb. tins, 1 doz in case, case | .... | 6 65 |
| 10-lb. tins, ½ doz. in case, case | .... | 6 25 |
| 20-lb. tins, ¼ doz. in case, case | .... | 6 20 |
| Cane Syrup (Crystal) Diamond— | | |
| case (2-lb. cans) | .... | 7 50 |
| Barrels, per 100 lbs. | .... | 10 25 |
| Half barrels, per 100 lbs. | .... | 10 50 |
| Glucose, 5-lb. cans (case) | .... | 4 80 |

| Barbadoes Molasses— | Prices for Island of Montreal |
|---|---|
| Puncheons | 1 25 |
| Barrels | 1 28 |
| Half barrels | 1 30 |
| Fancy Molasses (in tins)— | |
| 2-lb. tins, 2 doz. in case, case. | 6 00 |
| 3-lb. tins, 2 doz. in case, case. | 8 25 |
| 5-lb. tins, 1 doz. in case, case. | 6 80 |
| 10-lb. tins, ½ doz. in case, case | 6 65 |

Note—Prices on molasses to outside points average about 3c per gallon less. In gallon lots 2c above ½ barrel prices.

## *Brisk Demand For Coffee and Cocoa*

**Montreal.**

COFFEE, COCOA.—While the coffee market has ruled without definite price change during the past few weeks, prices are steady. Sales have been brisk, the importers and roasters finding a ready sale for various grades. Importations have been quite large of late.

The cocoa demand has been active lately, and jobbers are doing a big lot of business.

| | | |
|---|---|---|
| COFFEE— | | |
| Rio, lb. | 0 35 | 0 37½ |
| Mexican, lb. | 0 44 | 0 46 |
| Jamaica | 0 42 | 0 45 |
| Bogotas, lb. | 0 46 | 0 48 |
| Mocha (types) | 0 45 | 0 48 |
| Santos, Bourbon, lb. | 0 44 | 0 47 |
| Santos, lb. | 0 43 | 0 45 |
| COCOA— | | |
| In 1-lbs., per doz. | .... | 5 50 |
| In ½-lbs., per doz. | .... | 2 90 |
| In ¼-lb., per doz. | .... | 1 55 |
| In small size, per doz. | .... | 1 15 |

## *Best Teas Scarce; Have Moved Well*

**Montreal.**

TEAS.—Better grade teas have been well distributed to the trade, and, as a consequence, there is not much free tea being offered. The undertone is generally a firm one, and markets are bound to rule high. Advances are still anticipated by many in the trade.

| | | |
|---|---|---|
| JAPAN TEAS— | | |
| Choice (to medium) | 0 65 | 0 75 |
| Early picking | 0 65 | 0 70 |
| Finest grades | 0 80 | 1 00 |
| Javas— | | |
| Pekoes | 0 42 | 0 45 |
| Orange Pekoes | 0 46 | 0 45 |
| Broken Orange Pekoes | 0 43 | 0 46 |

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

## *Package Flours Will Be Higher*

**Montreal.**

PACKAGE GOODS—Prices are likely to be higher for package flour, and self-raising will, as a result of the advance made for spring wheat flours, be higher in the immediate future. Porridge wheat products, and farina, and all wheat flour products, are likely to cost more in the near future. Rolled oats, in packages, are firming, in view of the higher markets for milling oats.

PACKAGE GOODS

| | | |
|---|---|---|
| Breakfast food, case 18 | .... | 2 85 |
| Cocoanut, 2 oz. pkgs., doz. | .... | 0 78½ |
| Do., 20-lb. cartons, lb. | .... | 0 36 |
| Corn Flakes, 3 doz. case 3 50 3 65 4 15 | | 4 25 |
| Oat Flakes, 20s | .... | 5 40 |
| Rolled oats, 20s | .... | 5 60 |
| Do., 18s | .... | 2 00 |
| Do., large, doz. | .... | 3 00 |
| Oatmeal, fine cut, pkgs., case | .... | 6 75 |
| Puffed rice | .... | 5 70 |
| Puffed wheat | .... | 4 25 |
| Farina, case | .... | 2 85 |
| Hominy, pearl or granu., 2 doz. | .... | 3 65 |
| Health bran (20 pkgs.), case | .... | 2 60 |
| Scotch Pearl Barley, case | .... | 2 60 |
| Pancake Flour, case | .... | 3 60 |
| Pancake Flour, self-raising, doz. | .... | 1 50 |
| Buckwheat Flour, case | .... | 3 60 |
| Wheat food, 18-1½s | .... | 3 25 |
| Wheat flakes, case of 2 doz. | .... | 2 80 |
| Oatmeal, fine cut, 20 pkgs. | .... | 6 75 |
| Porridge wheat, 36s | .... | 6 45 |
| Do., 20s | .... | 6 25 |
| Self-raising Flour (3-lb. pack.) doz. | .... | 2 90 |
| Do. (6-lb. pack.), doz. | .... | 5 70 |
| Corn starch (prepared) | .... | 0 11¾ |
| Potato flour | .... | 0 16½ |
| Starch (laundry) | .... | 0 12 |
| Flour, Tapioca | 0 15 | 0 16 |

## *Much Surprise at Stiff Flour Advance*

**Montreal.**

FLOUR.—Surprise, and in some instances consternation, rules in this part of the country relative to the stiff advance of $2.25 per barrel for standard wheat flours. The advance came, not unexpectedly, for, as pointed out in CANADIAN GROCER last week, there has been speculation of late as to the probability of an advance. The trade is much concerned over its extent, and, as far as the grocer is concerned, he will simply have to increase his price to the consumer to take care of the increase sanctioned by the Canadian Wheat Board.

Under the various rules handed out, and fixing the new advanced prices to date from December 27, prices are named to apply at various points in the country, as will be found elsewhere. The new quotations given below are for flour in jute bags, per barrel, and the usual discount from these prices of 10c per barrel for cash, are applicable.

| | | |
|---|---|---|
| **Standard Wheat Flours—** | | |
| **Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2)** jute bags, 98 lbs. | .... | 13 25 |
| Per bbl., in(2)cotton bags, 98 lbs. | .... | 13 40 |
| **Small lots, per bbl. (2) jute** bags, 98 lbs. | .... | 13 55 |
| Winter wheat flour(bbl.)jute bags | .... | 10 20 |

## *Spices From England; Exchange Big Factor*

**Montreal.**

SPICES.—So great a difference has the exchange situation made that importers have, in large measure, shifted their buying from American to Old Country sources, and shipments of spice have been coming forward from England. CANADIAN GROCER understands that delivery from the latter market has been accomplished within three weeks, and this is considered quite prompt. At present there is but a limited amount of buying, and the markets are very firm, cloves, in particular, ruling very high at import points.

| | | |
|---|---|---|
| Allspice | .... | 0 22 |
| Cassia (pure) | 0 33 | 0 35 |
| Cocoanut, pails, 20 lbs., unsweetened, lb. | .... | 0 46 |
| Do., sweetened, lb. | .... | 0 36 |

| | | |
|---|---|---|
| Chicory (Canadian), lb. | .... | 0 20 |
| Cinnamon— | | |
| Rolls | .... | 0 35 |
| Pure, ground | 0 35 | 0 40 |
| Cloves | .... | 0 85 |
| Cream of tartar (French pure) | 0 75 | 0 80 |
| American high test | 0 80 | 0 85 |
| Ginger | .... | 0 40 |
| Ginger (Cochin or Jamaica) | .... | 0 31 |
| Mace, pure, 1-lb. tins | .... | 1 00 |
| Mixed spice | 0 30 | 0 32 |
| Do., 2½ shaker tins, doz. | .... | 1 15 |
| Nutmegs, whole | 0 60 | 0 70 |
| 64, lb. | .... | 0 45 |
| 80 lb. | .... | 0 43 |
| 100, lb. | .... | 0 40 |
| Ground, 1-lb. tins | .... | 0 65 |
| Pepper, black | 0 38 | 0 40 |
| Do., special | .... | 0 32 |
| Do., white | .... | 0 50 |
| Pepper (Cayenne) | 0 35 | 0 37 |
| Pickling spice | 0 28 | 0 30 |
| Paprika | 0 65 | 0 70 |
| Tumeric | 0 28 | 0 30 |
| Tartaric acid, per lb. (crystals or powdered) | 1 00 | 1 10 |
| Cardamon seed, per lb., bulk | .... | 2 00 |
| Carraway (nominal) | 0 30 | 0 35 |
| Cinnamon, China, lb. | .... | 0 80 |
| Do., per lb. | .... | 0 35 |
| Mustard seed, bulk | 0 35 | 0 40 |
| Celery seed, bulk (nominal) | 0 75 | 0 80 |
| Pimento, whole | 0 18 | 0 20 |

For spices packed in cartons add 4½ cents a lb., and for spices packed in tin containers add 10 cents per lb.

## *Will Be Higher Cereal Markets*

**Montreal.**

CEREALS.—While rolled oats are still selling to the trade for prices that are considered very close, $4.70 being the low level, there is likely to be an increase of price soon. Good millable oats are not easily obtained, and the market, therefore, will be firmer. Barleys are also firm, and in some cases higher prices are being asked for these.

| | | |
|---|---|---|
| Cornmeal, golden granulated | 5 50 | 6 25 |
| Barley, pearl | 7 00 | 7 50 |
| Barley, pot, 98 lbs. | 6 00 | 6 50 |
| Barley (roasted) | .... | 7 50 |
| Buckwheat flour, 98 lbs. (new) | .... | 6 00 |
| Hominy grits, 98 lbs. | 6 00 | 6 50 |
| Hominy, pearl, 98 lbs. | .... | 6 45 |
| Graham flour | 5 75 | 5 90 |
| Oatmeal (standard-granulated | | |

## *Cauliflower, Celery, Cabbage, Radishes Up*

**Montreal.**

VEGETABLES.—Higher prices are announced this week for imported cauliflower, $4 being asked for single crates, and $8 per crate for doubles. Celery is also up in price. Cabbage has advanced again, to $3.50 per barrel. American radishes are quoted up at 75c per dozen.

| | | |
|---|---|---|
| Artichokes, bag | .... | 2 00 |
| Beans, new string (imported) hamper | .... | 7 00 |
| Beets, new, bag (Montreal) | .... | 1 50 |
| Cucumbers (hothouse), doz. | .... | 4 00 |
| Chicory, doz. | .... | 0 75 |
| Cauliflower, Am., doz., dble. crate | .... | 8 00 |
| Do., single crate | .... | 4 00 |
| Cabbage (Montreal), barrels | .... | 3 50 |
| Carrots, bag | .... | 1 25 |
| Celery, Canadian, doz. | .... | 1 00 |
| Do., California, 5-7 doz. crate | .... | 13 00 |
| Garlic, lb. | .... | 0 25 |
| Horseradish, lb. | .... | 0 40 |
| Lettuce (Boston), head crate | .... | 3 25 |
| Leeks | .... | 2 00 |
| Mint | .... | 0 60 |
| Mushrooms, lb. | .... | 1 50 |
| Do., basket (about 3 lbs.) | .... | 4 00 |
| Onions, Yellow, 75-lb. sack | .... | 5 00 |
| Do., red, 75 lbs. | 5 00 | 6 00 |
| Do., crate | .... | 2 75 |
| Do., Spanish, case | 7 00 | 7 50 |
| Oyster plant, doz. | .... | 0 50 |
| Parsley (Canadian) | .... | 0 60 |
| Peppers, green, doz. | .... | 0 50 |
| Parsnips, bag | .... | 1 50 |
| Potatoes, Montreal (90-lb. bag) | 2 35 | 2 50 |
| Do., sweet, hamper | 3 50 | 3 75 |
| Do., New Brunswick | .... | 2 50 |
| Radishes, American, doz. | .... | 0 75 |
| Spinach, box | .... | 1 50 |
| Turnips, Quebec, bag | 1 50 | 2 00 |
| Do., Montreal | .... | 1 25 |
| Tomatoes, hothouse, lb. | .... | 0 35 |

## *May Be No Advance For Bran and Shorts*

**Montreal.**

FEEDS.—Millers express the belief that there may be no advance for bran and shorts, notwithstanding the increase of $2.25 per barrel for standard wheat flour. It is felt that the increases added for flour price will take care of the bran and shorts content of wheat, and that the object will have been attained of not making an advance for these imperative, thus giving the farmer what he requires without added cost on present prices.

## *Feed Barley $1.55; Good Oats Are High*

**Montreal.**

HAY AND FEED.—Market prices for hay are unchanged, and with some prospect of better roads here, there may be freer delivery to market.

Oat prices are revised somewhat this week, the best grades being one and a half cents higher, and cheaper grades lower to the extent of about half a cent.

| | | |
|---|---|---|
| Hay— | | |
| Good, No. 1, per 2,000-lb. ton | .... | 25 00 |
| Do., No. 2 | .... | 24 00 |
| Do., No. 3 | .... | 20 00 |
| Straw | .... | 12 00 |
| Oats— | | |
| No. 2 C.W. (34 lbs.) | .... | 1 06½ |
| No. 3 C.W. | .... | 1 02½ |
| Extra feed | .... | 1 02½ |
| No. 1 feed | .... | 1 01½ |
| No. 2 feed | .... | 1 00 |
| Barley— | | |
| No. 3 C. W. | .... | .... |
| No. 3 | .... | .... |
| No. 4 C.W. | .... | .... |
| Feed barley | .... | 1 55 |

Prices are at elevator.

## *Grapes Go To $13.00; Holly Costs More*

**Montreal.**

FRUITS.—Prices have advanced this week for Emperor grapes, and $13 per keg is asked. Holly, in bunches, is also higher, the supply having been reduced owing to holiday demands. The apple list, while unchanged, is very firmly held.

| | | |
|---|---|---|
| Apples— | | |
| Baldwins | 7 50 | 8 00 |
| Ben Davis, No. 1 | 6 00 | 7 00 |
| MacIntosh Red | .... | 12 00 |
| Fameuse, No. 1 | 14 00 | 15 00 |
| Greenings | 7 50 | 8 00 |
| Gravenstein | 5 00 | 5 50 |
| Spies | .... | 10 00 |
| Winter Reds | 6 50 | 7 00 |
| Apples in boxes | 3 75 | 4 00 |
| Bananas (as to grade), bunch | 6 00 | 6 75 |
| Cranberries, bbl. | 12 00 | 13 50 |
| Do., gal. | .... | 0 75 |
| Holly, doz. bunches, doz. | .... | 2 50 |
| Grapes, Tokay (box), 30 lbs. | .... | 3 50 |
| Grape, Emperor, kegs | .... | 13 00 |
| Evergreen, bundle | .... | 3 00 |
| Grapefruit, Jamaican, 64, 80, 96. | .... | 4 25 |
| Do., Florida, 54, 64, 80, 96 | .... | 4 25 |
| Lemons, Messina | .... | 6 00 |
| Pears, Cal. | .... | 6 50 |
| Pomegranates (boxes of about 80), box | .... | 3 00 |
| Keiffer Pears (box) | .... | 2 75 |
| Pears, Cal. | .... | 5 00 |
| Oranges, Cal., Valencias | .... | 6 25 |
| Cal. Navels | .... | 7 00 |
| Florida, case | .... | 4 00 |

# ONTARIO MARKETS

TORONTO, Jan. 2—Grocery markets this week are generally firm and very strong. The sugar situation is unchanged. Moderate supplies are coming forward. Prices are steady and very firm. Cereals are holding at present levels, but higher quotations are not unlikely in the near future. Some lines of nuts are very strong, while new shipments of Manchurian walnuts are expected to sell easier. Teas and coffees are strong and dried fruits are also very firm.

## *Sugar Quotations Steady and Firm*

**Toronto.**

SUGAR.—The market in sugar is steady, with prices ruling very firm. Supplies are only moderate, but there is no actual shortage as far as this market is concerned. Refiners state that there is little likelihood of lower prices, but rather on the other hand values will be very much higher in the early part of 1920 at least. Some of the refineries at present are not operating but are waiting the arrival of new raws.

| | |
|---|---|
| St. Lawrence, extra granulated, cwt. | 12 21 |
| Atlantic, extra granulated | 12 21 |
| Acadia Sugar Refinery, extra granulated | 12 21 |
| Can. Sugar Refinery, extra granulated. | 12 21 |
| Dom. Sugar Refinery, extra granulated. | 12 21 |

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10, 50c; cartons, 20/5s, 60c; cartons, 50/2, 70c Yellows same as above.

## *Molasses Are Holding Firm*

**Toronto.**

MOLASSES AND CORN SYRUPS.—The market is strong on both molasses and corn syrups, although no changes are reported as compared with a week ago.

| | | |
|---|---|---|
| Corn Syrups— | | |
| Barrels, about 700 lbs., yellow | .... | 0 08¼ |
| Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbl. | | |
| Cases, 2-lb. tins, white, 2 doz. in case | .... | 5 95 |
| Cases, 5-lb. tins, white, 1 doz. in case | .... | 6 55 |
| Cases, 10-lb. tins, white, ½ doz. in case | .... | 6 25 |
| Cases, 2-lb. tins, yellow, 2 doz. in case | .... | 5 45 |
| Cases, 5-lb. tins, yellow, 1 doz. in case | .... | 6 05 |
| Cases, 10-lb. tins, yellow, ½ doz. in case | .... | 5 75 |
| Cane Syrups— | | |

| | | |
|---|---|---|
| Barrels and half barrels, lb.... | 0 08 | .... |
| Half barrels, ¼c over bbls.; ¼ bbls., ½c over. | | |
| Cases, 2-lb. tins, 2 doz. in case | .... | 7 00 |
| Molasses— | | |
| Fancy, Barbadoes, barrels..... | 1 10 | 1 15 |
| Choice Barbadoes, barrels..... | .... | 1 00 |
| West India, bbls., gal..... | .... | 0 40 |
| West India, No. 10, kegs..... | .... | 6 50 |
| West India, No. 5, kegs..... | .... | 3 25 |
| Tins, 2-lb., table grade, case 2 doz., Barbadoes ..... | .... | 4 90 |
| Tins, 3-lb. table grade, case 2 doz., Barbadoes ..... | .... | 6 75 |
| Tins, 5-lb., 1 doz. to case, Barbadoes ..... | .... | 5 30 |
| Tins, 10-lb., ½ doz. to case, Barbadoes ..... | .... | 5 20 |
| Tins, No. 2, baking grade, case 2 doz. ..... | 3 50 | 4 00 |
| Tins, No. 3, baking grade, case of 2 doz. ..... | 4 70 | 6 60 |
| Tins, No. 5, baking grade, case of 1 doz. ..... | 3 75 | 6 20 |
| Tins, No. 10, baking grade, case West Indies, 1½s, 48s..... | 4 60 | 6 95 |
| of ½ doz. ..... | 3 60 | 6 00 |

## *Packaged Goods Show Few Changes*

**Toronto.**

PACKAGE GOODS.—Packaged lines are unchanged in price this week. There is a very heavy inquiry for all packaged cereals. Rolled oats and corn flakes are in big demand, and the market on the former is likely to see higher levels early in the New Year. Rolled oats in 20s are selling for $5.60 for the round ones, and at from $5.10 to $5.60 for the squares. Quotations on these packaged lines are generally steady.

PACKAGE GOODS

| | | |
|---|---|---|
| Rolled Oats, 20s round, case..... | .... | $5 60 |
| Do., 20s square, case..... | 5 10 | 5 60 |
| Do., 36s, case ..... | .... | 4 00 |
| Do., 18s, case ..... | .... | 2 00 |
| Corn Flakes, 36s, case..... | 4 00 | 4 25 |
| Porridge Wheat, 36s, regular, case | .... | 6 00 |
| Do., 20s, family, case..... | .... | 5 80 |
| Cooker Package Peas, 36s, case.. | .... | 4 20 |
| Cornstarch, No. 1, lb., cartons.. | 0 11½ | 0 11¾ |
| Do., No. 2, lb. cartons..... | .... | 0 10¼ |
| Laundry starch ..... | .... | 0 10 |
| Laundry starch, in 1-lb. cartons ..... | | 0 12 |
| Do., in 6-lb. tin canisters..... | .... | 0 13¼ |
| Do., in 6-lb. wood boxes..... | .... | 0 13¾ |
| Potato Flour, in 1-lb. pkgs..... | .... | 0 16 |
| Fine oatmeal, 20s ..... | .... | 6 75 |
| Cornmeal, 24s ..... | .... | 3 65 |
| Farina, 24s ..... | .... | 2 60 |
| Barley, 24s ..... | .... | 2 60 |
| Wheat flakes, 24s ..... | .... | 5 60 |
| Wheat kernels, 24s ..... | .... | 4 50 |
| Self-rising pancake flour, 24s.... | .... | 3 30 |
| Buckwheat flour, 24s..... | .... | 3 30 |
| White flour, 24s ..... | .... | 5 50 |
| Graham flour, 24s ..... | .... | 5 75 |

## *Sharp Upward Tendency in Cereals*

**Toronto.**

CEREALS.—The market for cereals is very strong. All indications point to a sharp upward trend in rolled oats in the near future. Other lines are steady.

| | Single Bag Lots F.o.b. | Toronto |
|---|---|---|
| Barley, pearl, 98s ..... | 7 00 | 7 50 |
| Barley, pot, 98s ..... | .... | 6 00 |
| Barley Flour, 98s ..... | .... | 4 50 |
| Buckwheat Flour, 98s ..... | .... | 6 25 |
| Cornmeal, Golden, 98s ..... | 5 75 | 6 00 |
| Do., fancy yellow, 98s ..... | .... | 6 50 |
| Hominy grits, 98s ..... | 5 50 | 6 00 |
| Hominy, pearl, 98s ..... | 5 25 | 5 75 |
| Oatmeal, 98s ..... | 5 70 | 5 80 |
| Oat Flour ..... | .... | .... |
| Corn Flour, 98s ..... | .... | 5 50 |
| Rye Flour, 98s ..... | .... | 5 00 |
| Rolled oats, 90s ..... | 4 75 | 5 00 |
| Rolled Wheat, 100-lb. bbl. ..... | 6 50 | 7 00 |
| Cracked wheat, bag ..... | .... | 6 50 |
| Breakfast Food, No. 1 ..... | .... | 6 25 |
| Do., No. 2 ..... | .... | 6 25 |
| Rice flour, 100 lbs. ..... | .... | 10 00 |
| Linseed meal, 98s ..... | .... | 6 75 |
| Peas, split, 98s ..... | 0 08 | 0 08½ |
| Blue peas, lb. ..... | 0 09 | 0 10 |
| Marrowfat green peas ..... | .... | 0 11¾ |

## *Canned Goods in Moderate Demand*

**Toronto.**

CANNED GOODS.—The market for canned goods is very steady, with no changes reported in prices this week. There is only a moderate demand for canned vegetables at the present time, but the demand for canned fruits and jam is very active. The new prices of jams, as announced two weeks ago, are ruling.

| | | |
|---|---|---|
| Salmon— | | |
| Sockeye, 1s, doz. ..... | .... | 4 75 |
| Sockeye, ½s, doz..... | .... | 2 75 |
| Alaska reds, 1s, doz. ..... | 4 25 | 4 50 |
| Do., ½s ..... | .... | 2 50 |
| Cohoes, ½ lb. tins ..... | 2 00 | 2 10 |
| Do., Red Springs, 1-lb. talls.. | 3 75 | 4 25 |
| Do., White Springs, 1s, doz.. | 2 30 | 2 35 |
| Chums, 1-lb. talls ..... | 2 35 | 2 60 |
| Do., ½s, doz..... | 1 35 | 1 45 |
| Pinks, 1-lb. talls ..... | 2 35 | 2 60 |
| Do., ½s, doz. ..... | 1 35 | 1 50 |
| Lobsters, ½ lb., doz. ..... | .... | 6 00 |
| Do., ¼-lb. tins ..... | .... | 3 25 |
| Whale Steak, 1s, flat, doz..... | 1 75 | 1 90 |
| Pilchards, 1-lb. talls, doz..... | 1 75 | 2 10 |
| Canned Vegetables— | | |
| Beets, 2s, dozen..... | .... | 1 45 |
| Tomatoes, 2½s, doz. ..... | 1 95 | 2 00 |
| Peas, standard, doz. ..... | 2 00 | 2 50 |
| Do., Early June, doz. ..... | .... | 2 40 |
| Do., Sweet Wrinkle, doz..... | 2 45 | 2 50 |
| Do., extra sifted, doz..... | 2 77½ | 2 82½ |
| Beans, golden wax, doz..... | .... | 2 00 |
| Asparagus, tins, doz..... | 3 85 | 4 25 |
| Asparagus butts, 2½s, doz..... | .... | 2 50 |
| Canadian corn ..... | 1 75 | 2 10 |
| Pumpkins, 2½s, doz..... | .... | 1 25 |
| Spinach, 2s, doz. ..... | .... | 2 15 |
| Do., 2½s, doz..... | 2 52½ | 2 80 |
| Do., 10s, doz. ..... | .... | 10 00 |
| Pineapples, sliced, 2s, doz..... | 4 50 | 4 75 |
| Do., shredded, 2s, doz..... | 4 50 | 4 75 |
| Rhubarb, preserved, 2s, doz..... | 2 07½ | 2 10 |
| Do., preserved, 2½s, doz..... | 2 65 | 4 62½ |
| Do., standard 10s doz..... | .... | 5 00 |
| Apples, gal., doz. ..... | | 6 25 |
| Peaches, 2s, doz. ..... | 3 55 | 3 90 |
| Pears, 2s, doz. ..... | 3 00 | 4 25 |
| Plums, Lombard, 2s, doz..... | 3 10 | 3 25 |
| Do., Green Gage ..... | 3 25 | 3 40 |
| Cherries, pitted, H. S..... | 4 35 | 4 40 |
| Blueberries, 2s ..... | 2 25 | 2 40 |
| Strawberries, 2s, H. S..... | .... | 5 25 |
| Blueberries, 2s ..... | 2 10 | 2 35 |
| Jams— | | |
| Apricots, 4s, each ..... | .... | 0 90 |
| Black Currants, 16 oz., doz. .. | .... | 4 60 |
| Do., 4s, each ..... | .... | 1 15 |
| Gooseberry, 4s, each ..... | .... | 0 98 |
| Do., 16 oz., doz. ..... | .... | 4 10 |
| Peach, 4s, each ..... | .... | 0 97 |
| Do., 16 oz., doz. ..... | .... | 4 00 |
| Red Currants, 16 oz. doz. .... | .... | 4 15 |
| Raspberries, 16 oz., doz. .... | .... | 4 50 |
| Do., 4s, each ..... | .... | 1 15 |
| Strawberries, 16 oz., doz ..... | .... | 4 70 |
| Do., 4s, each ..... | .... | 1 20 |

## *Quotations on Dried Fruits Strong*

**Toronto.**

DRIED FRUITS. — Quotations on dried fruits are all very strong. The demand prior to Christmas was the heaviest in years, and the supplies in some lines were inadequate to meet it. Choice Muir peaches in 25-pound lots are offered this week at 28 cents per pound. A new shipment of Australian currants are en route and should soon be available for this market. It is likely that they will be quoted lower than the Grecian currants. California raisins are still very scarce.

| | | |
|---|---|---|
| Evaporated apples ..... | 0 22 | 0 23 |
| Apricots, cartons, 11 oz., 48s.... | .... | 4 55 |
| Candied Peels, American— | | |
| Lemon ..... | 0 44 | 0 46 |
| Orange ..... | 0 44 | 0 46 |
| Citron ..... | .... | 0 75 |
| Currants— | | |
| Grecian, per lb. ..... | 0 22 | 0 23 |
| Australians, 3 Crown, lb..... | 0 22 | 0 23 |
| Dates— | | |
| Excelsior, pkgs., 3 doz. in case | .... | 5 50 |
| Dromedary, 3 doz. in case..... | .... | 7 00 |
| Fard, lb. ..... | 0 28½ | 0 29½ |
| New Hallowee dates, per lb. ... | .... | 0 19½ |
| Figs— | | |
| Taps, lb. ..... | .... | 0 17 |
| Malagas, lb. ..... | .... | .... |
| Comarde figs, mats, lb. ..... | .... | .... |
| Smyrna figs, in bags ..... | 0 18 | 0 19 |
| Cal., 4 oz. pkgs., 70s, case..... | .... | 5 00 |
| Cal., 8 oz., 20s, case ..... | .... | 3 25 |
| Cal., 10 oz., 12s, case..... | .... | 2 25 |
| Prunes— | Per lb. | |
| 30-40s, 25s ..... | .... | 0 31 |
| 40-50s, 25s ..... | .... | 0 28 |
| 50-60s, 25s ..... | .... | 0 24 |
| 60-70s, 25s ..... | .... | 0 22 |
| 70-80s, 25s ..... | .... | 0 21½ |
| 80-90s, 25s ..... | .... | 0 17¾ |
| 90-100s, 25s ..... | .... | 0 16¾ |
| Sunset prunes in 5-lb. cartons, each ..... | .... | 1 15 |
| Peaches— | | |
| Standard, 25-lb. box, peeled ... | 0 26½ | 0 28 |
| Choice, 25-lb. box, peeled..... | 0 27 | 0 30 |
| Fancy, 25-lb. boxes ..... | 0 29 | 0 30 |
| Raisins — | | |
| California bleached, lb. ..... | .... | .... |
| Extra fancy, sulphur blch., 25s | .... | .... |
| Seedless, 15-oz. packets..... | 0 21 | 0 22 |
| Seeded, 15 oz. packets ..... | .... | 0 20½ |
| Seedless, Thompson's, bulk e... | 0 23 | 0 24 |
| Crown Muscatels, No. 1s, 25s... | .... | 0 23 |
| Turkish Sultanas ..... | 0 25 | 0 27 |
| Table raisins, 20-lb. pkgs ..... | 7 50 | 10 50 |

## *New Walnuts May Be Easier*

**Toronto.**

NUTS. — Quotations on shelled almonds are very firm, and will be higher, with new shipments arriving. Peanuts are very strong, and new buying is only possible at higher prices. There is a possibility that with new stocks of Manchurian walnuts arriving at an early date, there may be easier levels prevailing on walnuts.

| | | |
|---|---|---|
| Almonds, Tarragonas, lb..... | 0 31 | 0 33 |
| Butternuts, Canadian, lb. ..... | .... | 0 08 |
| Walnuts, Cal., bags, 100 lbs..... | 0 40 | 0 45 |
| Walnuts, Grenobles, lb. ..... | .... | 0 35 |
| Walnuts, Bordeaux, lb. ..... | 0 28 | 0 30 |
| Filberts, lb. ..... | .... | 0 25 |
| Pecans, lb. ..... | 0 30 | 0 32 |
| Cocoanuts, Jamaica, sack ..... | .... | 10 00 |
| Cocoanut, unsweetened, lb. ..... | .... | 0 45 |
| Do., sweetened, lb. ..... | .... | 0 45 |
| Peanuts, Jumbo, roasted ..... | 0 18 | 0 19 |
| Brazil nuts, large, lb. ..... | 0 32 | 0 33 |
| Mixed Nuts, bags 50 lbs. ..... | .... | 0 32 |
| Shelled— | | |
| Almonds, lb. ..... | 0 62 | 0 65 |
| Filberts, lb. ..... | 0 50 | 0 55 |
| Walnuts, Bordeau lb. ..... | 0 88 | 0 90 |
| Peanuts, Spanish, lb. ..... | .... | 0 25 |
| Do., Chinese, 30-32 to oz..... | 0 18 | 0 19 |
| Brazil nuts, lb. ..... | .... | 0 88 |
| Pecans, lb. ..... | .... | 1 30 |

## *Market For Teas is Quiet*

**Toronto.**

TEAS.—The market for teas has been rather quiet during the holiday season, and while reports from primary markets all point to very high prices there has been little or no change in the past ten days. Stocks in local hands are not heavy, and few changes are looked for in the downward direction.

| | | |
|---|---|---|
| Ceylons and Indians— | | |
| Pekoe Souchongs ..... | 0 48 | 0 54 |
| Pekoes ..... | 0 52 | 0 60 |
| Broken Pekoes ..... | 0 56 | 0 64 |
| Broken Orange Pekoes ..... | 0 58 | 0 66 |
| Javas— | | |
| Broken Orange Pekoes ..... | 0 58 | 0 65 |
| Broken Pekoes ..... | 0 45 | 0 50 |
| Japans and Chinas— | | |
| Early pickings, Japans..... | 0 63 | 0 65 |
| Do., seconds ..... | 0 50 | 0 55 |
| Hyson thirds ..... | 0 45 | 0 50 |
| Do., pts. ..... | 0 58 | 0 67 |
| Do., sifted ..... | 0 67 | 0 72 |

Above prices give range of quotations to the **retail trade.**

## *Coffees on Spot Are Unchanged*

**Toronto.**

COFFEES.—Coffees are very strong with no changes in spot quotations as compared with a week ago. The market is a little quiet at the present time.

| | | |
|---|---|---|
| **Java, Private Estate** | **0 51** | **0 53** |
| Java, Old Government, lb. | .... | .... |
| **Bogotas, lb.** | **0 49** | **0 50** |
| **Guatemala, lb.** | **0 48** | **0 52** |
| Mexican, lb. | .... | 0 55 |
| **Maracaibo, lb.** | **0 47** | **0 48** |
| **Jamaica, lb.** | **0 45** | **0 46** |
| **Blue Mountain Jamaica** | .... | **0 53** |
| Mocha, lb. | .... | 0 55 |
| **Rio, lb.** | **0 35** | **0 37** |
| **Santos, Bourbon, lb.** | **0 46** | **0 47½** |
| Ceylon, Plantation, lb. | .... | 0 54 |
| Chicory, lb. | .... | 0 25 |
| **Cocoa—** | | |
| **Pure, lb.** | .... | 0 31 |
| **Sweet, lb.** | .... | 0 31 |

## *Rices Are Selling Slowly Just Now*

**Toronto.**

RICES.—The market for rice is quiet at the present time, with quotations very firm. Tapioca is selling at 14½ and 15 cents per pound.

| | | |
|---|---|---|
| Honduras, fancy, per 100 lbs. | .... | .... |
| Blue Rose, lb. | 0 16 | 0 17 |
| Siam, fancy, per 100 lbs. | 15 00 | 16 00 |
| Siam, second, per 100 lbs. | 13 50 | 14 50 |
| Japans, fancy, per 100 lbs. | .... | 17 00 |
| Do., seconds, per 100 lbs. | 13 00 | 14 00 |
| White Sago | .... | 0 14 |
| Do., Pakling | .... | 14 00 |
| Chinese, XX., per 100 lbs. | 13 00 | 14 00 |
| Do., Simiu | .... | 16 00 |
| Do., Mujin, No. 1 | .... | 16 00 |
| Tapioca, per lb. | 0 14½ | 0 15 |

## *Market For Beans a Little Quiet*

**Toronto.**

BEANS.—There is not a very active demand for beans at the present time. Prices are steady and firm.

| | | |
|---|---|---|
| Ontario, 1-lb. to 2-lb. pickers, bus. | 5 25 | 5 50 |
| Do., hand-picked, bus. | .... | 6 00 |
| **Marrowfats, bush.** | **6 00** | **6 50** |
| **Japanese Kotenashi, per bush.** | **4 50** | **5 00** |
| **Rangoons, per bushel** | **3 00** | **3 50** |
| **Limas, per lb.** | **0 16** | **0 17** |
| **Madagascars, lb.** | **0 13** | **0 14** |

## *Little Activity in Honey Market*

**Toronto.**

HONEY, MAPLE SYRUPS. — No changes are reported in quotations on honey and maple syrups.

| | | |
|---|---|---|
| Honey, Clover— | | |
| 5-lb. tins | .... | 0 28 |
| 2½s, tins | .... | 0 29 |
| 10-lb. tins | .... | 0 25 |
| 60-lb. tins | .... | 0 25 |
| Buckwheat, 50-lb. tins, lb. | .... | 0 16 |
| Comb, No. 1, fancy, doz. | .... | 4 50 |
| Do., No. 2, doz. | .... | .... |
| Maple Syrup— | | |
| 8½-lb. tins, 10 to case, case | .... | 18 00 |
| Wine qt. tins, 24 to case, case | .... | 23 00 |
| Wine, 1 gal. tins, 6 to case, case | .... | 21 00 |
| Imp. 5 gal. cans, 1 to case, case | .... | 20 00 |
| Maple Sugar— | | |
| 50 1-lb. blocks to case, lb. | .... | 0 29 |

## *Steady Quotations Rule on Spices*

**Toronto.**

SPICES.—Spices are in active demand at steady prices. The tendency, however, is towards higher levels, and advances are not unlikely early in the New Year. Importers are revising prices this week, and it is stated that some lines will show advances.

| | | |
|---|---|---|
| Allspice | 0 19 | 0 21 |
| Cassia | 0 33 | 0 40 |
| Cinnamon | .... | 0 55 |
| Cloves | 0 80 | 0 90 |
| Cayenne | 0 33 | 0 37 |
| Ginger | 0 30 | 0 40 |
| Herbs — cage, thyme, parsley, mint, savory, Marjoram | 0 40 | 0 70 |
| Pastry | 0 32 | 0 38 |
| Pickling spices | 0 22 | 0 30 |
| Mace | 0 90 | 1 10 |
| Peppers, black | 0 40 | 0 43 |
| Peppers, white | 0 48 | 0 51 |
| Paprika, lb. | 0 60 | 0 70 |
| Nutmegs, selects, whole, 100s. | 0 45 | 0 50 |
| Do., 80s | .... | 0 55 |
| Do., 64s | 0 60 | 0 65 |
| Mustard seed, whole | .... | 0 35 |
| Celery seed, whole | .... | 0 75 |
| Coriander, whole | 0 25 | 0 30 |
| Carraway seed, whole | 0 35 | 0 45 |
| Tumeric, whole | 0 25 | 0 27 |
| Cream of Tartar— | | |
| French, pure | 0 75 | 0 80 |
| American high test, bulk | 0 75 | 0 80 |
| 2-oz. packages, doz. | .... | 1 75 |
| 4-oz. packages, doz. | 2 75 | 3 00 |
| 8-oz. tins, doz. | .... | 6 50 |

## *Cal. Fruits Are Active Sellers*

**Toronto.**

FRUITS.—There continues a very active demand for all fruits. California navel oranges are selling very freely, and prices are fairly easy. Malaga grapes, too, are in brisk demand, and are quoted at from $13 to $15 per keg. California grapefruit is from $4.50 to $5 according to sizes.

| | | |
|---|---|---|
| **Bananas, Port Limons** | .... | **0 08** |
| **Valencia Oranges—** | | |
| 100s, 126s, 150s, 176s, 200s | 5 50 | 6 75 |
| 216s, 250s, 288s, 324s | 5 50 | 6 75 |
| Cal. Navels— | | |
| 100s, 126s, 150s, 176s, 200s | 6 00 | 7 50 |
| 216s, 250s, 288s, 324s | 6 00 | 7 00 |
| Lemons, Cal., 300s, 360s | 5 00 | 5 50 |
| Lemons, Messinas, 300s | .... | 5 75 |
| Grapefruit, 54s, 64s, 70s, 80s, 96s | 4 50 | 5 00 |
| Apples— | | |
| Nova Scotia Kings, bbl. | 6 00 | 7 00 |
| Ontario Spies, bbl. | 6 00 | 6 50 |
| Blenheims, bbl. | 5 50 | 6 50 |
| **McIntosh Reds, box** | .... | **3 75** |
| Jonathans, box | 3 35 | 3 50 |
| Kings, box | .... | 3 25 |
| Spys, Ont., box | .... | 2 75 |
| Rome Beauty, sizes 88s, 96s, 104s, 113s, 125s, 138s, 150s | 3 75 | 4 00 |
| Cal. Pears | .... | 5 50 |
| Florida Tangarines, 144s, 168s, 196s, 216s, 224s | 3 50 | 4 50 |
| Grape, Cal., Emperor | .... | .... |
| Drums | 7 75 | 8 00 |
| Do., Spanish Malagas, keg | 13 00 | 15 00 |
| Cranberry, Cape Cod, bbl. | .... | 14 00 |
| Do., half bbl. | .... | 7 50 |
| **Do., boxes** | .... | **4 50** |
| **Pomegranates, boxes** | .... | **4 00** |
| **Can. Chestnut, lb.** | .... | **0 25** |

## *Ont. Potatoes Hold at $2.75*

**Toronto.**

VEGETABLES.—Potatoes are steady this week, being quoted at $2.75 per bag. Vegetables are holding firm and generally are unchanged from last week. There is an active demand at this time for imported green vegetables, even at the strong figures.

| | | |
|---|---|---|
| Cabbage, bbl. | .... | 2 75 |
| Carrots, per bag | .... | 1 25 |
| Parsnips, bag | .... | 1 75 |
| Lettuce, Cal., head, crate 8 doz. | .... | 8 00 |
| Hothouse Tomatoes, lb. | 0 30 | 0 40 |
| **Onions, Yellow Danvers, 100-lb. sacks** | .... | 7 00 |
| **Do., 75 lbs.** | .... | **4 50** |
| Spanish Onions, large cases | .... | 7 50 |
| **Do., small crates** | .... | **2 50** |
| Do., Cal. Australian Browns, 100 lbs. | .... | 7 50 |
| **Onions, white, large sacks** | .... | **6 50** |
| Green Onions, doz. bunches | .... | 1 00 |
| Spanish, hamper | .... | 3 00 |
| Celery, 8 doz. | .... | 7 00 |
| Cauliflower, Cal., case | .... | 6 25 |
| Potatoes— | | |
| Ontario, 90-lb. bags | .... | 2 75 |
| Quebec, 90-lb. bags | .... | 2 75 |
| **Jersey Sweet Potatoes, hamper** | .... | **2 75** |
| **Do., bbl., double headers** | .... | **7 50** |
| **Turnips, bag** | .... | **1 00** |
| Mushrooms, 4-lb. basket | .... | 3 50 |
| Holly Wreaths, doz. | .... | 2 00 |

## *Better Inquiry For Flour*

**Toronto.**

FLOUR. — Higher prices are now ruling in the market for flour.

| | | |
|---|---|---|
| Ontario winter wheat flour, in carload shipments, on track, in cotton bags | .... | 13 40 |
| Do., in jute bags | .... | 13 25 |

## *Millfeeds Hold at Fixed Prices*

**Toronto.**

MILL FEEDS.—Mill feeds are holding at the fixed Government prices.

| | | |
|---|---|---|
| MILLFEEDS— | | |
| Bran, per ton | .... | **45 25** |
| Shorts, per ton | .... | **52 25** |

# WINNIPEG MARKETS

WINNIPEG, Dec. 30—The grocery markets here are all generally strong and show sharp upward tendencies. Sugar is likely to advance before long and supplies are not much improved. Jams are in active demand and prices are high. Bulk cereals are active sellers and rolled oats are rapidly advancing.

## *Higher Market Likely in Sugar*

**Winnipeg.**

SUGAR.—Raw sugars are being purchased for next year's supply at heavy advances over the present year's basis. All European countries are far short of their requirements and are buying freely of new crop raws. The outlook is for higher prices for refined sugar for 1920.

Refiners report that the outlook for supplies for our Canadian trade is better than it has been this year, as they have figured their needs on a basis of increased consumption.

## *Bulk Cereals Are Active*

**Winnipeg.**

CEREALS.—Rolled oats are advancing rapidly, as pointed out in these pages some time ago. Retailers were

then advised to purchase their requirements for some time ahead. This week shows a further advance of from forty to fifty cents per bag, with the market very strong at this advance.

Outside rolled oats, the cereal market shows very little change. Market is very firm in all lines and active demand is reported. Many buyers are anticipating a general advance, and consequently are stocking up with heavy supplies.

| | | |
|---|---|---|
| Standard oatmeal, 98s | .... | 5 50 |
| Do., 49s | .... | 2 80 |
| Do., 24s | .... | 1 45 |
| Granulated same as standard. | | |
| Wheat granules, 98s | .... | 6 00 |
| Do., 49s | .... | 3 05 |
| Do., 24s | .... | 1 15 |
| Barley, Ont., pot. 98s | .... | 5 35 |
| Do., 48s | .... | 2 75 |
| Do., pearl, 98s | .... | 7 50 |
| Do., 49s | .... | 3 85 |
| Do., 24s | .... | 2 00 |
| Cornmeal, yellow, half sack | .... | 2 75 |
| Do., quarter sack | .... | 1 40 |
| Do., bales | .... | 6 15 |
| Dried peas, yellow, whole, per lb. | .... | 0 04 |
| Do., green | .... | 0 10½ |
| Split peas, 98s | .... | 7 75 |
| Do., 49s | .... | 3 90 |
| Do., small lots | .... | 0 08½ |

## *Evaporated Fruits in Active Demand*

**Winnipeg.**

DRIED FRUITS.—There is a heavy demand reported for evaporated fruits, especially in the smaller country towns. The market generally is very firm at all times, with slight advances showing on evaporated apples and many California lines.

| | | |
|---|---|---|
| Evaporated Apples | | |
| Choice No. 1 stock— | | |
| 50-lb. boxes, faced, per lb. | .... | 0 26½ |
| 25-lb. boxes, faced, per lb. | .... | 0 27 |
| 3-lb. cartons, 16 to cs., carton | .... | 0 85 |
| Apricots, extra choice, 5-lb. cartons, per carton | .... | 1 85 |
| Currants— | | |
| Australian, 3 crown, half case, per lb. | .... | 0 25 |
| Greek Filiatras, dry cleaned, lb. | .... | 0 21 |
| Do., wet cleaned, half case | .... | 0 22 |
| Dates— | | |
| Royal Excelsior, 10 oz., case | .... | 0 18½ |
| Do., broken cases, per pkg. | .... | 0 19 |
| Dromedary, 10 oz., case lots | .... | 0 22 |
| Do., less quantities | .... | 0 22½ |
| Fard, 12-lb. boxes, per box | .... | 3 15 |
| Figs— | | |
| Spanish cooking, recleaned, 25-lb. cases, lb. | .... | 0 18 |
| Black, in cartons, 5 lbs., carton | .... | 1 16 |
| California White Roedings, 25-lb. case, lb. | .... | 0 23 |
| Grapes, dried, black, 25-lb. boxes, per lb. | .... | 0 15½ |
| Peaches, peeled, 25-lb. boxes, lb. | .... | 0 27½ |
| Do., unpitted, whole, 25-lb. boxes, lb. | .... | 0 22 |
| Pears, extra choice, 25-lb. boxes, lb. | .... | 0 28 |
| Prunes— | | |
| 90-100, 25-lb. case, per lb. | .... | 0 17 |
| 90-100, 10-lb. case, per lb. | .... | 0 17½ |
| 80-90, 25-lb. case, per lb. | .... | 0 17½ |
| 80-90, 10-lb. case, per lb. | .... | 0 18 |
| 70-80, 25-lb. case, per lb. | .... | 0 19 |
| 60-70, 25-lb. case, per lb. | .... | 0 20 |
| 50-60, 25-lb. case, per lb. | .... | 0 21 |
| 40-50, 25-lb. case, per lb. | .... | 0 23 |
| Raisins | | |
| Cal. Muscatels, 3 crown, 25s, lb. | .... | 0 16 |
| Cal. package seeded, 11 oz., pkg. | 0 14 | 0 15 |
| Do., 15 oz., pkg. | .... | 0 20½ |
| Do., seedless, 11 oz., pkg. | .... | 0 16 |
| Do., 15 oz., pkg. | .... | 0 21 |
| Cal. bulk, seedless, 25-lb. boxes, per pkg. | .... | 0 20½ |
| Cal. bleached Sultanas, 25-lb. box, per lb. | .... | 0 24 |

## *Rice Steadily Advancing*

**Winnipeg.**

RICES.—A general advance has taken place in all grades of rice, amounting approximately to $40 per ton. Higher prices are still looked for, especially on Oriental lines.

## *Molasses Strong; Advance Looked For*

**Winnipeg.**

MOLASSES—Molasses has constantly followed the changes in the sugar market, as sugar is steadily reaching higher levels. Molasses is also expected to advance accordingly in sympathy with the sugar market.

## *Tea Advancing; Market Strong*

**Winnipeg.**

TEAS.—The higher rate of exchange on the rupee during the past two weeks has made India and Ceylon teas not only much stronger in market tone, but has actually shown a considerable advance for immediate purchase.

The India market is about closing, and unless large quantities continue to come down it will be at least four months before the market reopens. It was stated here recently that dollar a lb. tea was in sight. It is now very much nearer and it will only be a matter of a few weeks at most, with present sharp advances, before the packers of package tea will be compelled to mark their pakages with the dollar sign.

## *Coffee Showing Little Change*

**Winnipeg.**

COFFEES.—While there has been very little actual change in the coffee market the past week, everything, with the exception of Rio, shows a firmer tendency. Rio alone is reported weaker.

All mild coffee is very difficult to procure. Quotations are about the same on ordinary coffee, but in order to get well described coffee it is necessary to pay a premium.

This market has been very short of the better grades for some time past, due to the inability to get supplies in on account of the congestion of freight, labor difficulties, etc.

Conditions are now more favorable and heavy shipments are looked for after the first of the new year.

## *Jams Are in Active Demand*

**Winnipeg.**

MISCELLANEOUS.—It would not be surprising to see a much higher price on jams. All varieties of dried fruits are very high, as well as all canned fruits. Sugar is moving up, and at present looks to be higher. This accompanied with the increased consumption looks like higher jam prices before long.

Norwegian sardines are looked upon as due for an advance in the early part of the new year. This year's pack of the finer grades is reported very light, and there will be very few for the Canadian market. There is, however, a better supply of the second quality.

Increased cost in transportation all along the line is an added factor that must be taken into consideration.

Very little activity has been shown in the markets on this line for some time, although changes which have been noted have shown a steady advance. This week is no exception, the new changes again show advances of moderate proportions.

## Transportation is the Biggest Problem

**J. Spencer Smith Speaks to Young Busines Men on Importance of Transportation in Development of Commerce**

In an interesting address delivered last week before the Young Men's Canadian Club of Montreal, J. Spencer Smith, president of New Jersey Board of Commerce and Navigation, called the attention of his auditors to the importance of transportation in the problem of commerce. Mr. Smith is a Montreal boy, and his visit to Montreal was therefore a very welcome one, not only to himself but to those who heard him.

Tracing the growth of transportation from early days, when the only means was by boat manned by galley slaves, then via Roman roads, and down to the present time, the speaker came to the present transportation conditions, and through the medium of the above treatment, made an interesting survey of the situation. He pointed out that with the proper adjustment of avenues of communication, economic problems will go far towards solving themselves. It would take time, of course, for conditions to reach a high standard, but much depended upon proper readjustment of transportation systems and conditions, so much so in fact that this was the crux of the whole situation.

The speaker paid great tribute to the board which had directed the building of the Canadian Pacific Railway and other lines, and while he found that conditions were entirely different in Canada as compared with those of the United States, because of the density of population in the latter country, great progress had been made in Canada, and some wonderful transportation undertakings were to the credit of this country. Canada really possessed, said the speaker, wonderful transportation facilities which a great many people did not realize.

In speaking of water transportation, Mr.. Smith referred to the excellent arrangement carried out in Montreal and believed that if those interested in New Jersey and New York could be persuaded, the Montreal system would be followed in these two important centres.

# WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

## *Alberta Markets*

FROM CALGARY, BY WIRE.

Calgary, Alta., Dec. 29.—Flour has advanced $2.25 per barrel. Quotations on Siam rice are from $12.75 to $14.75 per cwt. Rolled oats in eighties are $4.60. Number one storage eggs are from $19.60 to $21.50 per case. Tomatoes, in twos and halves, are from $4.40 to $4.75, and standard peas are from $4.20 to $4.75. Evaporated apples in fifties are 22½ to 25 cents. Local potatoes are $65 per ton and oranges are $6.25 per case. Lemons are $7, and grapefruit, $6. Shipments of Smyrna figs arrived late for Christmas. Oleomargarine is higher. Best grades are costing 41 cents, and second grade margarine 37 cents.

| | | |
|---|---|---|
| Flour, 96s, per bbl. | .... | 12 95 |
| Beans, B.C. | 7 50 | 8 00 |
| Rolled oats, 80s | .... | 4 60 |
| Rice, Siam | 12 75 | 14 75 |
| Japan, No. 1 | 17 00 | 18 00 |
| Tapioca, lb. | .... | 0 14 |
| Sago, lb. | 0 13½ | 0 15½ |
| Sugar, pure cane, granulated, cwt | .... | .... |
| Cheese, No. 1, Ontario, large | 0 31 | 0 32 |
| Butter, creamery, lb. | .... | 0 70 |
| Do., dairy, lb. | .... | 0 55 |
| Lard, pure, 3s, lb. | 0 32 | 0 32½ |
| Eggs, new-laid, local | 0 80 | 0 85 |
| Do., No. 1, storage, case | 19 60 | 21 50 |
| Tomatoes, 2½s, standard, case | 4 00 | 4 75 |
| Corn, 2s, case | 4 00 | 4 45 |
| Peas, 2s, standard, case | 4 20 | 4 75 |
| Strawberries, 2s, Ontario, case | .... | 10 30 |
| Raspberries, 2s, Ontario, case | .... | 10 30 |
| Cherries, 2s, red, pitted | 9 00 | 9 50 |
| Apples, evaporated | 0 22½ | 0 25½ |
| Do., 25s, lb. | .... | 0 26¾ |
| Peaches, evaporated, lb. | .... | 0 25¾ |
| Do., canned, 2s | .... | 7 50 |
| Prunes, 90-100s | .... | 0 16 |
| Do., 70-80s | .... | 0 17 |
| Do., 50-60s | .... | 0 20 |
| Do., 30-40s | .... | 0 26 |
| Do., 20-30s | .... | 0 31 |
| Raisins, bleached Sultanas | .... | 0 27 |
| Do., bulk, seedless | .... | 0 21 |
| Do., package, 11 oz. | .... | 0 16½ |
| Filiatras Currants, lb. | .... | 0 26 |
| Salmon, pink tall, case | .... | 10 25 |
| Do., Sockeye, tall, case | .... | 17 50 |
| Do., halves | 18 00 | 19 00 |
| Potatoes, Alta., per ton | .... | 65 00 |
| Oranges | .... | 6 25 |
| Lemons | .... | 7 00 |
| Grapefruit | .... | 6 00 |
| Pears, evaporated, lb. | .... | 0 33½ |
| Pineapples, 2s | .... | 6 20 |
| Do., 2½s | .... | 7 90 |
| Spanish Malaga Raisins, 5½-lb. trays | .... | 0 23 |
| Do., Crowns, 21 lbs. | .... | 8 50 |

## *New Brunswick Markets*

FROM ST. JOHN, BY WIRE.

St. John, N.B., December 29.—The flour situation is the most interesting feature of the local market. Flour has advanced $2.25 per barrel. Some dealers had expected the action of the Wheat Board and had bought fairly good stocks before the jump. Bakers are not yet certain what increase will follow in bread. The holiday market is quiet. Trade is a little slower.

| | | |
|---|---|---|
| Flour, No. 1 patents, bbls., Man. | .... | 12 60 |
| Cornmeal, gran., bags | 6 00 | 6 10 |
| Cornmeal, ordinary | 3 85 | 3 90 |
| Rolled oats | .... | 11 25 |
| Rice, Siam, per 100 lbs. | 13 00 | 13 50 |
| Tapioca, 100 lbs. | 13 50 | 15 00 |
| Molasses | .... | 1 25 |
| Sugar— | | |
| Standard, granulated | .... | 12 10 |
| No. 1, yellow | .... | 11 60 |
| Cheese, New Brunswick | .... | 0 32 |
| Cheese, Ont., twins | 0 33 | 0 34 |
| Eggs, fresh, doz. | .... | 0 90 |
| Eggs, storage | .... | 0 85 |
| Breakfast bacon | 0 38 | 0 40 |
| Butter, creamery, per lb. | .... | 0 70 |
| Butter, dairy, per lb. | .... | 0 65 |
| Butter, tub | .... | 0 60 |
| Lard, pure, lb. | 0 32 | 0 32½ |
| Lard, compound | 0 30 | 0 30½ |
| American clear pork | 60 00 | 65 00 |
| Beef, corned, 1s | 4 55 | 4 90 |
| Tomatoes, 2½s, standard case | .... | 4 20 |
| Raspberries, 2s, Ont., case | 4 40 | 4 45 |
| Peaches, 2s, standard, case | 7 25 | 7 35 |
| Corn, 2s, standard, case | .... | 3 75 |
| Peas, standard, case | .... | 4 10 |
| Apples, gal., N.B., doz. | .... | 5 00 |
| Strawberries, 2s, Ont., case | .... | .... |
| Salmon, Red Spring, flats, cases | .... | 19 50 |
| Pinks | 11 00 | 11 50 |
| Cohoes | 15 00 | 15 50 |
| Chums | .... | 9 00 |
| Evaporated Apples, per lb. | 0 23 | 0 23½ |
| Peaches, per lb. | 0 27½ | 0 28 |
| Potatoes, Natives, per bbl. | 4 25 | 4 50 |
| Onions, Can., 100-lb. bag | .... | 6 00 |
| Lemons, Cal. | 6 00 | 8 00 |
| Oranges, Cal., case | 6 50 | 7 00 |
| Grapefruit, Cal., case | .... | 6 25 |
| Apples, Western, box | 4 00 | 4 50 |
| Bananas, per lb. | 0 09 | 0 10 |
| Grapes, Malaga, keg | 11 00 | 13 00 |

## *British Columbia*

FROM VANCOUVER, BY WIRE.

Vancouver, Dec. 29.—The market is generally the same as last week. Lillooet potatoes are bringing $70 per ton. Seattle is quoting potatoes at $90, and onions at $130 per ton. Okanagan onions are selling at $140 per ton. Navel oranges are firmer at $6.50 per case. Japanese oranges are around 90 cents per box. The lemon market is easier.

### NOW FOR INTELLIGENT RECKONING

Continued from page 27

Moreover, I think this conservative, and that no matter how he may shuffle the figures about, he will not honestly and tangibly arrive at any lower total—it probably costs more.

I do not say that if he did not work on his books and do other work in connection with handling those accounts, he could do something else equally profitable with his time. I do think that it pays him to give credit. I know it paid me. Just the same, he does that work and must be paid for it, the same as he is paid for any other work or service he performs in his business. I am satisfied that it costs more to extend credit than most merchants think it does. I am sure that most of us do not charge enough, on the average, into our prices to cover credit expenses along with our other costs. It might be profitable for us to discuss this more in detail.

The immediate question which led to his query was whether 5 per cent. discount to cash-and-carry customers was fair. I thought it was, and said so. I think it is quite fair; provided he finds it advantageous to encourage cash-and-carry trade, or is compelled by competition to recognize two classes of customers. This is a live phase of business to-day.

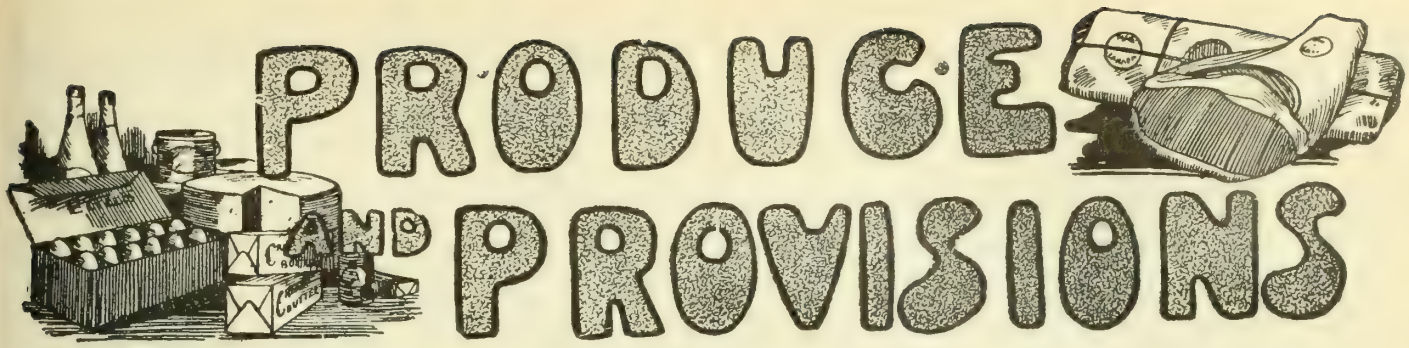
### JAPAN TEA EXPORTS HELD UP

In a report on the Japanese tea situation recently received by one of the Government's executive departments it is said that the exporters are in trouble because the steamship companies are trying to avoid the shipment of tea, as the freight rates thereon are very low ($8 per ton) in view of those on Pacific lines rising to $13 to $14 per ton. It is reported that there are huge accumulations of tea for export, and that unless the exporters are ready to pay $12 to $13, the steamer companies will not take the tea.

The report also asserts that the Japanese tea manufacturers are very much put out over the irregularity of their transactions with America, there being sometimes an overwhelming demand and hardly any at other times. Such being the case, leading manufacturers in Hiye Prefecture are turning to Korea and Manchuria, where they expect steady and good markets.

### FUTURE RICE PROSPECTS NOT TOO BRIGHT

While the rice situation throughout the Orient is very serious at present, it is expected in many quarters to be even worse next year, because the summer crops in many important rice-growing centres are but 50 per cent. normal. In the mountains of Sumatra, Dutch East Indies, there are said to be, approximately, 60,000 to 90,000 tons of rice that can not be brought out to the hungry people on the coast, on account of the lack of transportationn facilities.




# Hints for Slicing Ham

## The Right and the Wrong Way to Cut Ham and Bacon is Demonstrated by Practical Instances

THE accompanying article by John Alffeldt appeared in the current issue of "The Red Ball," the interesting litle magazine published by the Atlantic Sugar Refineries. It has some interesting and instructive points for the merchant and for that reason is reprinted herewith.

"A FEW days ago I cut up two hams, each weighing thirteen pounds. I started slicing one straight across, as I have seen them sliced in the majority of markets, and I got from this ham nine centre cuts at 35 cents per pound, or $1.55; fifteen poorer cuts at 30 cents per pound, or $1.45; and a ham bone weighing three pounds, or 45 cents—making the total of $3.45. Then I started slicing the other ham parallel with the rump bone, which is the proper way of slicing hams, and from this I got fifteen centre cuts of ham at 35 cents per pound, or $2.57, and nine poorer cuts at 30 cents per pound, or 90 cents, and a three-pound ham bone, or 45 cents, making a total of $3.92—a saving of 47 cents on the ham. While this is not a big saving on the single ham, think what it would mean if you were cutting a barrel of hams a week or every two weeks! Furthermore, one ham gave nine centre cuts, and the other gave me fifteen—a difference of six centre cuts. Now, you all know that centre cuts of ham sell more readily than end cuts, therefore, you not only save 46 cents on a ham, but you can increase the sale of your ham 20 per cent., or better, because you are getting more and better cuts. This is what your trade wants, and is willing to pay for.

### Waste in Bacon

Did you ever step into a grocery store which handles a small line of smoked meats, and see on its counter from six to eight small pieces of bacon weighing from six to eight ounces each, just because the clerks do not know, and probably have never been told, how to eliminate this tremendous waste? Instead of starting at both ends, and getting rid of end pieces first, they cut a strip of bacon in two, and start selling from the middle, with the result of having left over two end pieces, which accumulate very fast, unless they are sold at a greatly reduced price, and most any kind of bacon to-day is worth two cents or more per ounce.

One of the first things a merchant should do is to become acquainted with his trade, that he may address them by name. You, no doubt, have been in stores where, as you step in, the proprietor and clerks will say, "Good morning, Mr. White. What will you have this morning?" Surely it makes you think you are welcome there and they take an interest in your wants, and if you find what you want you cannot help doing all your trading there, and telling all your friends about it. I do not advise that you should be familiar with them by calling them by their first name, because, if you do, the first thing you know you will be asked to extend credit, which you will give against your better judgment. Then, you should learn to know their wants. This is very essential. A large percentage of the meat business is done by phone and delivery, and you must give your customer as good a cut of meat when she phones as when she calls personally.

# November Sardine Catch Only Fraction of Former Year

## Pack Declines From 65,000 Barrels to 8,300 Barrels—Packing Did Not Pay—B.C. Fisheries Well Ahead

From the "Red Ball"

THE total value of sea fish at the point of landing on both the Atlantic and Pacific coasts during the month of November was $2,138,513, as compared with $2,272,468 for the same month in 1918. The value of the British Columbia catch was over three hundred thousand dollars greater than in November of last year, but this was offset by a great drop in value of the Bay of Fundy sardine catch. Owing to unremunerative prices, the sardine fishery was not prosecuted with the usual vigor, and, consequently, the catch amounted to not more than 8,300 barrels, as compared with 65,000 barrels in November, 1918.

A heavy easterly gale in the first week of the month handicapped the fishermen of the Atlantic coast by wrecking or damaging boats and fishing gear. This gale is largely responsible for a decrease in the mackerel catch, which fell from 22,910 cwts. in November, 1918, to 13,800 cwts. last month. The gale occurred just at the time when mackerel appeared in abundance on some parts of the coast. The catch of cod, haddock, hake and pollock was over 6,000 cwts. greater last month than in the previous November.

In spite of unfavorable weather conditions on the Pacific coast, the salmon catch was 70,000 cwts. greater than in November, 1918. The herring catch also was greater by over 6,000 cwts., while the halibut catch shows an increase of 1,700 cwts.

### A CHRISTMAS GREETING TO EMPLOYEES

The Loblaw Stores, Ltd., of Toronto, sent out a striking Christmas message to all the employees in their numerous branches. This was the message:

CHRISTMAS GREETINGS TO ALL EMPLOYEES OF LOBLAW STORES, LIMITED

We always like to think of everyone associated with Loblaw Stores, Limited, as real personal friends, united by something more than mere business ties.

The management realize, and appreciate, that in a broad sense the success of the company depends on the constant co-operation of every individual employee.

Permit us to extend to you our thanks for your faithful service and our best wishes for a Very Merry Christmas.

LOBLAW STORES, LIMITED

and underneath and attached to the above was a cheque drawn by the management of the stores as an added "Merry Christmas" message.

# Produce, Provision and Fish Markets

## QUEBEC MARKETS

MONTREAL, Dec. 30—Provision markets are ruling with fewer changes than usual, but the hog situation has strengthened materially and prices for select liveweights are up $1 to $1.50. Dressed are advanced in like manner. Oysters are 20 to 25 per cent. higher in price, this being due to the severity of weather conditions in the producing ground. Frozen fish are firming in price. Cured meats are steady. Butter is in demand and a decided activity prevails for No. 2 creamery. Cheese holdings are heavy, but prices are unchanged. Lard still is very active. Imported margarine from the United States is very firm. Storage eggs are in very active demand. Turkeys have advanced materially and the holiday sale of all grades poultry was very heavy.

### *Hogs Score Advance; May Be Temporary*

**Montreal.**

FRESH MEATS. — An advance is made this week in the basic price of live and dressed hogs. This is due, in part, to the small offerings, for farmers have been shipping but a very few. The higher market may, therefore, be but temporary. Selects are selling for $18 to $18.50 per 100 lbs., liveweight, and dressed hogs at $26.50 to $27. The undertone of the cattle market is quite firm, and sales of fancy beef have been seasonably heavy.

| FRESH MEATS— | | |
|---|---|---|
| Hogs, live (selects) | 18 00 | 18 50 |
| Hogs, dressed— | | |
| Abattoir killed, 65-90 lbs | 26 50 | 27 00 |
| Fresh Pork— | | |
| Leg of Pork (foot on) | .... | 0 31½ |
| Loins (trimmed) | .... | 0 35 |
| Loins (untrimmed) | .... | 0 32 |
| Bone trimmings | 0 18 | 0 21 |
| Trimmed shoulders | .... | 0 25 |
| Untrimmed | .... | 0 23 |
| Pork sausage (pure) | .... | 0 23 |
| Farmer sausages | .... | 0 18 |
| Fresh Beef— | | |
| (Cows) | (Steers) | |
| $0 19 $0 22 ..Hind quarters.. | $0 26 | $0 28 |
| 0 12 0 14 .Front quarters. | 0 15 | 0 17 |
| .... 0 27 ..... Loins ..... | .... | 0 38 |
| .... 0 22 .... Ribs ..... | .... | 0 26 |
| .... 0 12 .... Chucks .... | .... | 0 14 |
| .... 0 18 .... Hips ..... | .... | 0 19 |
| Calves (as to grade) | 0 22 | 0 28 |
| Lambs, 50-80 lbs. (whole carcass), lb. | .... | 0 28 |
| No. 1 Mutton (whole carcass), 45-50 lbs., lb. | .... | 0 18 |

### *Steady Sales For Some Cured Meats*

**Montreal.**

CURED MEATS.—Markets have been steady during the week on cured meats, and the undertone is firm, but without change. Quite a demand existed during the holidays for cured meats, and sales are reported to have been satisfactory.

| | | |
|---|---|---|
| Hams— | | |
| Medium, smoked, per lb.— | | |
| (Weights) 8-10 lbs. | | 0 35 |
| 12-14 lbs. | | 0 36 |
| 14-20 lbs. | | 0 35 |
| 20-25 lbs. | | .... |
| 25-35 lbs. | | 0 30 |
| Over 35 lbs. | | 0 28½ |
| Boneless (for slicing), 4c advance over above prices. | | |
| Bacon— | | |
| Breakfast | 0 39 | 0 50 |
| Cottage Rolls | .... | 0 32½ |
| Picnic Hams | .... | 0 27 |
| Barrel Pork— | | |
| Canadian short cut (bbl.), 25-35 pieces | .... | 56 50 |
| Clear fat backs (bbl.), 40-50 pieces | .... | 64 00 |
| Heavy mess pork (bbl.) | .... | 52 00 |
| Plate Beef | .... | 30 00 |
| Mess Beef | .... | 23 00 |
| Bean Pork | .... | 53 00 |

### *Roast Meats Were Holiday Sellers*

**Montreal.**

COOKED MEATS.—Demands from the trade for various cooked meats were satisfactorily large during the holiday season, but this heavier buying will have died down. For the most part, the undertone is steady.

| | | |
|---|---|---|
| Head cheese | .... | 0 14 |
| Choice jellied ox tongue | .... | 0 55 |
| Jellied pork tongues | .... | 0 40 |
| Jellied Pressed Beef, lb. | .... | 0 32 |
| Ham and tongue, lb. | .... | 0 30 |
| Veal and tongue | .... | 0 23 |
| Hams, cooked | .... | 0 49 |
| Shoulders, roast | .... | .... |
| Shoulders, boiled | .... | 0 44 |
| Pork pies (doz.) | .... | .... |
| Blood pudding, lb. | .... | 0 12 |
| Mince meat, lb. | 0 15 | 0 19 |
| Sausage, pure pork | 0 23 | 0 24 |
| Bologna, lb. | .... | 0 13 |

### *Brisk Demand For Second Grade Butter*

**Montreal.**

BUTTER.—While there has been a considerable sale for the best grade creamery butter, fodder make has been in active demand, and what is known as number two creamery, has been a big seller. The market is ruling without quotable change.

| BUTTER— | | |
|---|---|---|
| Creamery, prints, fresh made | .... | 0 69 |
| Creamery, solids, fresh made | .... | 0 68 |
| Creamery No. 2, solids | .... | 0 67 |
| Do., prints | .... | 0 66 |
| Dairy, in tubs, choice | 0 61 | 0 62 |
| Dairy prints | 0 62 | 0 63 |
| Bakers' | .... | 0 55 |

### *Big Cheese Stocks Much For Export*

**Montreal.**

CHEESE.—Stocks of cheese held at Montreal are large. A great quantity is held here for export account, but, in addition to this, holdings are large for resident owners. The demand in a domestic sense is quite active, and prices are unchanged.

| CHEESE— | | |
|---|---|---|
| New, large, per lb. | .... | 0 31 |
| Twins, per lb. | .... | 0 31 |
| Triplets, per lb. | 0 31 | 0 32 |
| Stilton, per lb. | .... | 0 35 |
| Fancy, old cheese, per lb. | .... | 0 35 |

### *Continued Heavy Demand For Lard*

**Montreal.**

LARD.—Heavy demands have been made upon stocks of lard, and the undertone has continued strong, with prices held firmly, although without change.

| LARD— | | |
|---|---|---|
| Tierces, 400 lbs., per lb. | 0 29½ | 0 30 |
| Tubs, 50 lbs., per lb. | 0 30 | 0 30½ |
| Pails, 20 lbs., per lb. | 0 30½ | 0 30¾ |
| Bricks, 1 lb., per lb. | 0 31 | 0 32½ |

### *Shortening a Seller, But Demand Limited*

**Montreal.**

SHORTENING.—While some sales of shortening are made, the demand is rather limited, owing to the slightly higher prices obtaining for pure grades of lard. No price changes have been made.

| SHORTENING— | | |
|---|---|---|
| Tierces, 400 lbs., per lb. | .... | 0 28 |
| Tubs, 50 lbs., per lb. | .... | 0 28½ |
| Pails, 20 lbs., per lb. | .... | 0 28¾ |
| Bricks, 1 lb., per lb. | 0 30 | 0 30½ |

### *Imported Margarine Firmer in Price*

**Montreal.**

MARGARINE. — As before pointed out, the market is firm on grades of oleomargarine imported from the United States, and this comes, of course, as a result of the excessive exchange rates. Prices locally, however, are ruling without change.

| MARGARINE— | | |
|---|---|---|
| Prints according to quality, lb. | 0 37 | 0 39 |
| Tubs, according to quality, lb. | 0 31 | 0 34 |

### *Outside Enquiries For Storage Eggs*

**Montreal.**

EGGS.—Enquiries have come from European buyers for Canadian storage eggs. In view of the fact, however, that the Canadian market requirements are heavy, and with good prices obtainable here, there is not a strong probability of export being heavy. New-laids are very firm at unchanged prices.

| EGGS— | | |
|---|---|---|
| No. 2 | .... | 0 55 |
| No. 1 | .... | 0 58 |
| Selects | 0 65 | 0 66 |
| New laids | 1 00 | 1 10 |

### *Record Prices Paid; Turkeys Are Higher*

**Montreal.**

POULTRY.—Christmas buyers had to pay higher prices for "King Turkey," and the quotations this week are very much higher. This applies to both dressed and live "buying" prices. Little export has been made to the Canadian market from the United States owing

to unfavorable exchange rates, and this has served to accentuate the shortage here.

| POULTRY (dressed)— (Selling Prices) | | |
|---|---|---|
| Chickens, roasting (3-5 lbs.) | 0 37 | 0 40 |
| Chickens, roasting (milk) | 0 42 | 0 44 |
| Ducks— | | |
| Brome Lake (milk fed green) | .... | 0 47 |
| Young Domestic | .... | 0 38 |
| Turkeys (old toms), lb. | .... | 0 48 |
| Do. (young) | 0 53 | 0 55 |
| Geese | .... | 0 32 |
| Old fowls (large) | .... | 0 34 |
| Do. (small) | .... | 0 30 |
| (Buying Prices) | Live | Dressed |
| Chickens, light weights | 0 19 | 0 24 |
| Do., heavy weights | 0 22 | 0 27 |
| Ducks, young | 0 30 | 0 34 |
| Geese— | | |
| Young | 0 23 | 0 26-0 28 |
| Old | 0 17 | 0 20-0 21 |
| Fowls | 0 18 | 0 21 |
| Turkeys | 0 43 | 0 48-0 50 |

## *Oysters Are Higher; Frozen Fish Firming*

**Montreal.**

FISH.—Oysters have advanced 20 to 25 per cent. This is due principally to the stormy weather on producing grounds and a shortness of labor. Fish trade, generally, is brisk. Good demand for frozen smelts, cod, herring and mackerel. Supplies being limited, it is expected that with an active demand prices will advance. In all lines of pickled and salt fish, trade is quiet.

| FRESH FISH | | |
|---|---|---|
| Haddock | 0 08½ | 0 09 |
| Steak, cod | 0 11 | 0 13 |
| Market cod | 0 07½ | 0 08 |
| Mackerel | .... | 0 18 |
| Flounders | 0 08 | 0 10 |
| Prawns | .... | 0 40 |
| Live Lobsters | .... | 0 60 |
| Salmon (B.C.), per lb., Red | .... | 0 30 |
| Skate | .... | 0 12 |
| Shrimps | .... | 0 40 |
| Whitefish | .... | 0 16 |
| FROZEN FISH | | |
| Gaspereaux, per lb. | 0 06½ | 0 07 |
| Halibut, large and chicken | 0 18 | 0 19 |
| Halibut, Western, medium | 0 20 | 0 21 |
| Haddock | 0 07 | 0 07½ |
| Mackerel | 0 15 | 0 16 |
| Dore | 0 15 | 0 16 |
| Smelts, No. 1, per lb. | 0 16 | 0 18 |
| Smelts, No. 2, per lb. | 0 11 | 0 12 |
| Smelts, extra large | .... | 0 28 |
| Pike, headless and dressed | 0 11 | 0 12 |
| Market Cod | 0 06½ | 0 07 |
| Whitefish, small | 0 12 | 0 13 |
| Sea Herrings | 0 07½ | 0 08 |
| Steak Cod | 0 08½ | 0 09 |
| Gaspe Salmon, per lb. | 0 24 | 0 25 |
| Salmon, Cohoes, round | 0 19 | 0 20 |
| Salmon, Qualla, hd. and dd. | 0 13 | 0 14 |
| Whitefish | 0 15 | 0 16 |
| Lake Trout | 0 19 | 0 20 |
| Lake Herrings, bag, 100 lbs. | .... | 4 50 |
| Alewires | 0 05½ | 0 06 |
| SALTED FISH | | |
| Codfish— | | |
| Large bbl., 200 lbs. | .... | 20 00 |
| No. 1, medium, bbl., 200 lbs. | .... | 17 00 |
| No. 2, 200-lb. barrel | .... | 15 00 |
| Strip boneless (30-lb. boxes), lb. | .... | 0 20 |
| Boneless (24 1-lb. cartons), lb. | .... | 0 20 |
| Ivory (2-lb. blocks, 20-lb. boxes) | .... | 0 18 |
| Shredded (12-lb. boxes) | 2 40 | 2 50 |
| Dried, 100-lb. bbl. | .... | 16 00 |
| Skinless, 100-lb. boxes | .... | 16 50 |
| Pollock, No. 1, 200-lb. barrel | .... | 14 00 |
| Boneless cod (2-lb.) | .... | 0 23 |
| PICKLED FISH | | |
| Herrings, Scotch cured, half bbl. | .... | 12 00 |
| Do., Scotia, barrel | .... | 12 00 |
| Do., half barrel | .... | 6 50 |
| Mackerel, barrel | .... | 25 00 |
| Salmon, B.C., 200 lbs. | .... | 25 00 |
| Labrador Salmon, barrels | .... | 26 00 |
| Sea Trout, 200-lb. barrels | .... | 23 00 |
| Turbot, 200 lbs. | 20 00 | 22 00 |
| Codfish, tongues and sound, lb. | .... | 0 13 |
| Eels, lb. | 0 16 | 0 17 |
| SMOKED FISH | | |
| Haddies, BXs, per lb. | 0 11 | 0 12 |
| Fillets | 0 17 | 0 18 |
| Bloaters, box | .... | 2 50 |
| Kippers | 2 15 | 2 50 |
| Digby Chicks, in bundles, per box | .... | 0 24 |
| Boneless Smoked Herring, 10-lb. box, lb. | .... | 0 22 |
| OYSTERS | | |
| Cape Cod, per barrel | 13 00 | 15 00 |
| Batouche, per barrel | .... | 14 00 |
| Malpeques shell oysters, choice, bbl. | .... | 18 00 |
| Do., XXX, bbl. | .... | 16 00 |
| Scallops, gallon | .... | 4 00 |
| Can No. 1 (Solids) | 2 50 | 3 00 |
| Can No. 3 (Solids) | 7 50 | 8 40 |
| Can. No. 5 (Solids) | 11 20 | 12 00 |
| Can No. 1 (Selects) | 2 40 | 3 00 |
| Can No. 3 (Selects) | 6 75 | 9 00 |
| SUNDRIES | | |
| Paper Oyster Pails, ⅛ per 100 | .... | 1 50 |
| Paper Oyster Pails, quart size, per 100 | .... | 2 25 |
| Crushed Oyster Shells, 100-lbs. | .... | 1 50 |

| Backs— | | |
|---|---|---|
| Skinned, rib, lb. | 0 44 | 0 45 |
| Boneless, per lb. | 0 50 | 0 52 |
| Bacon— | | |
| Breakfast, ordinary, per lb. | 0 40 | 0 45 |
| Breakfast, fancy, per lb. | 0 48 | 0 52 |
| Roll, per lb. | 0 29 | 0 30 |
| Wiltshire (smoked sides), lb. | 0 33 | 0 35 |
| Dry Salt Meats— | | |
| Long clear bacon, av. 50-70 lbs. | .... | 0 27 |
| Do., av., 80-90 lbs. | .... | 0 25 |
| Clear bellies, 15-30 lb. | .... | 0 28 |
| Sausages in brine, keg, 35 lbs. | .... | 7 35 |
| Fat backs, 16-20 lbs. | .... | 0 30 |
| Out of pickle prices range about 2c per pound below corresponding cuts above. | | |
| ing, per lb. | .... | 0 44 |
| Barrel Pork— | | |
| Mess pork, 200 lbs. | .... | 42 00 |
| Short cut backs, bbl. 200 lbs. | .... | 50 00 |
| Picked rolls, bbl., 200 lbs.— | | |
| Heavy | .... | 50 00 |
| Lightweight | .... | 60 00 |

Above prices subject to daily fluctuations of the market.

## *Cooked Meats Are a Little Slow*

**Toronto.**

COOKED MEATS.—Cooked meats are a little slow just now, and prices are steady as compared with a week ago.

| | | |
|---|---|---|
| Boiled hams, lb. | 0 47 | 0 50 |
| Hams, roast, without dressing, lb. | 0 50 | 0 52 |
| Shoulders, roast, without dress- | | |
| Head Cheese, 6s, lb. | 0 12 | 0 14 |
| Choice jellied ox tongue, lb. | .... | 0 55 |
| Jellied pork tongue | 0 49 | 0 50 |

Above prices subject to daily fluctuations of the market.

## *Butter Prices Steady and Firm*

**Toronto.**

BUTTER.—The butter market is unchanged, but very strong. Creamery prints are selling to the trade at from 67 to 70 cents per pound.

| BUTTER— | | |
|---|---|---|
| Creamery prints (fresh made) | 0 67 | 0 70 |
| Dairy prints, fresh, lb. | 0 58 | 0 60 |
| Dairy prints, No. 1, lb. | .... | 0 56 |

## *Stocks of Selects Are Getting Low*

**Toronto.**

EGGS.—The market for eggs is very strong. Stocks of selects are diminishing, and the price of them has advanced at from 66 to 67 cents per pound.

| EGGS— | | |
|---|---|---|
| No. 1 storage, doz. | .... | 0 61 |
| Selects | 0 66 | 0 67 |
| Special new laids, in cartons | 0 90 | 0 95 |

Prices shown are subject to daily fluctuations of the market.

## *Cheese Market Holding Strong*

**Toronto.**

CHEESE.—Large cheese is selling at from 31 to 32½ cents per pound, and the Stiltons at from 34 to 36 cents per pound.

| CHEESE— | | |
|---|---|---|
| Large | 0 31 | 0 32½ |
| Stilton | 0 34 | 0 36 |

Twins 1c higher than large cheese. Triplets 1½c higher than large cheese.

## *Margarine is Selling Freely*

**Toronto.**

MARGARINE.—Margarine is selling fairly brisk, the high prices of butter stimulating the sale of it. Prices are steady.

| MARGARINE— | | |
|---|---|---|
| 1 lb. prints, No. 1 | 0 36 | 0 37 |

# ONTARIO MARKETS

TORONTO, Jan. 2—The produce markets this week show few changes as compared with last. Selected eggs are becoming short and all quotations are at high levels. Fresh meats are steady, and provisions are selling well at unchanged figures.

## *Fresh Meats Are Unchanged*

**Toronto.**

FRESH MEATS.—Fresh meats are selling very freely at the present time, the sale of high-class meats and fowl for the Christmas trade having been very heavy. Prices are unchanged this week, as compared with last.

| FRESH MEATS | | |
|---|---|---|
| Hogs— | | |
| Dressed, 70-100 lbs., per cwt. | 22 00 | 24 00 |
| Live off cars, per cwt. | .... | 16 50 |
| Live, fed and watered, per cwt. | 16 25 | 16 50 |
| Live f.o.b., per cwt. | .... | 15 25 |
| Fresh Pork— | | |
| Legs of pork, up to 18 lbs | .... | 0 28 |
| Loins of pork, lb. | 0 35 | 0 37½ |
| Tenderloins, lb. | 0 47 | 0 48 |
| Spare ribs, lb. | 0 20 | 0 20½ |
| Picnics, lb. | 0 22 | 0 24 |
| New York shoulders, lb. | .... | 0 24 |
| Boston butts, lb. | .... | 0 30 |
| Montreal shoulders, lb. | .... | 0 25 |
| Fresh Beef—from Steers and Heifers— | | |
| Hind quarters, lb. | 0 22 | 0 30 |
| Front quarters, lb. | 0 12 | 0 20 |
| Ribs, lb. | 0 18 | 0 32 |
| Chucks, lb. | 0 12 | 0 16 |
| Loins, whole, lb. | 0 25 | 0 35 |
| Hips, lb. | 0 15 | 0 22 |

Cow beef quotations about 2c per pound below above quotations.

| | | |
|---|---|---|
| Calves, lb. | 0 20 | 0 29 |
| Spring lamb, lb. | 0 22 | 0 27 |
| Sheep, whole, lb. | 0 12 | 0 16 |

Above prices subject to daily fluctations of the market.

## *Provision Prices Are Steady*

**Toronto.**

PROVISIONS.—The market for provisions is active with no changes as compared with a week ago. Prices are holding at the levels that have prevailed now for some weeks.

| Lams— | | |
|---|---|---|
| Medium | 0 34 | 0 35 |
| Large, per lb. | 0 29 | 0 30 |
| Heavy | 0 28 | 0 29 |

| | | |
|---|---|---|
| Do., No. 2 | 0 34 | 0 36 |
| Do., No. 3 | 0 30 | 0 31 |
| Nut margarine, lb. | 0 34 | 0 35 |

## *No Change in the Lard Market*

**Toronto.**

LARD.—There is no change in the market for lard this week, the price holding at from 29 to 29½ cents per pound on the tierce basis.

LARD—

| | | |
|---|---|---|
| Tierces, 400 lbs., lb. | 0 29 | 0 29½ |

In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces.

## *Shortening Prices Holding Steady*

**Toronto.**

SHORTENING. — Quotations on shortening are steady, at from 27 to 28 cents per pound.

SHORTENING—

| | | |
|---|---|---|
| Tierces, 400 lbs. | 0 27 | 0 28 |

## *Smoked Fish Selling Freely*

**Toronto.**

FISH.—There is a very active demand for fish these days, the smoked and frozen varieties supplying the demand. Oysters, too, are having a very active sale. Prices show few changes.

| | | |
|---|---|---|
| **FRESH SEA FISH.** | | |
| Cod Steak, lb. | .... | 0 09 |
| Do., market, lb. | .... | 0 07 |
| Haddock, heads off, lb. | .... | .... |
| Do., heads on, lb. | .... | .... |
| Halibut, chicken | .... | .... |
| Do., medium | .... | .... |
| Fresh Whitefish | .... | .... |
| Fresh Herring | .... | .... |
| Flounders, lb. | .... | .... |
| Oysters, No. 1 can | .... | 3 40 |
| Do., No. 3 can | 9 50 | 9 80 |
| Do., No. 5 can | .... | 16 00 |
| Blue Point oysters, 800s | .... | 15 75 |
| Do., 1000s | .... | 14 00 |
| **FROZEN FISH** | | |
| Salmon, Red Spring | .... | 0 24 |
| Do., Cohoe | 0 20 | 0 22 |
| Do., Qualla | 0 11½ | 0 12 |
| Halibut, chicken | .... | 0 19 |
| Do., medium | .... | 0 21 |
| Do., jumbo | 0 19 | 0 20 |
| Whitefish, lb. | .... | 0 11 |
| Herring | 0 05 | 0 09 |
| Mackerel | 0 12 | 0 13 |
| Flounders | 0 10 | 0 11 |
| Trout | 0 17 | 0 18 |
| Pickerel, dressed | .... | 0 14 |
| Smelts | 0 11 | 0 16 |
| Fresh mackerel | .... | .... |
| **SMOKED FISH** | | |
| Haddies, lb. | 0 12 | 0 14 |
| Fillets, lb. | .... | 0 17 |
| Kippers, box | .... | 2 50 |
| Bloaters, box | .... | 2 60 |
| Ciscoes, lb. | .... | 0 18 |

## *Poultry Trade Continues Active*

**Toronto.**

POULTRY. — The after Christmas trade in poultry has been very heavy. Prices are much the same as before the holiday.

Prices paid by commission men at Toronto:

| | Live | Dressed |
|---|---|---|
| Turkeys, old, lb. | -$0 35 | -$0 45 |
| Do., young, lb. | - 0 35 | - 0 55 |
| Roosters, lb. | - 0 14 | - 0 19 |
| Fowl, over 5 lbs. | - 0 23 | - 0 27 |
| Fowl, under 3½ lbs. | - 0 22 | - 0 28 |
| Ducklings, 3½ lbs. up | - 0 25 | - 0 30 |
| Geese | - 0 18 | - 0 35 |
| Guinea hens, pair | - 1 25 | - 1 50 |
| Spring chickens, live.. | 0 20- 0 22 | 0 26- 0 30 |

Prices quoted to retail trade:—

| | Dressed | |
|---|---|---|
| Hens, heavy | .... | 0 32 |
| Do., light | 0 20 | 0 28 |
| Chickens, spring | 0 28 | 0 35 |
| Ducklings | 0 28 | 0 34 |
| Geese | 0 28 | 0 33 |
| Turkeys | .... | 0 60 |

## Building a Trade in Coffee

A few years ago we scarcely sold five pounds of coffee a month, and to-day we sell from 25 pounds a week up. Such was Teeter's, 616 Logan Ave., Toronto, reply to a query regarding the demand for the beverage in his neighborhood.

"This community is settled practically by English people who are connoisseurs so far as tea is concerned. Ever since we opened the business here we have sold a large quantity of tea, but coffee was seldom asked for. We carried a very fine blend, too, but our customers always received suggestions regarding coffee indifferently, or with the remark that they did not care for it at all.

'We had nearly given up hope of creating a trade in this particular line, when a certain firm put their own particular blend before the public in the form of samples. Their traveller called on me to inquire how much I intended ordering. I told him we did not intend putting in a stock of their package goods, as our own bulk coffee was equal, if not superior, to the line they were offering.

"People who had received their samples sometimes inquired for '—— coffee,' but we generally succeed in persuading them to try a sample of our bulk blend.

" 'Take it home and try it, and if you don't like it as well as ——'s, we will get the other in stock. At present we feel we are offering you a good article at a fair price, and we will guarantee that the quality will be uniform"—was the way we met these queries.

"People liked it, recommended it to their friends and came back for more.

"Did it affect our tea sales? Not a bit, but it made from five to ten coffee sales where one was before. That is a satisfactory increase, isn't it?"

### LARGE CONSUMPTION OF COFFEE DESPITE HIGH PRICES

Whether prohibition has or has not increased the use of coffee, it is at least a fact that the people of the United States are now consuming more coffee than has been their custom and paying far greater sums for it than ever before. A statement by the National City Bank of New York shows that the quantity of coffee brought into the United States in the calendar year 1919, will probably be greater than ever before, notwithstanding the fact that the cost is about three times as much per pound as formerly. The imports for the ten months ending with October approximate 1,140,000,000 pounds against 940,000,000 pounds in the same months of last year, and 1,122,000,000 pounds in the corresponding months of 1917, the former high record year in importation.

In fact, says the bank's statement, the people of the United States are consuming this year over one-half of the world's coffee crop. The total crop of the world for the coffee year 1918-19 is, according to the latest available figures, slightly less than 14,000,000 bags (of 132 lbs. per bag), while the quantity entering the United States in the ten months of 1919, for which figures are available, is slightly more than 8,000,000 bags, and while the quantity re-exported during the full year may reach a half million bags, it is apparent that the coffee consumption in the United States in the calendar year 1919 will be more than 50 per cent. of the world's production in the crop year 1918-19, which was, however, but 13,640 bags, against 18,847,000 in 1917-18.

#### U.S. Heavy Coffee Drinker

Per capita consumption, despite the fact that the cost is now nearly three times as great as formerly, is running very high, and may "break the record" in the calendar year 1919. The average consumption, which was slightly less than five pounds per capita in the period 1861-70; eight and one-half pounds per capita in the period 1891-5; about nine and one-half pounds per capita in the period 1906-12, has averaged over ten pounds per capita since 1912, and seems likely to be fully twelve pounds per capita in 1919, irrespective of the question of cost. The average import price of coffee according to the official figures of the Department of Commerce, was in August, 1919, the latest official record, 21.8c per pound, as against 9.4c per pound in August, 1918; these figures being the average wholesale price in the countries from which imported into the United States.

Brazil continues to be the chief source of coffee brought into the United States, the total quantity imported from Brazil in the eight months ending with August, the latest official figures, having been 493,000,000 pounds out of 883,000,000 pounds imported in that period, the next highest figure being that from Central America, 116,000,000 pounds, while Colombia supplied 88,000,000 pounds, Venezuela 83,000,000, and Mexico 26,000,000 pounds.

### *MR. DERY'S CREED*

*To serve little customers with same care as big.*

*To emphasize importance of display.*

*To provide modern equipment for many goods.*

*To treat patrons so they never will trade elsewhere.*

*To watch credit very closely.*

*To sell a better class of groceries.*

DAVIES QUALITY PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED TORONTO

# Win more trade with these Seasonable Lines!

GOOD, snappy-cold mornings, these,—eh? And what's better than a hot, savory breakfast of tender Pork Sausage? Introduce your customers to

## Davies' Pork Sausage

and build up a substantial sausage trade in your district. You've no idea how delicious Davies' Pork Sausages are—unless you have tried them yourself. Place a standing order for so many pounds weekly—and watch your sales and profits grow!

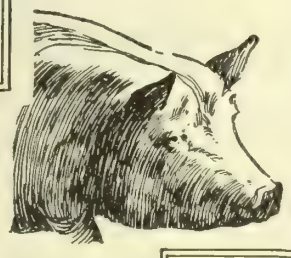
NOTHING makes the Provision Window look so bright and seasonable as a choice array of Davies Quality Hams—a line that sells all the time.

## Davies' Quality Hams

We can supply you with quick shipments of any kind of hams you want—S.P. or Smoked—and whether your order be large or small you can depend on us to give you real service. We have an unusually fine line of **Heavy** Hams just now that will interest you.

**Ask our Traveller—or Send us a Postcard To-day**

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO -- MONTREAL



# "Sealshipt Oysters"

## In Glass Jars

**Fresh from the Sea**
**To the Consumer**

# For your better class of trade

These choice northern grown oysters are put up in the best way we know how. They are strictly a quality proposition.

Sealshipt Oysters in glass jars are packed to a standard and not to a price. A lower price would necessarily mean a lower standard of quality and pack. We will not cheapen our product.

Oysters are not a necessity. The frequency of purchase is determined by the satisfaction experienced by the consumer when eating them. Hence the necessity of a definite standard of quality.

Refrigeration is absolutely necessary with these Sealshipt Oysters, in glass jars. As they are put up without the use of any preservative or adulteration—they **must not** be displayed as you would display canned goods or other bottled goods.

# Connecticut Oyster Co., Ltd.

CANADA'S EXCLUSIVE OYSTER HOUSE

50 Jarvis St. TORONTO

# An absolutely sure repeater

You don't want goods on your shelf that require a new customer for every package you sell. EASIFIRST has the quality that ensures a steady, year-in, year-out stream of sales. The more it's used the better it's liked. We absolutely know that.

Gunns LIMITED

WEST TORONTO

ANYTHING you sell that cuts down the cost of living will make firm friends for itself and—for you! EASIFIRST is not a mere substitute for butter or lard because it is as good as either—in some ways better—and sells at a much lower price. It's a real boon to the housewife. You'll quickly find this out when you start selling it.

## Have No Hesitation

in choosing

## 'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR : HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

## Dominion Spring Clothes Pins

An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

**The J. H. Hanson Co., Ltd.**
**244 St. Paul St. West, Montreal**

We manufacture all kinds of

## Box Shooks

And Can Guarantee Prompt Delivery

*Write or Wire for Prices*

**W. C. Edwards & Co., Limited**
Ottawa, Ontario

# WE THANK YOU

for your patronage during the past year and ask for a continuance of same during

# 1920

## Brunswick Brand Sea Foods

during the past year have made many new friends and to-day Brunswick Brand Goods are to be found in the best stores in

## Canada from Coast to Coast.

In the year 1920 it is our intention to use every effort to pack our Brunswick Brand Sea Foods so that it will be an easy matter for grocers everywhere to sell our goods quickly.

**Brunswick Brand Sea Foods are Packed in Canada in a clean, modern and up-to-date factory.**

***Make Brunswick Brand your Leader for the Coming Year***

# Connors Bros., Limited

BLACK'S HARBOR, N.B.

# Sell Aylmer Catsup

Now is the time to let your customers know that you have a supply of this

## Pure Tomato Catsup

It never fails to make satisfied and permanent customers—because of a definite superiority. It makes for rapid turnover and gratifying profits. Order now! Don't run low!

*If you cannot procure Aylmer Catsup from your jobber, write, phone or wire.*

**Glass Bottles**

Three sizes — 8 oz., 12 oz., 17 oz. All 2 dozen to case.

**Glass and Stone Jugs**

1 gallon—4 to crate.

**Dominion Canners, Limited, Hamilton, Canada**

# HELP YOURSELF TO A REPUTATION

**by buying a copy of**

## THE GROCER'S ENCYCLOPEDIA

**BY ARTEMAS WARD**

YOU will enjoy reading it, because you will find it the most interesting and entertaining book you ever saw—and the *result* will be that:

*YOUR BANK ACCOUNT* will profit, for the information acquired will save you money—and *YOUR REPUTATION* will be strengthened, because you will know so much more about foods, etc., than any of your competitors who do not possess the book. Your customers will be quick to notice the difference and will look up to you as an authority. *Such a reputation is very valuable and brings business.*

### SOME PRESS COMMENTS

THE GROCER'S ENCYCLOPEDIA is the most magnificent work of the kind ever published. Complete, authoritative and up-to-date information on every article handled by the grocery trade. Hundreds of trade "pointers" which are of practical value in buying, selling and caring for goods. An encyclopedia of all foods that you have ever seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

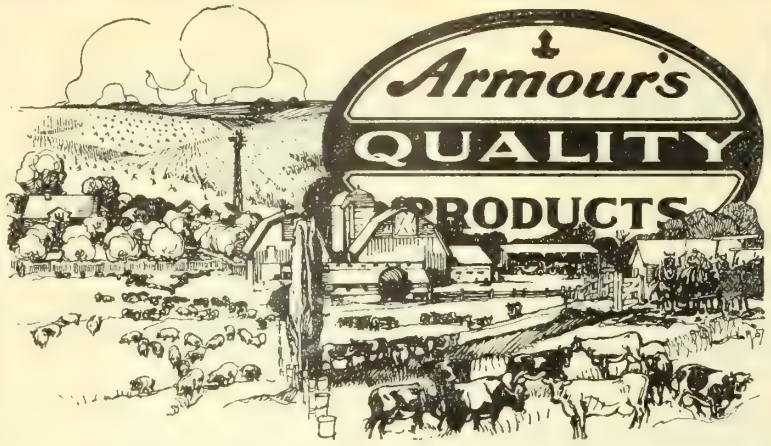
### MAKE YOURSELF A PRESENT OF A COPY.

1,200 subjects, 500 illustrations, 80 full-page color plates, 748 pages, 11 x 8½ inches in size, printed on heavy calendered paper and strongly bound in heavy buckram. *It cost more than* $50,000 *to produce,* but it sells for

**ONLY $10.50, DELIVERY PREPAID.**

**Send your order to Book Department**

**MacLean Publishing Co., 143 University Avenue, Toronto, Canada**




# Oval Label Quality Begins at the Source of Production

The Armour Oval Label takes the guesswork out of buying—on both sides of the counter. Armour Oval Label Quality begins at the source of production. Wherever the best foods are found, there Armour selects the choicest for you and your customers. The Armour Oval Label makes repeat sales absolutely certain.

For information regarding Armour Quality Products, write to your nearest Branch House or direct to us.

**ARMOUR AND COMPANY**

**General Offices and Plant:**
**Hamilton, Ontario**

**Branch Houses:**
**Toronto** **Montreal**
**Sydney, N.S.** **St. John, N.B.**

57 57

## HEINZ Quality Begins with the Seed

To insure the grocer and his customers of the consistently high quality of the "57 Varieties," the Heinz Company aim to control, as far as possible, the handling of all materials from the soil to the consumer.

For this purpose the Company has established 19 branch factories throughout the world, each situated in the midst of a region best suited by soil and climate to grow the best products of their kind. Prompt handling of the freshly gathered crops is thus made possible, with the result that the "57 Varieties" contain only the finest and freshest of fruits and vegetables.

Consequently the Heinz label on a food product is a badge of quality.

**H. J. HEINZ COMPANY**

*All Heinz goods sold in Canada are made in Canada.*

57 57

# Fresh Pork Sausage

Cold weather brings with it a bigger demand for pork sausage as a breakfast dish.

Let us put you down for daily or weekly shipment. Made fresh every day and under Government inspection.

F. W. FEARMAN CO.
LIMITED
HAMILTON

# UPTON'S PURE STRAWBERRY JAM

Luscious Red Ripe Fruit and Pure Granulated Sugar

In Glass Jars and in the Economical Two and Four pound Family Tins

# Quick Selling Products

It pays to display Upton's Jams and Marmalades in a prominent place and to tell your customers about them.

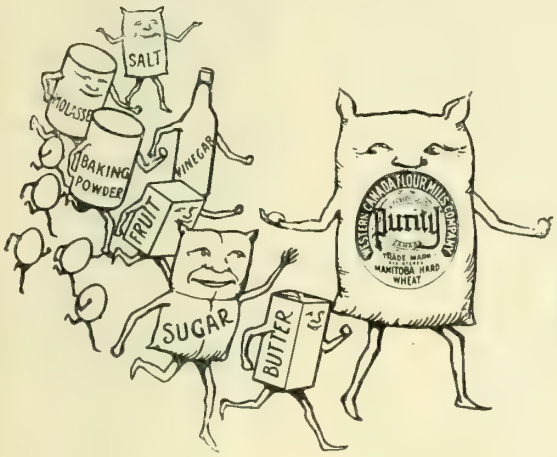
They never fail to satisfy. Repeat sales make for substantial profits.

The
**T. Upton Company**
Limited
Hamilton, Canada

*Selling Agents:*

S. H. Moore & Company, Toronto, Ont.
Gaetz & Company, Halifax, N.S.
P. H. Cowan & Company St. John's, Nfld.
Rose & Laflamme, Limited, Montreal, Que.
Schofield & Beer, St. John, N.B.
Scott Bathgate Co., Ltd. Winnipeg, Man.

# Flour Leads the Way




Ever think that when a woman wants to bake a batch of biscuits she needs a dozen other things beside the flour—things you can supply—things you *would* supply if you sold

## PURITY FLOUR

*The woman who wants purity Flour for her biscuits wants baking powder, sugar, salt, lard, butter. And when she serves her biscuits, likely she'll serve tea, jam, or marmalade, and other things, from the store where she got her Purity Flour.*

## Western Canada Flour Mills Co., Ltd.

**Head Office: Toronto, Ontario**

Branches at Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal, St. John, N.B., Courtenay.

# Short of Help? Too Bad!

Yet the man you need is somewhere —probably behind a counter or desk, and in the grocery business, wholesale or retail. He'll go to you if the call is loud enough.

Perhaps you can get him with a whisper. Never can tell what makes some men restless.

It's clearly up to you to use a dollar or two to advertise. Use CANADIAN GROCER—2 cents a word. If you know any better paper, use it.

All we know is that CANADIAN GROCER gets into **5,600** grocery stores and establishments all over Canada. No one daily newspaper—no other publication — can make, truly, the same statement.

The chances are that you'll find the man you want in a grocery store or office. If he's there now, and you get him, he'll probably be a trained man, and you'll get value out of him from the start.

Don't rest on one insertion. It isn't experience to get what you're after the first crack out of the box. The best men are hardest to budge.
Make your advertisement explicit.

Make it brief. Use a box number if you like. The big thing is to try, and try and try.

Our business is to carry your advertisement to likely men. It isn't our business to get replies for you. Yet the chances are that you'll get replies —first week of trying.

**Rates—2c per word first insertion, and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent in our care to a Box Number. Invariably in advance.**

**CANADIAN GROCER**

**143-153 University Avenue**

**TORONTO**


# QUOTATIONS FOR PROPRIETARY ARTICLES

**SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR**

### JAMS
**DOMINION CANNERS, LTD.**
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.
Screw Vac. Top Glass Jars, 16 oz. glass, 2 doz. case.

| | Per doz. |
|---|---|
| Strawberry | $4 60 |
| Currant, Black | 4 50 |
| Pear | 3 90 |
| Peach | 3 90 |
| Plum | 3 70 |
| Raspberry, Red | 4 50 |
| Apricot | 4 00 |
| Cherry | 4 30 |
| Gooseberry | 4 00 |

### "AYLMER" PURE ORANGE MARMALADE

| | Per doz. |
|---|---|
| Tumblers, Vacuum Top, 2 doz. in case | $2 30 |
| 12 oz. Glass, Screw Top, 2 doz. in case | 2 55 |
| 16 oz. Glass, Screw Top, 2 doz. in case | 3 25 |
| 16 oz. Glass, Tall, Vacuum, 2 doz. in case | 3 25 |
| 2's Tin, 2 doz. per case | 4 80 |
| 4's Tins, 12 pails in crate, per pail | 0 78 |
| 5's Tin, 8 pails in crate, per pail | 0 97 |
| 7's Tin or Wood, 6 pails in crate | 1 36 |
| 30's Tin or Wood, one pail in crate, per lb. | 0 20 |

### PORK AND BEANS
"DOMINION BRAND"

| | Per doz. |
|---|---|
| Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case | $0 85 |
| 1's Pork and Beans, Flat, Plain, 4 doz. to case | 0 92½ |
| 1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case | 0 95 |
| 1's Pork and Beans, Tall, Plain, 4 doz. to case | 0 95 |
| 1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case | 0 97½ |
| 1½'s (20 oz.), Plain, per doz. | 1 25 |
| Tomato or Chili Sauce | 1 27½ |
| 2's Pork and Beans, Plain, 2 doz. to the case | 1 50 |
| 2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case | 1 52½ |
| 2½'s Tall, Plain, per doz. | 2 00 |
| Tomato or Chili Sauce | 2 35 |

Family, Plain, $1.75 doz.; Family Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles

| | Per doz. |
|---|---|
| ½ Pts., Aylmer Quality | $1 90 |
| 12 oz., Aylmer Quality | 2 35 |
| | Per jug |
| Gallon Jugs, Aylmer Quality | $1 62½ |
| | Per doz. |
| Pints, Delhi Epicure | $2 70 |
| ½ Pints, Red Seal | 1 45 |
| Pints, Red Seal | 1 90 |
| Qts., Red Seal | 2 45 |
| Gallons, Red Seal | 6 45 |

BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal, Can.

### CONDENSED MILK
Terms, net, 30 days.

| | |
|---|---|
| Eagle Brand, each 48 cans | $9 80 |
| Reindeer Brand, each 48 cans | 9 35 |
| Silver Cow, each 48 cans | 8 60 |
| Gold Seal, Purity, each 48 cans | 8 45 |
| Mayflower Brand, each 48 cans | 8 45 |
| Challenge Clover Brand, each 48 cans | 7 95 |

### EVAPORATED MILK

| | |
|---|---|
| St. Charles Brand, Hotel, each 24 cans | $7 15 |
| Jersey Brand, Hotel, each 24 cans | 7 15 |
| Peerless Brand, small, each 24 cans | 3 15 |
| St. Charles Brand, Tall, each 48 cans | 7 25 |
| Jersey Brand, Tall, each 48 cans | 7 25 |
| Peerless Brand, Tall, each 48 cans | 7 25 |
| St. Charles Brand, Family, 48 cans | 6 25 |
| Jersey Brand, Family, each 48 cans | 6 25 |
| Peerless Brand, Family, each 48 cans | 6 25 |
| St. Charles Brand, small, each 48 cans | 3 20 |
| Jersey Brand, small, each 48 cans | 3 30 |
| Peerless Brand, small, each, 48 cans | 3 30 |

### CONDENSED COFFEE

| | |
|---|---|
| Reindeer Brand, large, each 24 cans | $6 50 |
| Reindeer Brand, small, each 48 cans | 6 50 |
| Cocoa, Reindeer Brand, large, each 24 cans | 6 25 |
| Reindeer Brand, small, 48 cans | 6 50 |

### W. CLARK, LIMITED, MONTREAL

Compressed Corn Beef—½s, $2.90; 1s, $4.80; 2s, $8.95; 6s, $31.75.
Lunch Ham—1s, $6.95; 2s, $13.85.
Ready Lunch Beef—1s, $4.80; 2s, $8.95.
English Brawn — ½s, $2.85; 1s, $4.35; 2s, $8.80.
Boneless Pig's Feet—½s, $2.85; 1s, $4.35; 2s, $8.80.
Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef-Ham Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Asst. Loaves — ½s, $2.50; 1s, $4.50.
Geneva Sausage—1s, $4.45; 2s, $8.75
Roast Beef—½s, $2.90; 1s, $4.80; 2s, $8.95; 6s, $31.75.
Roast Mutton—1s, $6.25; 2s, $11.75; square cans, $42.
Boiled Mutton—1s, $6.25; 2s, $11.75; 6s, $42.
Jellied Veal—½s, $3.35; 1s, $4.80; 2s, $9.25.
Cooked Tripe—1s, $2.95; 2s, $4.95.
Stewed Ox Tail—1s, $3.25; 2s, $4.45.
Stewed Kidneys—1s, $4.45; 2s, $8.45
Mince Collops—½s, $1.95; 1s, $3.85 2s, $6.75.
Sausage Meat—1s, $3.95; 2s, $7 95.
Corn Beef Hash — ½s, $1.90; 1s, $3.20; 2s, $5.80.
Beef Steak and Onions—½s, $2.90; 1s, $4.80; 2s, $8.90.
Jellied Hocks—2s, $9.35; 6s, $30.
Irish Stew—1s, $2.90; 2s, $5.80.
Cambridge Sausage—1s, $4.45; 2s, $8.75.
Boneless Chicken—½s, $6.95; 1s, $11.45.
Boneless Turkey — ½s, $6.95; 1s, $11.45.
Ox Tongue—½s, $4.95; 1s, $12.00; 1½s, $18.50;; 2s, $23.95; 3½s, $44.00; 6s, $60.00.
Lunch Tongue—½s, $4.90; 1s, $10.45.
Mince Meat (tins)—1s, $3.45; 2s, $5.45; 5s, $15.95.
Mince Meat (bulk)—5s, 28c; 10s, 27c; 25s, 26c; 50s, 26c.
Chateau Brand Pork and Beans with Tomato Sauce—Ind., $1.05; 1s, $1.65; 2s, $2.35; 3s, $3.50.

# CANADIANS MUST BE SQUARE

IN the course of an article in January issue of MACLEAN'S MAGAZINE (now on sale), Mr. Lloyd Harris, who was head of the Trade Mission to Great Britain, makes the important statement that "Canada must develop a high standard of commercial morality—she hasn't that standard now." This is a vitally important article, pointing out the tremendous opportunity for profitable trade in Europe that is open to Canada, but at the same time issuing a grave warning as to what we must do, and must not do, if we are to grasp the golden chance.

Mr. Harris shows the opening for permanent trade connections that has come about as the result of war conditions and the "sentimental preference" that Canada now has in Europe—a preference created by the record of our soldiers. His message is one that every Canadian should read—business man or workingman, exporter or laborer.

Other features found in January MACLEAN'S are:

## "Politics Under the Shadow"

Dominion politics are summed up by J. K. Munro in his usual pithy and unsparing style. He tells what is happening in Ottawa where the shadow of an impending farmer invasion hangs over everything.

## "The Birth of a Labor Party"

Up to the recent election in Ontario, Canada hadn't a real Labor party. As a result of the return of a solid group of Labor candidates, a new party may be said to have been born. J. L. Rutledge gives interesting sketches of the first Labor members.

## "The Woman's Court"

Mrs. Arthur Murphy (Janey Canuck), the first woman magistrate to sit on a bench in Canada, tells of the operation of the first Woman's Court.

## "A Woman on the Warpath"

Mrs. Nellie McClung, who has figured on the public platform more prominently than any other Canadian woman, tells interestingly of her experiences, particularly with regard to the campaign in Manitoba against the Roblin Government.

## Six Bright Stories by Well-Known Authors

**The Thread of Flame**—By Basil King.
**His Majesty's Well-Beloved**—By Baroness Orczy.
**Spanish Doubloons**—By Camilla Kenyon.
**The Fall Triumphant**—By C. L. M. Brown.
**The Empty Chair**—By Alice and Claude Askew.
**Winning a Post in Fur Land**—By Robert E. Pinkerton.

## Keep in Touch with the World

The world is being remade in these trying times and the man or woman who would keep up with the march of events, can do no better than read the "Review of Reviews" department in January MACLEAN'S, in which the best articles and most interesting selected from the periodicals of the world are reprinted in condensed form. Look at the list of articles in this department in January MACLEAN'S:

**Britain's Supremacy is Threatened**
**Japan is Fighting For Her Life**
**Admiral Reveals Vital Secrets**
**Germany is Still Dangerous**
**Can Life be Lengthened?**
**How Ole Hanson Was Elected**
**The Diamond Market Cornered**
**Balking Life's Handicap**
**Britain Must Remain Strong Military Power**
**The Song of the Bolsheviks**
**Political Chaos in Britain**
**The New Roosevelt**
**Death Rate Exceeds Births**
**Secrets of "Make-Up."**
**Revolution Brewing in Egypt**

*Over 350,000 Canadians Read*

# MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

***JANUARY ISSUE*** *Now On Sale At All News Dealers* **20c**

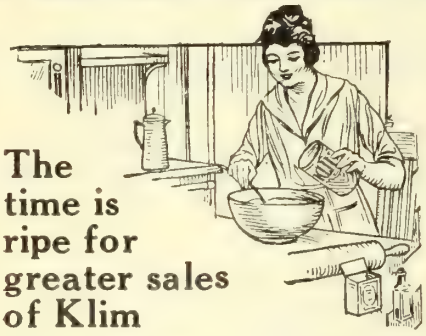
TRADE EXCELSIOR MARK

# CURLING BROOMS

Ours is in a class by itself, made very select for the curlers.
Selected basswood handles.
Selected corn.
Closely stitched.
Well balanced.

***Tough, Fine Corn***
***Can Ship from Stock.***

**J. C. SLOANE & CO.**
**Owen Sound Canada**



**The time is ripe for greater sales of Klim**

All your customers are worrying over the high cost of milk. They are looking for some way of reducing their milk bills.

**Sell Them Klim**

Klim provides all the necessary milk food, except butterfat, at less cost than it can be obtained in any other form. It is genuine, pure, powdered separated milk, good to the last fine particle in the tin.

Urge your customers to solve their milk problem economically by using Klim and a steady stream of Klim sales will flow over your counters.

**Canadian Milk Products Limited**
TORONTO

Winnipeg Montreal St. John

With Plain Sauce—Ind., 95c; 1s, $1.60; 2s, $2.30; 3s, $3.30.
Chateau Brand Concentrated Soups—Celery, $1.25; Consomme, $1.25; Green Peas, $1.25; Julienne, $1.25; Mutton Broth, $1.25; Ox Tail, $1.25; Pea, $1.25; Scotch Broth, $1.25; Chicken, $1.60; Mock Turtle, $1.25; Tomato, $1.45; Vermicelli Tomato, $1.30; Mulligatawny, $1.30; Soups and Boulli, 6s, $14.45.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s, talls, $2.75; 6s, $8; 12s, $16.
Plain Sauce, Pink Label—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s (talls), $2.75; 6s, $8; 12s, $15.
Chili Sauce (red and gold label)—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s, $2.75.
Vegetarian Baked Beans and Tomato Sauce—2s, $1.90.
Sliced Smoked Beef—½s, $2.45; 1s, $3.45; 4s, $24.
Canadian Boiled Dinner—1s, $2.45; 2s, $4.95.
Peanut Butter — ¼s, $1.90; ½s, $2.45; 1s, $3.40; in pails, 5s, 31c; 12s, 29c; 24s, 28c; 50s, 28c.

**HARRY HORNE & CO.,**
Toronto, Ont.

| | Per case |
|---|---|
| Cooker Brand Peas (3 doz. in case) | 4 20 |
| Cooker Brand Popping Corn (3 doz. in case) | 4 20 |

**B.C. HOPS**

| | |
|---|---|
| Dominion Brand, quarters, per short weight pound | 0 30 |
| Dominion Brand, halves, per short weight pound | 0 29 |
| Maple Leaf Brand, ¼ lb. packages, per full weight pound | 0 40 |
| Maple Leaf Brand, ½ lb. packages, per full weight pound | 0 39 |

**COLMAN'S OR KEEN'S MUSTARD**

| | Per doz. tins |
|---|---|
| D.S.F., ¼-lb. | $2 80 |
| D.S.F., ½-lb. | 5 30 |
| D.S.F., 1 lb. | 10 40 |
| F.D., ¼-lb. | .... |

| | Per jar |
|---|---|
| Durham, 1-lb. jar, each | $0 60 |
| Durham, 4-lb. jar, each | 2 25 |

**CANADIAN MILK PRODUCTS, LIMITED,**
Toronto and Montreal

**KLIM**

| | |
|---|---|
| Hotel | $20 00 |
| Household size | 9 00 |

F.o.b. Ontario jobbing points, east of and including Fort William.

**THE CANADA STARCH CO., LTD.**
Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.
Manufacturers of the Edwardsburg Brands Starches

| Laundry Starches— Boxes | Cents |
|---|---|
| 40 lbs., Canada Laundry | $0 10 |
| 100-lb. kegs, No. 1 white | 0 10½ |
| 200-lb. bbls., No. 1 white | 0 10½ |
| 30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. | 0 12 |
| 40 lbs., Benson's Enamel, (cold water), per case | 3 25 |
| Celluloid, 45 cartons, case | 4.70 |

Culinary Starch.

| | |
|---|---|
| 40 lbs., W. T. Benson & Co.'s Celebrated Prepared | 0 11¾ |
| 40 lbs. Canada Pure or Challenge Corn | 0 10¼ |
| 20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. | 0 16½ |

(20-lb. boxes, ¼c higher, except potato flour.)

**CROWN BRAND CORN SYRUP**

| | |
|---|---|
| 2-lb. tins, 2 doz. in case | 5 45 |
| 5-lb. tins, 1 doz. in case | 6 05 |
| 10-lb. tins, ½ doz. in case | 5.75 |
| 20-lb. tins, ¼ doz. in case | 5.70 |

(Prices in Maritime Provinces 10c per case higher.)

| | |
|---|---|
| Barrels, about 700 lbs. | 0 08¼ |
| Half bbls., about 350 lbs. | 0 08½ |

**LILY WHITE CORN SYRUP**

| | |
|---|---|
| 2-lb. tins, 2 doz. in case | $5 95 |
| 5-lb. tins, 1 doz. in case | 6 55 |
| 10-lb. tins, ½ doz. in case | 6 25 |
| 20-lb. tins, ¼ doz. in case | 6 20 |

(5, 10, and 20-lb. tins have wire handles.)

**GELATINE**

| | |
|---|---|
| Cox's Instant Powdered Gelatine (2-qt. size), per doz. | 1 50 |

**INFANTS' FOOD**
**MAGOR, SON & CO., LTD.**

| | Doz. |
|---|---|
| Robinson's Patent Barley— 1 lb. | $4 00 |
| ½ lb. | 2 00 |
| Robinson's Patent Groats— 1 lb. | 4 00 |
| ½ lb. | 2 00 |

**NUGGET POLISHES**

| | Doz. |
|---|---|
| Polish, Black, Tan, Toney Red and Dark Brown | $1 15 |
| Card Outfits, Black and Tan | 4 15 |
| Metal Outfits, Black and Tan | 4 85 |
| Creams, Black and Tan | 1 25 |
| White Cleaner | 1 25 |

**IMPERIAL TOBACCO CO. OF CANADA, LIMITED**
**EMPIRE BRANCH**

| | |
|---|---|
| Black Watch, 10s, lb. | $1 20 |
| Bobs, 12s | 1 00 |
| Currency, 12s | 1 00 |
| Stag Bar, 9s, boxes, 6 lbs. | 1 08 |
| Pay Roll, thick bars | 1 25 |
| Pay Roll, plugs, 10s, 6-lb. ¼ caddies | 1 25 |
| Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs. | 1 08 |
| Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes | 1 30 |
| Forest and Stream, tins, 9s, 2-lb. cartons | 1 44 |
| Forest and Stream ¼s, ½s, and 1-lb. tins | 1 50 |
| Forest and Stream, 1-lb. glass humidors | 1 75 |
| Master Workman, 2 lbs. | 1 12 |
| Master Workman, 4 lbs. | 1 12 |
| Derby, 9s, 4-lb. boxes | 1 08 |
| Old Virginia, 12s | 1 50 |
| Old Kentucky (bars), 8s, boxes, 5 lbs. | 1 25 |

**JELL-O**
Made in Canada

| | |
|---|---|
| Assorted case, contains 4 doz. | $5 40 |
| Lemons, 2 doz. | 2 70 |
| Orange, 2 doz. | 2 70 |
| Raspberry, 2 doz. | 2 70 |
| Strawberry, 2 doz. | 2 70 |
| Chocolate, 2 doz. | 2 70 |
| Cherry, 2 doz. | 2 70 |
| Vanilla, 2 doz. | 2 70 |

Weight, 8 lbs. to case. Freight rate second class.

**JELL-O ICE CREAM POWDERS**
Made in Canada.

| | |
|---|---|
| Assorted case, contains 2 doz. | $2 70 |
| Chocolate, 2 doz. | 2 70 |
| Vanilla, 2 doz. | 2 70 |
| Strawberry, 2 doz. | 2 70 |
| Unflavored, 2 doz. | 2 70 |

Weights, 11 lbs. to case. Freight rate second class.

**BLUE**

| | |
|---|---|
| Keen's Oxford, per lb. | $ 24 |
| In cases 12-12 lb. boxes to case | 0 25 |

**COCOA AND CHOCOLATE**
**THE COWAN CO., LTD.,**
Sterling Road, Toronto, Ont.

**COCOA**

| | |
|---|---|
| Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. | $5 25 |
| Perfection, ½-lb. tin, doz. | 2 75 |
| Perfection, ¼-lb. tins, doz. | 1 45 |
| Perfection, 10s size, doz. | 1 10 |
| Perfection, 5-lb. tins, per lb. | 0 42 |
| Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz. | 3 00 |
| Soluble Cocoa Mixture (Sweetened), 5 and 10-lb. tins, per lb. | 0 28 |
| (Unsweetened Chocolate) | |
| Supreme Chocolate, 12-lb. boxes, per lb. | 0 41 |
| Supreme Chocolate, 10c size, 2 doz. in box, per box | 1 90 |
| Perfection Chocolate, 10c size, 2 doz. in box, per box | 1 90 |

**SWEET CHOCOLATE** Per lb.

| | |
|---|---|
| Eagle Chocolate, ¼s, 6-lb. boxes | 0 32 |
| Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case | 0 31 |
| Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs in case | 0 32 |
| Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case | 0 33 |
| Diamond Crown Chocolate, 28 cakes in box | 1 10 |

**CHOCOLATE CONFECTIONS**

| | |
|---|---|
| Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. | $0 45 |
| Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. | 0 45 |

# VLIT

## THE TIME AND LABOR-SAVING FURNITURE POLISH

**V**lit
**L**essens
**I**ndoor
**T**oil

Prevents dry rot and fills hair cracks

Improves all woodwork

**Best and**

Sold only through the Wholesalers and Jobbers

R. C. HANNAN, Manager
(Formerly with Thomas J. Lipton)

VLIT
FURNITURE & AUTOMOBILE
POLISH
Velvet Finish Instantaneous,
Lighter Labour, Troubles Over.
VLIT is guaranteed to polish Paints, Varnishes, Enamelware, Pianos, Floors and Furniture. Also Burlap, Linoleum, Fancy Leathers and other things too numerous to mention.
VLIT does not contain one drop of acid which is the great destroyer of furniture.
VLIT prevents mud from adhering to automobiles.
VLIT makes old cars look new.
VLIT licks up dirt and polishes in one movement.
VLIT must make good or we will
Made in Canada
Direction-- Shake bottle, moisten lightly a soft clean cloth, rub briskly four or five movements are sufficient, when a brillant polish is the result DO NOT use a second cloth to polish.
The VLIT MFG. CO., Ltd.
MONTREAL

**V**elvet Finish
**L**ighter Labor
**I**nstantaneous
**T**roubles Over

A genuine furniture food

Contains no kerosene nor acids

Non-inflammable

**Goes Farthest**

**Order Today**

THE VLIT MANUFACTURING CO., LTD.
223 McGill St. MONTREAL
Main 4927

# OAKEY'S
## "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

**John Oakey & Sons, Ltd.**
*Manufacturers of*
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1., Eng.
*Agents:*
F. Manley, 33C Empress Offices, 354 Main Street, Winnipeg.
Sankey & Manson, 839 Beatty Street, Vancouver.

# GEORGIAN BAY APPLES

*We Invite Correspondence for Fall and Winter Supplies.*

# LEMON BROS.
**Owen Sound, Ont.**

# *SEASON 1919*

Many of the restrictions upon the exportation of our productions during the war have now been removed, and others are about to be rescinded.

We hope shortly to again be able to ship to our Canadian friends our

**"Old English Xmas Pudding," packed in tins and basins.**
**Silver Medal. Cream Stilton Cheese.**

*Particulars and enquiries from Hamblin Brereton, 256 Lemoine St., Winnipeg; Chapman, Montreal*

TUXFORD & NEPHEWS, MELTON MOWBRAY, ENGLAND

# Even One Half Hour

spent reading your trade paper is time well spent. Then pass it on to your assistant, and let it help him to help you.


# What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 2 cents per word for first insertion; 1 cent per word for subsequent insertions of the same ad. Box Number 5 cents extra.

| | |
|---|---|
| Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. | 0 45 |
| Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. | 0 45 |
| Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. | 0 45 |
| Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb. | 0 45 |
| No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. | 0 45 |
| Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. | 0 41 |
| Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. | 0 41 |
| No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. | 0 41 |
| No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, lb. | 0 41 |
| No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. | 0 36 |
| No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. | 0 41 |
| No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. | 0 36 |
| Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. | 0 60 |
| Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. | 0 60 |
| **NUT MILK CHOCOLATE, ETC.** | |
| Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per lb. | 0 46 |
| Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per lb. | 0 47 |
| Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb. | 0 43 |
| Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box | 2 35 |
| Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 32 boxes to case, per box | 2 50 |
| Fruit and Nut Milk Chocolate Slabs, per lb. | 0 42 |
| Milk Chocolate Slabs, with Assorted Nuts, per lb. | 0 43 |
| Plain Milk Chocolate Slabs, per lb. | 0 42 |
| **MISCELLANEOUS** | |
| Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz. | $5 50 |
| Maple Buds, fancy, ½ lb., 1 doz. in box, per doz. | 2 75 |
| Assorted Chocolate, 1 lb., ½ doz. in box, per doz. | 5 50 |
| Assorted Chocolate, ½ lb., 1 doz. in box, per doz. | 2 75 |
| Chocolate Ginger, full ½ lb., 1 doz. in box, per doz. | 4 35 |
| Crystallized Ginger, full ½ lb., 1 doz. in box, per doz. | 4 35 |
| Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per lb. | 0 46 |
| Triumph Chocolate, ¼s, 4-lb. boxes, 35 boxes in case, per box | 0 47 |
| Triumph Chocolate, ½-lb. cakes, 4 lb., 35 boxes in case, per lb. | 0 46 |
| Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross | 1 15 |
| 120—1c Milk Chocolate Sticks, 60 boxes in case | 0 80 |
| **5c LINES** Toronto Prices Per box | |
| Filbert Nut Bars, 24 in box, 60 boxes in case | $0 95 |
| Almond Nut Bars, 24 in box, 50 boxes in case | 0 95 |
| Puffed Rice Bars, 24 in box, 50 boxes in case | 0 95 |
| Ginger Bars, 24 in box, 50 boxes in case | 0 95 |
| Fruit Bars, 24 in box, 50 boxes in case | 0 95 |
| Active Service Bars, 24 in box, 50 boxes in case | 0 95 |
| Victory Bar, 24 in box, 60 boxes in case | 0 95 |
| Queen's Dessert Bar, 24 in box, 50 boxes in case | 0 95 |
| Regal Milk Chocolate Bar, 24 in box, 50 boxes in case | 0 95 |
| Royal Milk Cakes, 24 in box, 50 boxes in case | 0 95 |
| Cream Bars, 24 in box, 50 boxes in case, per box | 1 00 |
| Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box | 1 90 |
| **W. K. KELLOGG CEREAL CO.** | |
| Kellogg's Toasted Corn Flakes, Waxtite | 4 15 |
| Kellogg's Toasted Corn Flakes, Ind. | 2 00 |
| Kellogg's Dominion Corn Flakes | 4 15 |
| Kellogg's Dominion Corn Flakes, Indiv. | 2 00 |
| Kellogg's Shredded Krumbles. | 3 50 |
| Kellogg's Shredded Krumbles, Ind. | 2 00 |
| Kellogg's Krumbled Bran | 1 85 |
| **BRODIE AND HARVIES** | |
| XXX Self-Raising Flour, 6 lb. packages, doz. | $5 70 |
| Do., 3 lb. | 2 90 |
| Superb Self-Raising Flour, 6 lb. | 5 50 |
| Do., 3 lb. | 2 80 |
| Crescent Self-Raising Flour, 6 lb. | 5 60 |
| Do., 3 lb. | 2 85 |
| Perfection rolled oats (50 oz.) | 3 00 |
| Brodie's Self-Raising Pancake Flour, 1½ lb. pack., doz. | 1 50 |

**BLACKWOODS' BAKING POWDER**

| | Per doz. |
|---|---|
| 8-oz. tins, 4 doz. to case | $ 1 50 |
| 12-oz. tins, 4 doz. to case | 2 25 |
| 16-oz. tins, 4 doz. to case | 2 50 |
| Qt. Sealers, 1 doz. to case | 5 00 |
| 3-lb. tins, 1 doz. to case | 6 50 |
| 5-lb. tins, 1 doz. to case | 10 50 |

**CORDIALS**

| | |
|---|---|
| Black Cherry | St. Julien Claret |
| Mondego Port | Grape Vine |
| Hot Todd | Ginger Wine |
| Sloe Gin | Creme de Menthe |

Packed 1 doz. qts. to case.
Per case $4 50
Bulk, per gallon 1 85

**LIQUEURS**

| | |
|---|---|
| H. T. Special | Ginger |
| Creme deMenthe | Black Cherry |
| Hot Todd | Port |
| Grape | Claret |
| Sloe Gin | Trench Rum |

Packed 1 doz. qts. to cs. Per cs. $6 35
Bulk, per gallon 2 85

**CONCENTRATED FRUIT CIDERS**

| | |
|---|---|
| Orange | Cherry |
| Peach | Loganberry |
| Lemon | Strawberry |
| Grape | Raspberry |
| | Blackberry |

Per doz.
Packed 24, 2½-lb. tins to case. $7 20
Apple, pkd. 24, 2½-lb. tins to cs. 7 40

**EXTRACTS**

Blackwoods' Government Standard. All flavors. Per doz.—

| 2-oz. | 2½-oz. | 4-oz. | 8-oz. | 16-oz. |
|---|---|---|---|---|
| $1 75 | 2 00 | 3 25 | 6 75 | 11 25 |

Heather Brand. Fifty per cent. over Government Standard. Per doz.—

| 2-oz. | 2½-oz. | 4-oz. | 8-oz. | 16-oz. |
|---|---|---|---|---|
| $2 25 | 2 60 | 4 25 | 7 50 | 14 00 |

**OYSTER COCKTAILS** Per doz

Packed 5-doz. 4-oz. botts. to cs. $0 85

**OLIVES** Per doz

Queens, packed 24, 8 oz. to cs. $2 20
Queens, packed 24, 16 oz. to cs. 3 35
Pimento Stuffed, 24, 8 oz. to cs. 3 00
Pimento Stuffed, 24, 16 oz. to cs. 4 50

**BLACKWOODS' DE LUXE PICKLES**

| Ozs. | 10 | 16 | 18 | 20 | Qts. |
|---|---|---|---|---|---|
| Sr. Mix | 2.10 | 2.80 | 3.15 | 3.50 | 4.75 |
| Chow | 2.15 | 2.85 | 3.25 | 3.60 | 4.90 |
| Onions | 2.25 | 3.00 | 3.50 | 3.75 | 5.00 |
| Gherkins | 2.65 | 3.50 | 3.60 | 4.30 | 5.75 |
| Sw. Mix | 2.25 | 3.10 | 3.50 | 3.85 | 5.15 |
| Sw. Onions | 2.50 | 3.30 | 3.60 | 4.10 | 5.25 |
| Sw. Gherkin | 2.90 | 3.80 | 4.00 | 4.65 | 6.15 |

**PICKLES IN TINS** Per doz.

| | |
|---|---|
| Sr. Mix, 2½-lb. tins | $3 25 |
| Chow, 2½-lb. tins | 3 40 |
| Sw. Mix, 2½-lb. tins | 3 50 |
| Sr. Gherkin, 2½-lb. tins | 4 25 |
| Sw. Gherkin, 2½-lb. tins | 4 50 |
| Dills, 2½-lb. tins | 2 50 |
| Kraut, 2½-lb. tins | 1 90 |

**PICKLES IN BULK**

Spring Top Gallon Jars

| | |
|---|---|
| Sr. Mix | $1 15 |
| Chow | 1 25 |
| Sw. Mix | 1 40 |
| Dills | 1 00 |

| Pails | 1 gal. | 3 gal. | 5 gal. |
|---|---|---|---|
| Sr. Mix | $1 40 | $3 00 | $4 60 |
| Chow | 1 45 | 3 25 | 4 90 |
| Sw. Mix | 1 70 | 4 25 | 6 50 |

**RELISHES** Per doz.

| | |
|---|---|
| Horse Radish, 10-oz. bottle | $2 40 |
| English Picalilli, 8-oz. | 2 25 |
| East India Pickle, 8-oz. | 2 25 |

# 1920

How the years roll round. Don't they go fast? Whiz!!! and another one has come and gone—and what a lot takes place in a short year—particularly years such as the past few. Who would have believed it; When the armistice was signed nearly everybody thought that values were going to pot—stocks were likely to show us a heavy loss and what not. We ourselves were chasing around trying to find somebody to take our goods off our hands. Exporters in New York took over a number of canned and dried Fruit Contracts at steadily advancing prices, and in consequence of the incessant European demand values mounted to unthought of figures. After we had disposed of the bulk of our holdings, we awoke to the fact that values were fixed at a much higher basis than formerly---in other words the dollar was only worth about 50c. We should have been much better pleased if our own customers had reaped the advantage which ultimately accrued, but at the time we were congratulating ourselves that we had unloaded onto the unsuspecting European. Their buying was undoubtedly the main factor that helped steady the market and start off a prosperous year in the grocery line. Our boys will be out after your business again next week, and we will appreciate any favors which you may extend to them.

*WE WISH YOU ALL A HAPPY NEW YEAR*

**H. P. ECKARDT & CO**

**WHOLESALE GROCERS**

**CHURCH STREET & ESPLANADE TORONTO**

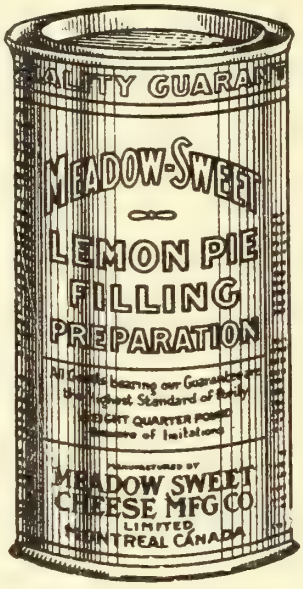
# RICE
# RICE FLOUR
# RICE MIDDLINGS

**Mount Royal Milling and Mfg. Coy., Limited**

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
*Agents*
MONTREAL

**1919** **1920**




A Year of Prosperity

Continued Prosperity

This is the year for big business. Canada is about to realize the greatest business boom she has ever known.

"Meadow Sweet" products will help you increase sales.

T. M. Sibbald & Sons, Toronto — Angevine & McLaughlin, Eastern Provinces — D. M. Doherty, Vancouver

**"Meadow Sweet" Cheese Mfg. Co. LIMITED**
MONTREAL

**The Norcanner Brand**

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

**Bravo Brand Sild Sardines**

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

*Your jobber can supply you.*

**NORCANNERS, LIMITED**
STAVANGER, NORWAY
American Headquarters:
105 Hudson Street, New York

Canadian Agents:
C. B. Hart Reg., Montreal — A. S. May & Co., Toronto — Donald H. Bain Co., Winnipeg

**PURE OLIVE OIL**

"PURITY" GENUINE ITALIAN OLIVE OIL

in gal., ½-gal, ¼-gal. attractive tins—the first and only shipment to arrive since the war in original containers. Owing to scarcity

We advise the trade to order immediately

"PASCO" SPANISH OLIVE OIL

in gallon, ½-gal., ¼-gal., ⅛-gal. tins. Also in 5-gal. plain tins, especially imported for trade desiring to bottle under own private labels.

**P. PASTENE & CO., LIMITED**
Importers and Exporters.
340 ST. ANTOINE STREET - - - MONTREAL, QUE.

**REX PRODUCTS**

are now being sold in all parts of Canada. Are you selling them?

Rex Cedar Oil
Rex Floor Wax — Rex Furniture Cream
Rex Washing Powder

Order from your Jobber or Wholesaler.

**REX CHEMICAL CO.**
*103 Wellington St., MONTREAL*

McDONALD ADAMS, WINNIPEG — S. H. MOORE & CO., TORONTO — KING & SOUTHCOT, VANCOUVER
GAETZ CO., HALIFAX — W. S. CLAWSON CO., ST. JOHN — J. N. DION, QUEBEC

## It's Popular With the Trade

Grocers in all parts of the country are enjoying good sales of our XXX Self-Raising Flour, it's here to stay.

## BRODIE & HARVIE'S XXX Self-Raising Flour

Will make delicious pastry, cakes, muffins, croquettes, etc. It's sure to please your trade. Be sure to recommend

**Brodie & Harvie's XXX Self-Raising Flour**

Order from your wholesaler.

**Brodie & Harvie, Ltd., Montreal**

---

We are receiving now daily shipments of California Vegetables:

## Celery
## Cauliflower
## Head Lettuce

Also Daily Shipments of

## Hothouse Tomatoes

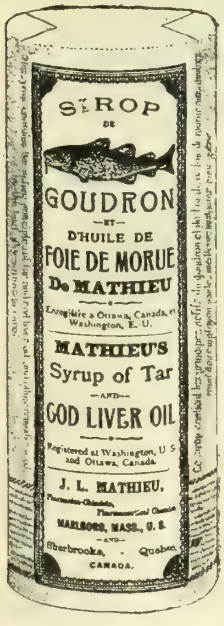
*Wishing Everyone a Happy New Year*

## WHITE & CO.

TORONTO

---

## MATHIEU'S SYRUP OF TAR AND COD LIVER OIL




This dependable remedy for coughs and colds is celebrated for its speedy, curative properties.

You can recommend it to your customers with absolute assurance of complete satisfaction.

There is a steady demand for a reliable cough remedy during these cold winter months. Why not ring up extra profits by selling Mathieu's line?

## J. L. Mathieu Co.

*PROPRIETORS*

SHERBROOKE - QUEBEC

---

## *It's Profitable Because—*

**100% PURE**

## COSGRAVE'S PURE MALT Vinegar

Better to sell this branded, bottled vinegar than the bulk article. No waste — no loss — no deterioration. Easily handled—makes fine display. Quality guaranteed.

**RETAILS**
**15c and 25c**

WELL ADVERTISED

**Write us or ask your jobber for trade prices.**

# A New Drink

# Champagne de Pomme

Made from the juice of Canadian apples. A most delicious and refreshing drink.

Put up in pints, bottles or splits.

Every grocery store in Canada can sell this delicious beverage.

Packed 2 doz. to the case.

Order from your wholesaler or direct to

## Cie Canadien Importations

**140 St. Catherine St. E., Montreal**

The delicious Concord flavor of

# Marsh's Grape Juice

is the customer's satisfying feature which assures quick turnover on its sale.

Other grocers find that profits are very liberal, which fact, together with quick turnover, means bigger business.

Start displaying Marsh's.

## The Marsh Grape Juice Company

**NIAGARA FALLS, ONT.**

Agents for Ontario, Quebec and Maritime Provinces

The McLaren Imperial Cheese Company Limited
Toronto and Montreal


# INDEX TO ADVERTISERS


A

Abbey Salt Co. ..... 22
Armour & Co. ..... 52
Aron & Co., Inc., J. ..... 3

B

Baker & Co., Ltd., Walter..... 64
Bain & Co., Donald H..... 14
Baird Ltd., Alex. ..... 14
Becquet & Co., Ch..... 18
Borden Milk Co. ..... 1
British Columbia Hop Co. ..... 12
Brodie & Harvie ..... 61

C

California Prune & Apricot Growers ..... 10
Campbell Brokerage Co..... 13
Canadian Fish & Cold Storage. 12
Canada Nut Co. ..... 13
Canadian Milk Co. ..... 56
Canadian Importations ..... 62
Channell Chemical Co. ..... Inside front cover
Clark Ltd., W. ..... 7
Clayoquot Sound Canning Co. . 13
Climax Baler ..... 63
Columbia Macaroni Co. ..... 13
Cockburn Co., F. D. ..... 16
Connors Bros. ..... 50
Connecticut Oyster Co..... 48
Cosgraves Pure Malt Vinegar.. 61

D

Davies Co., Wm. ..... 47
Des Brisay & Co., M..... 13
Deer Co., The A. J..... 10
Dodwell & Co. ..... 11
Dominion Canners, Ltd. ..... 51
Dominion Trading Co. ..... 18
Dominion Sales Co. ..... 18

E

Eckardt & Co., H. P..... 59
Edgett Ltd., E. ..... 13
Escott Co., Ltd., W. H. ..... 17
El Roi-Tan ..... 16
Estabrooks, T. H. ..... 21
Edwards & Co., W. C. ..... 49

F

Fearman, F. W. ..... 52
Fidelity Collection Agency.... 63
Freeman & Co., J. L..... 18
Furnivall-New Co. ..... 8

G

Gaetz & Co. ..... 18
Gauvreau, Paul F. ..... 18
Gillard & Co. ..... 63
Grant Co., C. H. ..... 13
Gray & Co., John ..... 8
Gunns Limited ..... 49

H

Harry Hall Co. ..... 12
Hanson Co., Ltd., J. H..... 49
Hargraves, Ltd. ..... 8
Henderson Brokerage, B. M.... 16
Heinz Co. ..... 52
Howe, McIntyre & Co..... 18
Huntley & Palmers, Ltd. ..... 9

I

Imperial Grain & Milling Co... 12

J

Joyce, S. H. ..... 18

L

Lemon Bros. ..... 57
Loggie, Sons & Co. ..... 17
Lund & Co., Peter ..... 13

M

McDavid & Co. ..... 18
McCormick Mfg. Co.....Back cover
McLay Brokerage Co. ..... 14
Macdonald Reg'd., W. C. ..... 4
Mackenzie, W. L. ..... 14
Macleod & Co., D. J. ..... 16
Maclure & Co., A. M..... 13
Maclure & Langley ..... 17
Magor, Son & Co., Ltd..... 22
Manley, F. ..... 13
Mann & Co., C. A. ..... 64
Marsh Grape Juice Co. ..... 62
Marshall, H. D. ..... 17
Mathieu & Co., J. L. ..... 61
Meadow Sweet Cream Cheese.. 60
Mickle, George T. ..... 64
Millman & Sons, W. H. ..... 17
Moore & Co., R. M. ..... 64
Morris & Co. ..... 19
Mount Royal Milling Co. ..... 60
Morris & Co. ..... 51

N

Nagle Mercantile Agency ..... 64
National Biscuit Co..... 11
Nelson, C. T. ..... 13
Norcanners, Ltd. ..... 60
North-West Trading Co., Ltd... 13

O

Oakeys & Sons, Ltd., John .... 57
Olivier & Co., G. F..... 64

P

Pacific Cartage Co. ..... 16
Pastene, P. ..... 60
Patrick & Co., W. G..... 17
Pennock & Co., Ltd., H. P..... 15
Perry & Co., H. L. ..... 15

R

Red Rose Tea ..... 21
Regina Cold Storage ..... 16
Rex Chemical Co. ..... 60
Rock City Tobacco Co. ..... Inside back cover
Rose & Laflamme ..... 18

S

St. Lawrence Flour Mills Co... 6
Salada Tea Co. ..... 19
Sarnia Paper Box Co. ..... 64
Scott-Bathgate Co., Ltd. ..... 16
Sibbald & Co. ..... 17
Sherer-Gillett Co., Ltd. ..... 55
Silcocks & Drew ..... 18
Smith & Proctor ..... 49
So-Clean, Ltd. ..... 64
Solman, C. M. ..... 18
Sloan & Co., John ..... 56
Star Brand Cotton ..... 11
Store-Helps Mfg. Co..... 64
Stevens-Hepner...Inside back cover

T

Thompson & Co., J. C..... 18
Toronto Salt Works..... 64
Toronto Pottery Works ..... 64
Trent Mfg. Co. ..... 64
Tuxford & Nephews ..... 57

U

Uptons Ltd. ..... 53

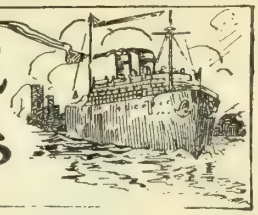
V

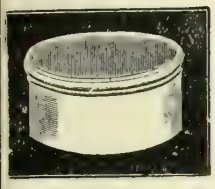
Vlit Mfg. Co. ..... 57

W

Wagstaffe, Limited ..... 6
Walker & Son, Hugh ..... 2
Wallace Fisheries, Ltd. ..... 11
Watson & Truesdale ..... 15
Welch Grape Juice Co...Front cover
Western Canada Flour Mills Co., Ltd. ..... 53
Western Transfer & Storage, Ltd. ..... 16
White & Co. ..... 61
White Cottell's ..... 64
Williams Storage Co. ..... 15
Wiley, Frank H. ..... 14
Woods & Co., Walter..... Inside back cover

# BUYERS' MARKET GUIDE
## Latest Editorial Market News





**STONEWARE**

Buy Now—Butter Crocks Jugs, Churns, Flower Pots etc. Ask for latest catalogue.

**The Toronto Pottery Co.**
Limited
Dominion Bank Bldg.
TORONTO

---

We are now located in our new and more spacious warehouse at

**60-62 JARVIS ST.**

**TORONTO SALT WORKS**

GEO. J. CLIFF

---

**WHITE-COTTELL'S**
*Best English Malt Vinegar*

**QUALITY VINEGAR**

White, Cottell & Co., Camberwell, London, Eng.

**Agent:**

W. Y. COLCLOUGH, 592 Kingswood Road
Beach 2170 Toronto

J. E. TURTON, Board of Trade Building, Montreal

OPPENHEIMER BROS., LTD.
Vancouver, B.C.

BAIRD & CO., Merchants, St. Johns

---

Order from your jobber to-day.

**"SOCLEAN"**

the dustless sweeping compound

**SOCLEAN, LIMITED**

Manufacturers TORONTO, Ontario

---

**Shuman Pricing Outfits**

for

Groceterias and Stores which price-mark their goods—we have the right system.

For full particulars write:

Store Helps Manufacturing Company
12 Sheppard Street, Toronto,
and
Calgary, Alberta.

---

**Olivier's Cream Toffee**

*5 cent* bars

**O.K.—Almond—Cocoanut**

The finest made

*Brokers*

Man. & Sask. - Watson & Truesdale
Calgary - Clarke Brokerage
B.C. - Robt. Gillespie & Co., Vancouver

**G. F. OLIVIER (the toffee man)**
MEDICINE HAT

---

**ROLLED OATS ARE VERY STRONG**

Quotations on rolled oats have already advanced on some markets, but no changes are reported in Montreal or Ontario prices as yet. However, all advices point to higher levels ruling before very long. The price of raw oats is steadily mounting and this condition is bound to be reflected in the quotations on rolled oats. The trade will be well advised to buy now at present prices, as new figures are bound to be named at an early date.

---

**CLIMAX PAPER BALERS**

ALL STEEL-FIREPROOF
*"Turns Waste into Profit"*
12 SIZES
*Send for Catalogue*
CLIMAX BALER CO.
Hamilton, Ont.

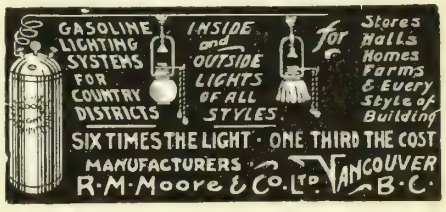
---

**FOR SALE**

Selected eggs, creamery butter, fancy dressed poultry. It will pay you to buy your supplies from

**C. A. MANN & CO.**
LONDON, ONT.
Phone 1577

---


GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES
for Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT · ONE THIRD THE COST
MANUFACTURERS
R·M·Moore & Co. Ltd. VANCOUVER B·C

---

**The SARNIA PAPER BOX CO., Ltd.**

SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk Pickles, Mincemeat, etc.

---

**BEANS**

Handpicked or Screened

*Ask for quotations*

**Geo. T. Mickle, Ridgetown, Ont.**

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

**The TRENT MFG. CO., LTD.**
TRENTON - - ONTARIO

---

**Fidelity Collection Agency Ltd.**

Canadian Bank of Commerce Bldg., Winnipeg

*Collections and Adjustments*

"We collect anything anywhere"

References: Can. Bank of Commerce and Molsons Bank

---

These one-inch spaces only $2.20 per insertion if used each issue in the year.

# Wanted

## Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

### SITUATIONS WANTED

EXPERIENCED LADY DESIRES POSITION in store. Village preferred. Apply Box 784, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED — BY TRAVELLER WITH GOOD connection, covering Maritime Provinces (one who can give results), agency on commission with reliable house. Box 786, Canadian Grocer, 158 University Ave., Toronto, Ont.

### Business Opportunities

WESTERN FIRM WITH WELL-ESTABLISHED chain mercantile stores requires partner able to take management of branch or office. Investment required $5,000 up; unlimited opportunity and good salary for right party; best references required and given—particulars. Box 756, Canadian Grocer.

### FOR SALE

ONE OF THE BEST COUNTRY GENERAL stores and stock in Grey County, stock about $10,000, annual turnover about $33,000, right on railway, stock well assorted and clean, buildings all in splendid shape. Possession right away. Box 53, Ceylon, Ont..

FOR SALE — GROCERY STOCK AND FIXtures, about $4,000; annual turnover about $40,000. Selling on account of ill health. Address Box 53, Ingersoll, Ont.

FOR SALE—FIRST-CLASS GROCERY BUSIness on Wellington Street, Sherbrooke, Que. Stock and Fixtures about $12,000. Apply Box 788, Canadian Grocer, 153 University Ave., Toronto, Ont.

1,000 ADVERTISING HEADLINES AND show card suggestions—a book of 32 pages full of live, snappy sentences for advertising headlines or show cards. Secure yours early and use it for your Christmas advertisements and show cards. Price $1.00. Ad. Specialty, Box 419, Antigonish, N.S.

### WANTED

WANTED—A PARTY TO TAKE HALF INTEREST in grocery and meat business, able to take full charge of either department, in live Ontario town. Apply to Box 898, Canadian Grocer, Toronto.

When writing to advertisers kindly mention this paper.


## Baker's Cocoa and Chocolate

REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

*MADE IN CANADA*

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.
Established 1780


Opportunities are offered every week on this page.

Are you making use of them?

## It Will Pay You

A. H. Mealing, formerly in the grocery business in Orillia, Ont., used this page to dispose of his business. He received 60 replies to his announcement. The want ad. page is read by merchants in every Province of Canada. Send along your wants. It paid Mr. Mealing; it will pay you too. Canadian Grocer, 143-153 University Avenue, Toronto.


## COLLECTIONS

By a competent organization which is wide-awake to the necessity of having these leakages stopped.
We can handle this proposition in a proper business like manner and guarantee satisfaction to all concerned.

Nagle Mercantile Agency
Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

KEYSTONE BRAND

SATISFACTION

Satisfied customers are your assurance of repeat orders. "Nugget" Brooms are giving complete satisfaction to thousands of women, who want a good quality broom of light weight.

NUGGET BROOMS

are in steady demand. If you aren't stocking them, you're losing customers and money.

For prices, etc., write

Stevens-Hepner Co., Limited
PORT ELGIN, ON .

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.

STEVENS-HEPNER CO., Limited
– PORT ELGIN, ONTARIO –

WRAPPING PAPER

Walter Woods & Co.
Hamilton - Winnipeg

KING GEORGE'S NAVY

CHEWING TOBACCO

Puts extra profit in your cash drawer

Get a stock of this popular chew working for you in a neat show case display and know what real tobacco profits mean.

The men like its unexcelled flavor and goodness — that's why every sale is a "repeat."

*Why leave all the extra business to the other fellow?*

Rock City Tobacco Co., Ltd.

½ Actual Size.

# *Best Goods*

*are*

# *Best Sellers*

# McCormick's
## Jersey Cream Sodas

**are the Best, because—**

*First:* We use the most exacting discrimination in our selection of baking materials.

*Second:* Jersey Creams are made under hygienic conditions. Our patrons are invited to inspect our factory where cleanliness is our watchword, and where daylight penetrates to every corner.

*Third:* Jersey Creams are packed in sealed packages. This preserves their original crispness and freshness. This is why McCormick's Jersey Creams are delightfully fresh, and deliciously good.

These are the goods that give you a quick turnover.

**The McCormick Mfg. Company, Limited, London, Can.**

**Branches ; Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, Port Arthur, St. John, N.B.**

134

1920 PRICE NUMBER

# CANADIAN GROCER

Member of the Associated Business Papers---Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE: TORONTO, JANUARY 9, 1920 No 2

Let your tobacco department
increase your sales and profits
by selling

**STAG**

**CHEWING TOBACCO**

*"Ever-lasting-ly Good"*

Its exceptional
quality pleases
all users.

*Handled by all the wholesale trade.*

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation.
Copy of report will be sent on request to anyone interested.

**Canadian Housewives Want COWAN'S COCOA**

We create a demand for Cowan's Cocoa through extensive and striking advertising. Housewives with their interest aroused want to buy it, and the dealer who carries it finds it in constant demand.

Once a housekeeper has tried COWAN'S COCOA she will accept no other. She uses it in a dozen different ways in making cakes, puddings and pies, and finds it delicious and economical. When she wants more, she returns to your store confident that you have it on hand.

***Made in Canada*** **THE COWAN COMPANY, LIMITED - TORONTO**

CANADIAN GROCER, published every Friday. Yearly subscription price, $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

# NO INTRODUCTION NECESSARY

The persistent advertising campaign carried on by the manufacturers of Borden Milk Products has made the name "Borden's" a household word throughout Canada. It is so well and favorably known in Canada that products bearing our name sell without urging.

The demand has been created. All the dealer needs to do is to direct a little attention to these "Leaders of Quality" and he will quickly realize the great advantages to be derived from constantly featuring lines whose merits have gained for them world-wide popularity.

If you have not as yet fully tested the selling value of the Borden Milk Products, get a supply now and prove for yourself the many attractive features attached to the stocking of this High Quality Line.

SIX CANADIAN FACTORIES

**The Borden CO., LIMITED**

**Leaders of Quality**

MONTREAL VANCOUVER

# Just Arrived From Norway

We have received for delivery *six carloads* of small, fat

## Norwegian Kippered Herrings

**and small smoked**

## Norwegian Herrings in Tomato Sauce

**100 x ½ lb. oval flat tins to case**

The quality of these goods is unsurpassed and they are guaranteed to be the finest Norwegian pack.

## "Norse Crown" Sardines

These delicious little Norwegian Sardines are carefully selected to insure the perfect condition of each individual fish. They are then lightly smoked and packed in the purest olive oil.

Connoisseurs of fish will greet this announcement with enthusiasm. Book your requirements at once.

**The Overseas Export & Import Co., Ltd., Norway**

Sole Agents for Canada and Newfoundland:

## Stewart Menzies & Company

**32 Front St. W. - Toronto**

# TO THE CANADIAN COFFEE INTERESTS

***We aim to fully give you 100% efficiency and service***

We are now preparing to obtain a large volume of the Canadian business in 1920 and the moral of our Santos organization will back every one of our efforts.

WE WISH TO START RIGHT. WE WISH TO MAKE RELIABLE SHIPMENTS!

WE WISH TO GAIN THE FAITH AND CONFIDENCE OF THE CANADIAN PEOPLE.

To warrant the uniformity of quality of coffee used in your mills, we suggest that you kindly mail us, with as little delay as possible, the types of any special coffee you are using, so that we in turn can forward them to our Brazilian House as types which you are using, and to which we may refer when shipments are made to you.

In other words, whenever you make us offers, same will be understood—IN ALL INSTANCES—to be as nearly as possible equal to your regular Santos types.

## J. ARON & COMPANY, Inc.

*Importers* COFFEE *Exporters*

**New York** **New Orleans** **Santos**
**Chicago** **London**

*Canadian Representatives:*

**A. T. Cleghorn, Vancouver**
**Nicholson-Rankin, Limited, Winnipeg**
**R. M. Griffin, Hamilton**
**Henry M. Wylie, Halifax**
**Alex. F. Tytler, London**
**Lind Brokerage Co., Toronto**

DIRECT SHIPPERS

# Field & Co

(FRUIT MERCHANTS) LTD
40-42 KING WILLIAM STREET,
LONDON, E.C.4. ENGLAND.

Cables: "Loudly, London"
Codes (Private): A.B.C. 4th and 5th Editions
Western Union and Bentleys

**There are plenty of fine fish in the sea, but the best of all Sardines are the**

# OBAYO REAL SARDINES

## *The Élite of the Sea*

(Packed in Pure Olive Oil)

STOCK Quality, Mr. Grocer, for successful business. The **Obayo Real Sardines** are of top-grade quality because **only** the finest selected sardines find their way into Obayo tins labelled gold and blue. Thus we are able to guarantee each tin to be of regular first-class quality. Moreover, the fish are packed in pure olive oil. Your enterprise requires big business in all your lines. Be quite certain of this:

**Obayo Real Sardines**

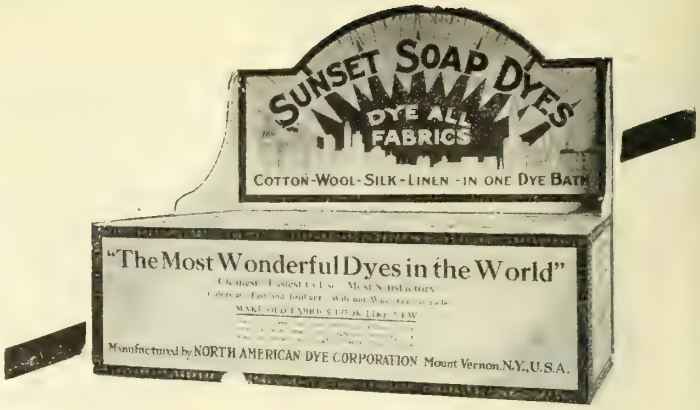
will bring

**BIGGER AND BIGGER**
**REDOUBLED AND REDOUBLED**
**SARDINE BUSINESS**

When next you order Sardines,
ORDER

**Obayo Real Sardines**

*Direct Importers:*
**FIELD & CO. (F.M.), Ltd.,**
40-42, King William St., London, E.C. 4


SUNSET SOAP DYES
DYE ALL FABRICS
COTTON-WOOL-SILK-LINEN - IN ONE DYE BATH
"The Most Wonderful Dyes in the World"
Manufactured by NORTH AMERICAN DYE CORPORATION Mount Vernon, N.Y., U.S.A.

# WHY CARRY MORE THAN ONE LINE OF HOME DYES

when with this attractive counter container properly filled you can supply 22 colors from dainty pink to jet black and navy blue.

These colors are permanent, will not run, fade, crock or wash out. Sunset is the only soap dye that will permanently dye silk, wool, cotton or mixed goods the same shade and depth of color in the same dye bath.

Dyes and cleans in one operation.
Will not stain hands or utensils.

**This Compact Attractive Container Sells**

# Sunset Soap Dyes

Selling at 15c, these dyes pay you more profit than any other home dye.

Extensively, truthfully advertised, Sunset is fast becoming the leading home dye. Are you getting your share of the sales and profits?

If you don't carry Sunset in stock—order a gross—now—in this sales stimulating container. Put it on your counter and watch the quick turnover. Sunset is a marvel in repeats.

Order from your jobber or write

**Harold F. Ritchie & Co., Inc.**
New York Toronto

NORTH AMERICAN DYE CORPORATION
LIMITED
Toronto, Canada Mount Vernon, N.Y.

# Telling Everybody About

# LANKA

IN launching our new selling campaign on Lanka Tea, we have played no favorites. Lanka is advertised in magazines, in newspapers, in farm papers. At all times in big space with striking illustrations and compelling text.

The aggregate circulation of these publications is over a million—multiply by five for the actual number of readers who will learn about Lanka Tea.

Then put in a generous stock of Lanka Tea to meet the demand. With the assurance that Lanka quality brings back every trial customer for a repeat order.

For Lanka Tea is positively the best the world produces—the finest grade of Ceylon's hill gardens. It is sold at the popular price of 75 cents a pound, to suit the pocketbook as well as the taste of a vast majority of tea buyers.

Lanka Tea is imported and packed by
WM. BRAID & COMPANY, Vancouver, Canada

Ontario Agents
S. H. MOORE & COMPANY
704 Excelsior Life Bldg., Toronto

BASKETS | BOXES / CRATES | VENEER

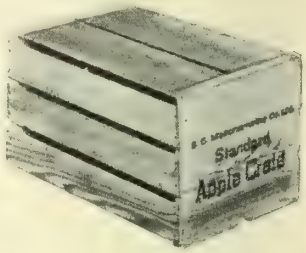
# WORTHY CONTAINERS

## are a necessity in marketing High Class Products

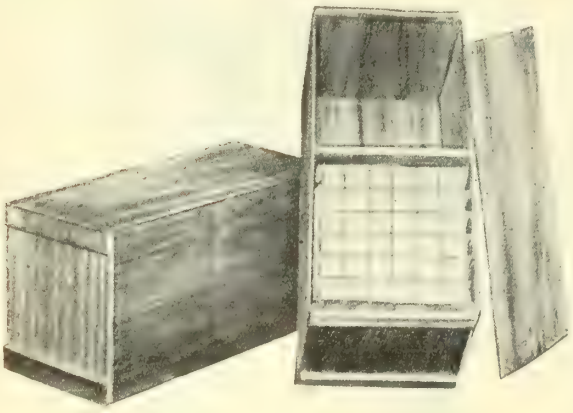
THE SUPERIOR QUALITY OF BRITISH COLUMBIA TIMBER IS WELL KNOWN

## THREE OF OUR LEADERS

For marketing apples there is no package to compare with the box as shown in accompany cut. British Columbia apples now have a reputation which is unequalled in the market, and a portion of this reputation can be fairly claimed for the boxes. Competition demands the use of the highest standard container for your products.




The accompanying cut illustrates our Standard Apple Crate, which is used for marketing the lower grade apples. Our facilities are the best for giving prompt and careful attention to all orders for this package.



### STANDARD COTTONWOOD EGG CASE

This case throughout is made from the famous Fraser Valley cottonwood, which do not confuse with inferior wood of the same name grown in other localities. After being cut by our up-to-date machines, it is thoroughly air dried. It then becomes one of the lightest and strongest of woods and is unequalled for cold storage purposes. This egg case cannot be surpassed. We are prepared to supply this case in carlots at short notice.

## British Columbia Manufacturing Co., Limited

NEW WESTMINSTER, B. C.

ONTARIO AGENTS

S. H. MOORE & COMPANY

704 Excelsior Life Building, Toronto — Illustrated Catalogue on Request

# CLARK'S

## PREPARED FOODS

We need scarcely remind you are all the year round SELLERS and a well ranged stock is always to your advantage.

## CLARK'S PORK & BEANS

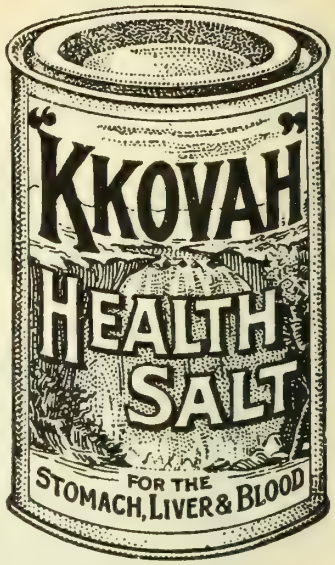
Move rapidly at this season. Be sure to have them when your Customer wants them.

***Study our list mailed you this week--It is worth while***

**W. Clark, Limited** **Montreal**

Clark's

# "KKOVAH" CUSTARD and "KKOVAH" HEALTH SALT




Two active sellers that will win you fine profits and complete customer satisfaction.

Their quality and reliability is famous with housewives everywhere in Canada. Stock up with these popular Khovah lines. Their reputation sells them.

**Sole Agents for Canada:**

## MACLURE & LANGLEY, LIMITED

WINNIPEG :: TORONTO :: MONTREAL

# *Big Business in Quebec and Eastern Provinces*

MANUFACTURERS

*if you want to market your Products in this rich territory, try our service. We guarantee to get distributions for you. Our travellers cover the country thouroughly.*

WRITE US TO-DAY WE CAN DO IT

## MARTIN M. SICHELL & CO. REGD.

*Merchandise Brokers*

212 McGEE STREET, MONTREAL

# Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

**Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to**

**Canadian Grocer Want Ads.** 143 University Avenue TORONTO

# Why 1920 Prices cannot tumble

THE general trend of prices on Spices, Coffees, etc., will either advance or remain firm for 1920. There cannot possibly be any avalanche and present indications point to a gradual advance.

Heavy demand, coupled with inadequate transportation facilities, the continuation of high wages for labor, the high prices demanded for raw material by growers and existing exchange difficulties all point to a firm market as the year rolls on.

Our advice, based on our strongest convictions and reliable information is—keep your stocks in good shape.

Grocers everywhere find our *Sweetheart* Brand and *Loyal* Brand Coffee two exceptionally popular lines. *Sweetheart* Brand Peanut Butter is also a remarkably fast seller. Don't fail to get our prices on Mustard, Spices, Baking Powder, etc., before ordering. They'll please you as much as our other products.

## The IXL Spice and Coffee Mills, Limited
## London, Ont.

Just a few of the nationally known products marketed in boxes manufactured by us

Only in British Columbia can we procure the clear, straight-grained timber to make the attractive packages shown.

You use the greatest care in designing the labels on your products - send them out in boxes that will do you credit.

*Let us submit quotations on*

# BOX SHOOKS

*for your particular requirement*

# The Pacific Box Co., Limited

**Vancouver, B. C.**

# You're Next!

The Board of Commerce attacked the Packers, and there was, on the whole, general rejoicing. The Packers were few—those who enjoy bacon many. Doubtless many—in ignorance of the facts—thought the Packers were "gouging."

Then one of the Commissioners criticized the farmers. It was a false step—a skid which he has probably lamented and has endeavored to repair, for it has lost him much popularity.

Now the Board of Commerce is setting prices for the retailer. It has dealt with some grocery lines—with clothing.

THE FINANCIAL POST brings out the dangers of the Board of Commerce's course. Dealing with this price fixing, THE POST'S expert writes:

> "For instance, the percentage of profit on bacon and boned ham is set at 20 per cent. The merchant naturally asks on what basis he is to reckon his 20 per cent., and there is nothing in the published report of the ruling to assist him. Does it mean 20 per cent. on the price he actually pays for the goods? That is probably the viewpoint that any court would take of the matter, yet as every sound merchant knows, 20 per cent. on a buying price is just 16 2-3 per cent. of the selling price, and it is only the profit on the selling price that represents the actual profit to the merchant.
>
> "The lowest cost of business for such retail stores is between 18 and 21 per cent., according to the class of business done. Take the cost of doing business at the modest average of 19 per cent. and on bacon selling for 60 cents a pound the retailer on the basis of profit outlined above loses 1 4-5 cents on every pound of bacon sold. If he slices the bacon he is permitted to take 2 cents a pound more; that would seem almost to let him out even.
>
> "There is, however, the large element of waste to be considered here; the ends of the ham or bacon must, of necessity, be a complete loss, which the merchant who slices his bacon has himself to meet. That the two cents per pound margin is pitifuly small to cover these items of loss is illustrated by the fact that the New York City fair price list sets the margin for slicing bacon at 5 cents a pound, believing that it requires that amount to cover the element of loss in the process."

If you are a grocer or a clothing merchant you want to follow the actions of this Board—to have the clear light of understanding brought home as THE POST brings it home. If you haven't been touched yet—well, **"You're Next"** and equally you require to be informed.

To this end subscribe for this business man's paper—

**THE FINANCIAL POST**

For its wide information on business—for its news on financial matters, but perhaps most of all for its sane, balanced viewpoint THE POST has value for you.

THE FINANCIAL POST dares to stand out against any popular, but unsound movement or action. Those who appreciate courage and conviction appreciate THE POST whether they always agree with it or not.

Make sure of THE FINANCIAL POST for 1920 now by filling in and returning this coupon.

**Subscription price $3.00 per year (52 issues)**

## THE FINANCIAL POST

143-153 UNIVERSITY AVE., TORONTO

MONTREAL WINNIPEG

Annual Subscription $3.00.

THE FINANCIAL POST OF CANADA,
143-153 University Ave., Toronto.

Please enter me a regular subscriber, commencing at once. I forward enclose $3.00 to pay for my subscription for the first year.

Name .....

Address .....

Please write plainly

# THE BISCUITS OF
# HUNTLEY & PALMERS, Limited
## READING AND LONDON

are renowned throughout the whole world as being the finest that are made, and unequalled both for quality and for keeping properties.
Amongst their greatest favourites are the following :—

| | |
|---|---|
| **BREAKFAST** | The most perfect type of unsweetened rusk. |
| **DIGESTIVE** | Made from selected meal. Short eating, highly nourishing and easily digested. |
| **DINNER** | Especially suitable for serving with soup or for use with butter or cheese. |
| **GINGER NUTS** | Unique, delicious and unrivalled. As popular now as in the days of our grandfathers. |
| **NURSERY** | An excellent food for children and invalids. For many years they have had a large and increasing consumption both in England and abroad. |
| **OSBORNE** | Often imitated — never equalled. Slightly sweet. |
| **PETIT BEURRE** | Favourites even when our parents were young. |
| **TEA RUSKS** | Very delicate and much appreciated at Afternoon Tea. |

***Representatives :***

NOVA SCOTIA and PRINCE EDWARD ISLAND
John Tobin & Co.
Matin Street, Halifax, N.S.

NEW BRUNSWICK
Angevine & McLaughlin
P.O. Box 5, St. John, N.B.

QUEBEC
Rose & Laflamme, Ltd.
500 St. Paul Street West, Montreal.

ONTARIO
The MacLaren Imperial Cheese Co., Ltd.
67 Front Street East, Toronto.

MANITOBA, SASKATCHEWAN and ALBERTA
W. Lloyd Lock & Co.
179 Bannatyne Avenue East, Winnipeg

BRITISH COLUMBIA
Kelly, Douglas & Co., Ltd.
Water Street, Vancouver, B.C.

NEWFOUNLDAND and LABRADOR
P. E. Outerbridge
P.O. Box 1131, St. John's, N.F.

# HUNTLEY & PALMERS, LIMITED
READING AND LONDON, ENGLAND

# BLACKWOODS

*"Here Since 1876"*

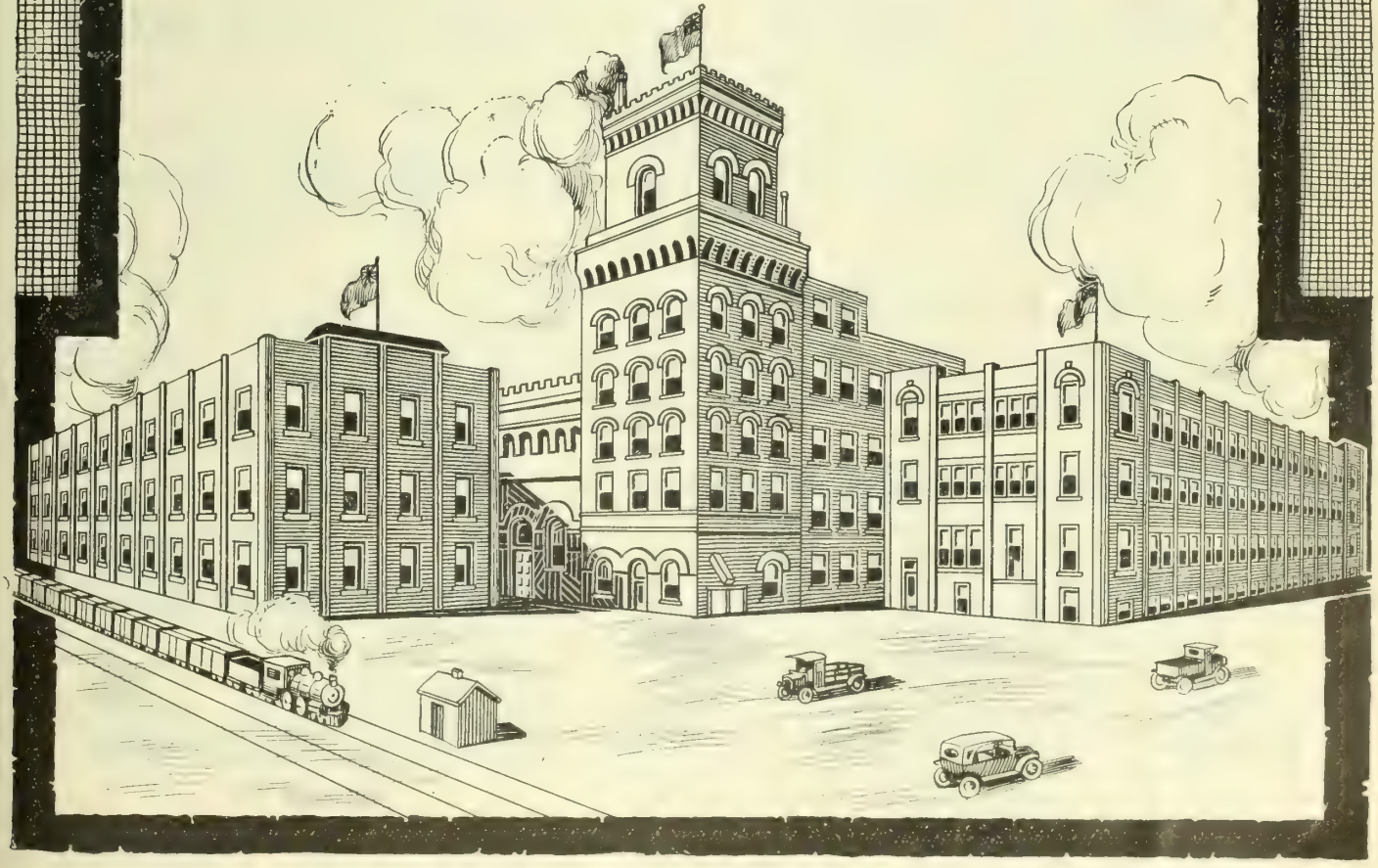
During this time we have grown with the West.

We have developed a line of products that has been a splendid source of supply to dealers in the West. The "B.B." products include—

| | |
|---|---|
| PICKLES | SAUCES |
| RELISHES | VINEGAR |
| TEMPERANCE DRINKS | VANILLA |
| "B.B." SAUCE | LIQUEURS |
| BAKING POWDER | FOUNTAIN SYRUPS |
| EXTRACTS | TEAS, Etc., Etc. |

**Ask your wholesaler. If he cannot supply you—ask us.**

## Blackwoods Ltd. Winnipeg, Man.



# ROBINSON'S
## Ice Cream Cones—Means Pure Cones

No colouring—no handling—from the flour and sugar bag to the box without being handled. 'Nuff said.

ROBINSON'S SPECIAL PURE CAKE
" Pure Cake
" Favorite Cone
ROBINSON'S CONE NO. 1
" Cone No. 2
" Wafers

Nothing just as good nor near as good. Prices and service compare favorable with any others.

Write for samples and prices to

**Maple Crispette Co., Limited**
**Montreal**

GENERAL SALES AGENTS east of the Great Lakes and British Columbia.

We are now opening offices in Toronto.

# POPCORN PRODUCTS

The famous "Maple Crispette" price bag

Write for Samples and Price List

Old Log Cabin
Maple Crispettes
Pop Corn Balls
Pop Corn Bricks
Pop Corn Cones
Pop Corn Rounds

Write for Samples and Price List

**Something New:**

***"TOOTSIE CRISPS"***

the best Pop Corn manufactured anywhere. We also sell "Popping Corn," finest quality only, guaranteed 90% popping test.

**Maple Crispette Co., Limited**
**Montreal**

# TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES. Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

**P. PASTENE & CO., LIMITED**
340 ST. ANTOINE STREET - - - MONTREAL, QUE.

# Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper, because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

# Sell Us Your

JUTE SUGAR
# —BAGS—
AND COTTON LINERS

We'll pay you the highest price for them in any quantities, small or large. Just gather them together to-day, tie them up and put a tag on them.

Scientific Reclamation of Commercial Waste
**E·PULLAN**
TORONTO

# WETHEY PRODUCTS

## ARE GOOD BUYING TO-DAY

Condensed Mince Meat

Bulk Mince Meats

Pure Jams

Pure Orange Marmalade

Mother's Blended Jams

Each a Leader in its Class

*Order from your Jobber.*

## J. H. WETHEY, LIMITED

St. Catharines, Canada

# BEAVER BRAND FINNAN HADDIE
# BEAVER BRAND MACKEREL

Lenten trade will soon be here and above lines are good sellers. Only limited quantity left and quality is guaranteed.

We consider prices Canned Fish will have advancing tendency. Materials are costing more, also the necessities of life, and we cannot see how any decline can take place. We advise placing order now.

*Prices on Application*

## J. W. WINDSOR, LIMITED
MONTREAL

## A Fish Department! Stocked With Watson's!!
### Two Good Ideas For This Fall

Every grocer has not the facilities to handle meats, but there is no reason why he could not stock our smoked and pickled fish, and sell every family at least once a week. Many families will buy pails of herring at a time.

| SMOKED | SPECIAL | PICKLED |
|---|---|---|
| Kippers<br>Bloaters<br>Boneless Herring<br>Herring Chicks | Feature Herrings in 10-pound pails. | Scotch Cured Herring in barrels, half barrels or pails. |

**The Possibilities in These Lines for You are Well Worth Investigating.**

Write for Particulars to

**Watson Bros. Fishing and Packing Co., Limited**
Vancouver

*Western Representatives*
Donald H. Bain & Co., Winnipeg

*Ontario Representatives:*
S. H. Moore & Company, Excelsior Life Bldg., Toronto

## The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

## Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

*Your jobber can supply you.*

**NORCANNERS, LIMITED**
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

Canadian Agents:
C. B. Hart Reg. Montreal
A. S. May & Co. Toronto
Donald H. Bain Co. Winnipeg

# DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

**Our agents are:**

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

**Dodwell & Co., Ltd.**

*Importers & Exporters*

VANCOUVER

# What Raisins Do You Sell?

Begin the New Year by taking an inventory of your raisin stock! You will have food for reflection. Especially if you are not stocking

## SUN-MAID RAISINS

Grocers who stock these extensively advertised Raisins and take advantage of our sales helps (FREE) find Sun-Maid a profitable brand to handle.

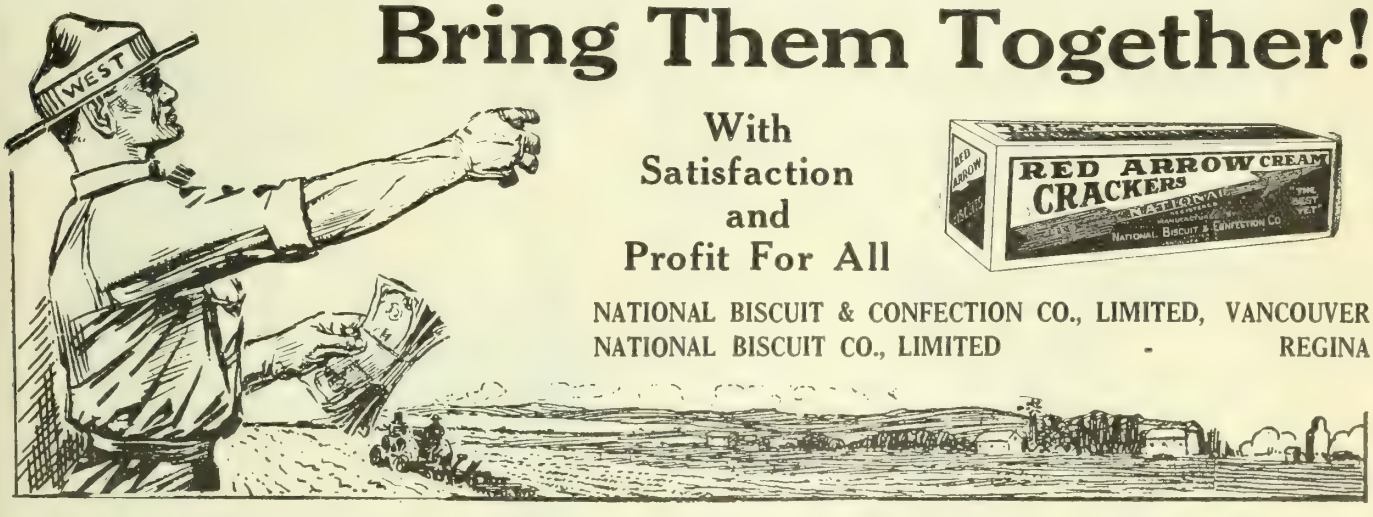
Our beautiful and compelling advertising appears in the leading national magazines that go into 8,000,000 homes—the homes of your customers. In these homes are 40,000,000 people for whom these women buy foods. It helps them solve the problem of serving new, delicious, and wholesome foods that are welcomed at the table.

Three varieties—Sun-Maid Seeded (seeds removed).
Sun-Maid Seedless (grown without seeds).
Sun-Maid Clusters (on the stem).

**California Associated Raisin Co.**

Membership 9,000 Growers
Fresno, California

# Bring Them Together!




**With Satisfaction and Profit For All**




NATIONAL BISCUIT & CONFECTION CO., LIMITED, VANCOUVER
NATIONAL BISCUIT CO., LIMITED - REGINA

**Though there is no Government Certificate of quality obtainable yet for Canned Goods, the buyer of Herrings can feel sure of getting the best Herrings packed by buying**

# WALLACE'S HERRINGS

**Wallace Fisheries Ltd. :-: Vancouver, B. C.**

# HOPS

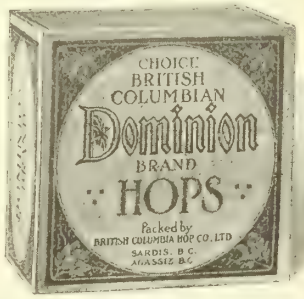
In Quarter and Half Pound
Full and Short Weight Packages

*BUY DIRECT FROM THE PRODUCER*

**BRITISH COLUMBIA HOP CO., LTD.**

Ranches located at
Sardis, Agassiz,
B. C.

*Head Sales Office:*
235 Pine Street
San Francisco,
California.




**Largest Hop Growers in Canada**

*Write for Prices—Samples*

AGENTS: For Western Canada—Donald H. Bain Co., Winnipeg, Man. Ontario—Raymond & Raymond, London, Ontario. Quebec and New Brunswick—Arthur P. Tippet & Co., Montreal, Quebec. Newfoundland—Globe Trading Co., St. John's, Newfoundland. Nova Scotia—Chisholm & Co., Ltd., Halifax, N.S.



*You can now make a substantial profit on*

# FLAT FISH SOLES, BRILLS

**Specify "Rupert" Brand to Your Wholesaler**

SPEED UP YOUR FISH DEPARTMENT

**It can be made the most profitable one in your store.**

Grocers everywhere are awakening to the value and the quick profits to be derived from handling "Rupert" Brand Fish. There is no waste time, no trouble when you handle "Rupert" Brand Frozen Fish. Caught in the clear, cold waters of the Northern Pacific Ocean, cleaned, headed, ready-to-cook and rapidly frozen in

***The World's Largest and Most Modern Fish Cold Storage Plant***

"Rupert" Brand Frozen Fish, Brills, Soles and Halibut will meet with your customers' quick appreciation.

**Retailers East of Winnipeg**
Procure your supply of "Rupert" Brand Fish from Toronto or Hamilton wholesale Dealers.

**Retailers of Winnipeg and Points West**
If you cannot get "Rupert" Brand Fish from your local wholesaler, please advise us.

**TO THE RETAIL TRADE:**
**Should there be any point on the handling or selling of "Rupert" Brand frozen fish, on which you desire information, please write us. We value your co-operation and stand ready to give you all possible support.**

**CANADIAN FISH & COLD STORAGE CO., LIMITED**
PRINCE RUPERT, BRITISH COLUMBIA



*A Pink Salmon*

**Caught in Salt Water Is Delicious**

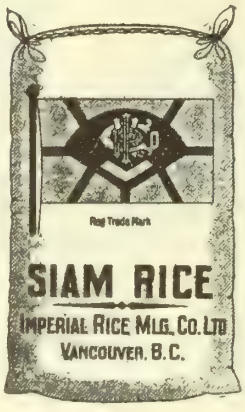
under

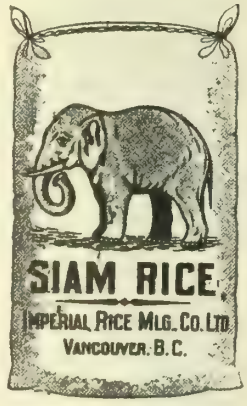
# HALL PINK
Brand

*With the Green Trade Mark*

# Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.




We are offering the best value in Rice on the Canadian market to-day.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

BRITISH COLUMBIA

## Squirrel Brand PEANUT BUTTER

**M. DESBRISAY & CO.**
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

**C. T. NELSON**
Grocery Broker and Manufacturers' Agent
105 Hibben-Bone Bldg., Victoria, B.C. In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER.

**PETER LUND & COMPANY**
MANUFACTURERS AGENTS
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
*Interested manufacturers please communicate*
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C

Say you saw it in Canadian Grocer, it will identify you.

**W. H. Edgett Ltd.**
Vancouver
Canada
Importers — Exporters
Car Lot Handlers: Beans, Nuts, Potatoes

Say you saw it in Canadian Grocer, it will identify you.

EVERY MORSEL EDIBLE, AND DEL CIOU

## ALBATROSS PILCHARDS

are not weighed in the scales
THEY'RE SCALED FIRST

Clayoquot Sound Canning Co., Ltd.
VICTORIA
AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
J. L. Beckwith, Victoria, B. C.

## *QUAKER BRAND GOODS WILL PAY*

An interesting and we believe demand-creating newspaper advertising campaign is starting in the West.

**We will need the Grocers' co-operation.**

**DOMINION CANNERS B.C. LTD.**
Vancouver, B.C.

## OLIVE OIL

PRICES ARE ADVANCING

*ORDER NOW*

"Purity" Italian Olive Oil
"Pasco" Spanish Olive Oil
*Quality Guaranteed*

**P. Pastene & Co. Limited**
340 St. Antoine St. Montreal, Que.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

**A. M. Maclure & Co.**
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

**THE McLAY BROKERAGE CO.**
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
*Take advantage of our Service*
WINNIPEG MANITOBA

**ALEX. BAIRD LTD.**
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

**W. L. Mackenzie & Co., Ltd.**
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

**C. H. GRANT CO.**
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

**F. MANLEY**
Manufacturers' Agent
42 Sylvester-Willson Building
WINNIPEG

Mention This Paper When Writing Advertisers.

**FRANK H. WILEY**
Mfrs. Agent and Importer
Groceries and Chemicals
Bakers' and Candy Manufacturers' Supplies
533-537 Henry Ave., Winnipeg

# Donald H. Bain Co.

## WHOLESALE GROCERY COMMISSION AGENTS

### Herewith are Some Facts on Product Marketing

We have a highly-specialized, keen brained staff of untiring sales promoters. We have your interests at heart, every hour of the day the moment you enlist our services. We have an enviable record of results, with satisfied customers to prove it.

Should you have a product that has not been successfully marketed, we are especially trained to market it in the Western field, in a way that it has never before been marketed—with the paramount of success.

**Get in touch with us.**

## Head Office: WINNIPEG

**Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER**

ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN CANADA

MANITOBA
SASKATCHEWAN

*Wholesale Grocery Commission Brokers*

ALBERTA
WESTERN ONTARIO

## H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

*We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.*

## The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for SERVICE.

**Williams Storage Co.**
WINNIPEG
and
Winnipeg Warehousing Co.

## Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRI-
BUTION

"Always On The Job"

## The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

**As your Selling Agents, we can make a big success of your Account.**

STORAGE DISTRIBUTING FORWARDING

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN CANADA

## SCOTT-BATHGATE CO., LTD.

**Service | Reliability | Integrity**

We have founded our business on these three corner stones—Service, Reliability, Integrity. These are the secret of our success in marketing goods in the West.

If your line does not conflict we can give you the same service.

**Scott-Bathgate Co., Ltd.** Wholesale Grocery Brokers and Manufacturers' Agents **149 Notre Dame Ave. E., Winnipeg**

## F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. Pugsley Dingman & Co., Ltd. John Taylor & Co. and John Bull Mfg. Co.

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

## The Regina Cold Storage & Forwarding Co. Ltd.

**Regina - Saskatchewan**

COLD STORAGE WAREHOUSING CAR DISTRIBUTION

ALBERTA

### D. J. MacLeod & Co.

Manufacturers' agents and grocery brokers, 1076 One Hundred and First St., Edmonton, Alberta, and 215 Tenth Ave., W., Calgary, Alberta, open for new lines for Alberta. We do detail work.

### B. M. Henderson Brokerage, Ltd.

Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)

Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables.

### Calgary Storage & Cartage Co., Limited

Warehousing and Distributing Our Specialty

Office: 304 11th Ave. East
CALGARY, ALTA.

WHEN WRITING TO ADVERTISERS KINDLY MENTION NAME OF THIS PAPER

### PACIFIC CARTAGE CO.

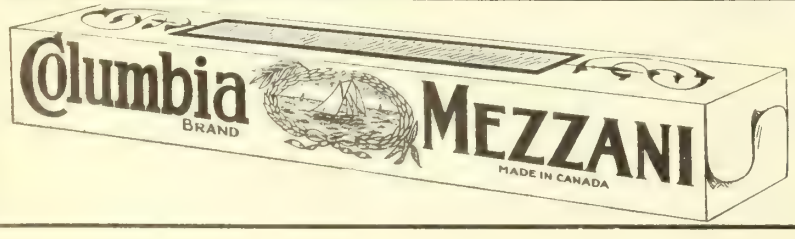
C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

*Distribution of Cars a Specialty*

Storage and Forwarding Prompt Service

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS




## MACARONI

The pure food that builds Muscle and Bone at small expense.

*The Meat of The Wheat*

Manufactured by the

**Columbia Macaroni Co., Limited**

LETHBRIDGE, ALTA.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

**T. M. SIBBALD & SON**
*GROCERY BROKERS*
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

**MACLURE & LANGLEY**
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

**J. K. McLauchlan**
Manufacturers' Agent and Grocery Broker
Biscuits, Confectionery, Jams, Cereals, Grocery and Drug Specialties
45 FRONT ST. EAST, TORONTO

**H. D. MARSHALL**
*Wholesale Grocery Broker*
OTTAWA MONTREAL HALIFAX

**W. G. PATRICK & CO.**
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

**W. G. A. LAMBE & CO.**
TORONTO
Established 1885
SUGARS FRUITS

# EL ROI-TAN PERFECT CIGAR

ESTABLISHED 1899

## We Cover the West

SIX BRANCHES with SERVICE that SATISFIES

We have 20 SCIENTIFIC SPECIALTY SALESMEN

Who are anxious to introduce your lines

W.H. ESCOTT Co. Limited

WINNIPEG, MAN.
Saskatoon, Sask.
Regina, Sask.

Calgary, Alta.
Ft. William, Ont.
Edmonton, Alta.

Wholesale Grocery Brokers and Importers

*Consignments solicited.* *Write or wire us.*

## Sell the Best

"BETTER be sure than sorry." OCEAN Blue is the highest standard attainable in a Laundry Blue.

True, it sells at only a few cents a packet, but nothing has been sacrificed to bring it down to a popular price.

As you want to please ALL your customers sell them

# OCEAN BLUE

In Squares and Bags

*Order from your Wholesaler.*

HARGREAVES (CANADA) Limited
The Gray Building, 24 & 26 Wellington St. W., Toronto.

Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton For British Columbia and Yukon: Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

**QUEBEC**

**ROSE & LAFLAMME**
LIMITED
*Commission Merchants*
*Grocers' Specialties*
MONTREAL TORONTO

**PAUL F. GAUVREAU**
WHOLESALE BROKER
Flour, Feeds and Cereals
84 St. Peter Street, - QUEBEC
If you need potatoes wire or write me for prices. Will quote good prices delivered your Station.

**WANTED**
Agencies for food products for the City of Montreal, best references.
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

**BRITISH GUIANA**
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
*Manufacturers' Representatives*
41 Robb Street, Georgetown, Demerara, British Guiana
*Exporters:* Cocoanuts, Coffee, Rice, Cocoa.

**EPPS COCOA**
*From now on*
J. C. Thompson Co. Montreal
F. E. Robson Co. Toronto

Established 1889
**HOWE, McINTYRE Company**
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL .·. CANADA

CANADA'S EXPORT TRADE
Should be developed "more than ever"
The above is from a speech by C. C. Ballantyne, Minister of Marine.
Get in touch with Europe's largest buyers through
O. M. SOLMON
Commission Merchant
Importer and Exporter
4492 St. Catherine St. W., MONTREAL

**You Try This**

When you desire any information on matters pertaining to the trade it will be gladly furnished free upon application through the columns of this paper. If you enclose stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

**J. L. FREEMAN & CO.**
*Wholesale Grocery Brokers*
ROOM 122 BOARD OF TRADE BUILDING - Montreal

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

**AGENCIES WANTED**
For Food Products, Confectionery, etc. For the Dominion. Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

**Manufacturers' Agents**
with an energetic sales force covering all Eastern Canada, selling to wholesalers, want lines of canned goods, jams or any other similar lines on commission basis. Address **Dominion Sales Company**, 412 Birks Bldg., Montreal.

**MARITIME PROVINCES**

**GAETZ & CO.**
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

**Dominion Spring Clothes Pins**

An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

**The J. H. Hanson Co., Ltd.**
**244 St. Paul St. West, Montreal**

**REX PRODUCTS**
are now being sold in all parts of Canada. Are you selling them?
Rex Cedar Oil
Rex Floor Wax Rex Furniture Cream
Rex Washing Powder
Order from your Jobber or Wholesaler.
**REX CHEMICAL CO.**
*103 Wellington St., MONTREAL*

| | | |
|---|---|---|
| McDONALD ADAMS WINNIPEG | S. H. MOORE & CO. TORONTO | KING & SOUTHCOT VANCOUVER |
| GAETZ CO. HALIFAX | W. S. CLAWSON CO. ST. JOHN | J. N. DION QUEBEC |

# The Maximum of Quality

# "SALADA"

Tea, for twenty-seven years, has served the public with unequalled quality. Its reputation for reliability in purity and fine flavor has won the public confidence and the enormous demand makes selling easy. There is no uncertainty in handling "SALADA;" both the sale and profit is sure and every pound you sell advertises you as a dealer in "Quality." Make "SALADA" the leader in your Tea Department and see what it will do for you.

## "SALADA" Tea Company of Canada, Ltd.

TORONTO - MONTREAL

# JAMS
# MARMALADES
# PEELS

## John Gray & Co., Ltd., Glasgow

**Established over a Century**

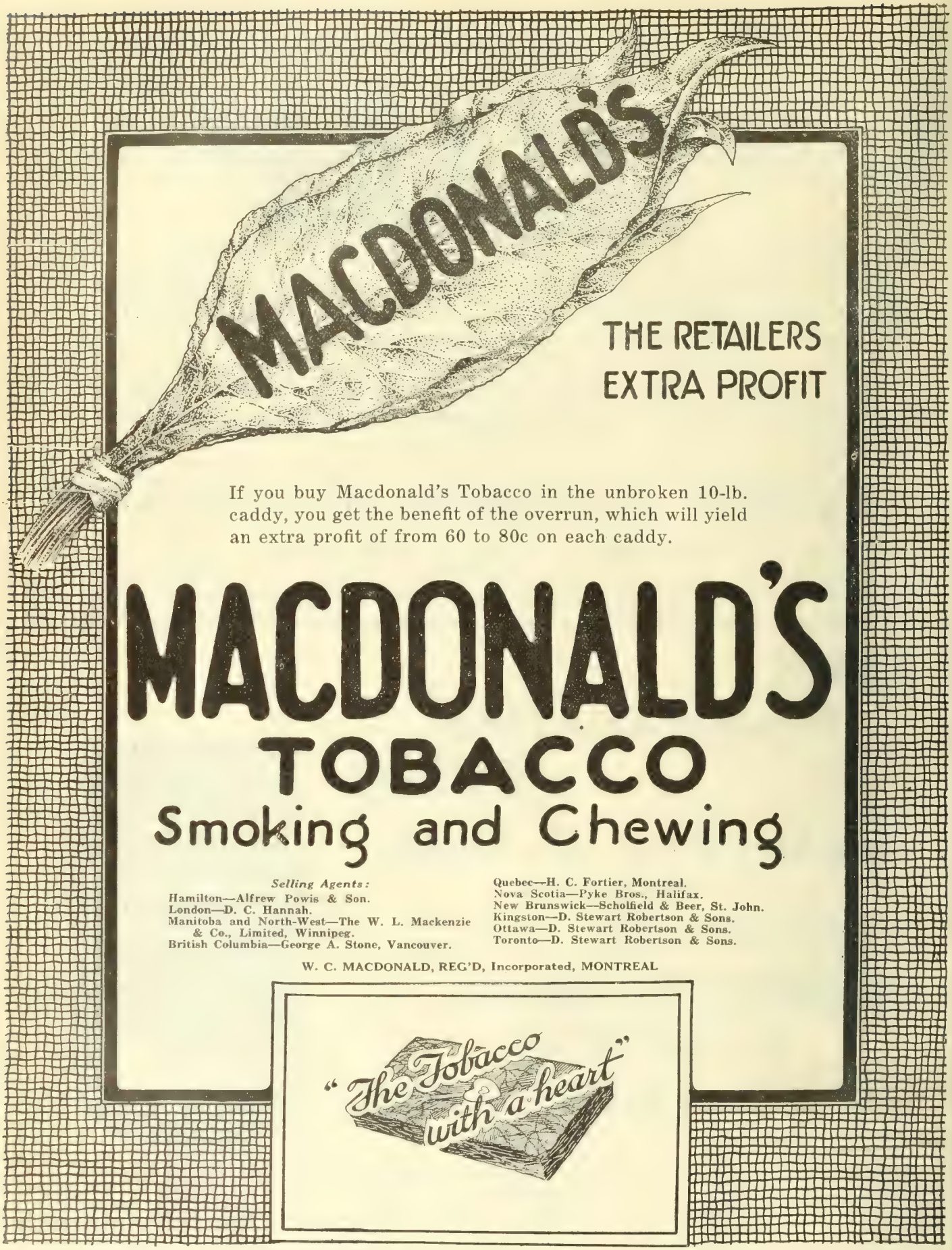
**Cable: Lamberton, Glasgow.**
**Codes: A.B.C. 4th and 5th Edition.**

# CONFECTIONERY
# MARZIPAN
# CHOCOLATE

*Agents:*

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto




If you buy Macdonald's Tobacco in the unbroken 10-lb. caddy, you get the benefit of the overrun, which will yield an extra profit of from 60 to 80c on each caddy.

# MACDONALD'S
## TOBACCO
## Smoking and Chewing

*Selling Agents:*
Hamilton—Alfrew Powis & Son.
London—D. C. Hannah.
Manitoba and North-West—The W. L. Mackenzie & Co., Limited, Winnipeg.
British Columbia—George A. Stone, Vancouver.
Quebec—H. C. Fortier, Montreal.
Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Scholfield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons.

W. C. MACDONALD, REG'D, Incorporated, MONTREAL

# Please Be Patient

**Owing to extremely heavy business the past few months we have been unable to keep up with our orders.**

**But, we are doing better and hope soon to be able to give you our regular prompt shipment.**

**T. H. Estabrooks Co., Limited**
St. John Montreal Toronto Winnipeg
Calgary Edmonton

NON-PAREIL
BRAND

Our prices are the lowest for guaranteed

## ROLLED OATS

ROLLED WHEAT
SPLIT PEAS
STANDARD OATMEAL

*Write for prices of Oat Feed, Shorts and Hominy Feed*

**The Parkinson Cereal Co.**
THORNBURY, ONT.

*Selling Agents:*

**T. M. Sibbald & Son**
311 King Street East
TORONTO

## From
*the waters of*
## Norway

are now arriving
fresh shipments
of

## King Oscar
**Brand**
## Sardines

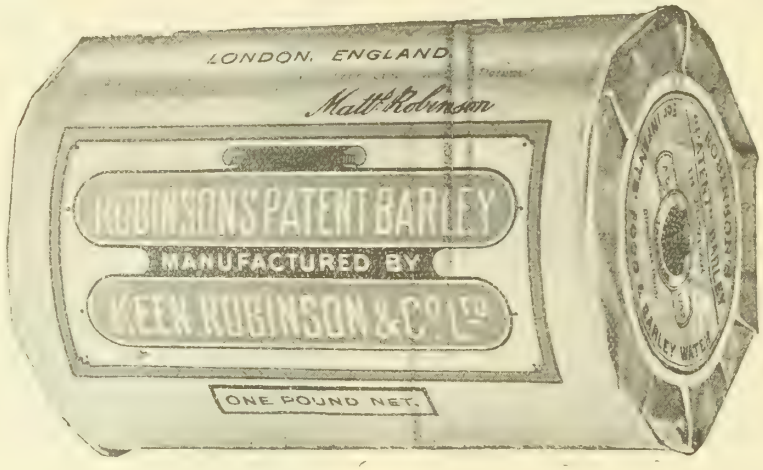
Those well-known and much-desired Norwegian Sardines, packed only from selected fish in purest Olive Oil. The supply, however, is very limited.

**Consult your wholesaler.**

**Canadian Agents**
**John W. Bickle & Greening**
Hamilton Ontario

# 1920 and PROSPERITY

Every Grocer in Canada will Share in the Prosperity of our Country




"You" will be Called Upon to Supply the Best Goods. "Remember" THIS

**Robinson's Patent Barley is the Best Food for Infants and Invalids**

## MAGOR, SON & CO., LIMITED

191 St. Paul Street, W., MONTREAL
30 Church St., TORONTO

## NICHOLSON - RANKIN LTD.

"IN TOUCH WITH THE WORLD'S MARKETS"
ALL QUOTATIONS SUBJECT TO CONFIRMATION
TELEPHONE MAIN 6501

WHOLESALE
GROCERY BROKERS
IMPORTERS
EXPORTERS

OFFICES-707-708 CONFEDERATION LIFE BLDG.
WINNIPEG, CANADA.

CODES
A.B.C. 4TH & 5TH EDITION
ARMSBY'S LATEST
PRIVATE CODES

The first policy of our business is that each principal and customer must receive a personal as well as an efficient service.

WE DO NOT BUY OR SELL
MERCHANDISE
FOR OUR OWN ACCOUNT

# NICHOLSON-RANKIN LIMITED

WINNIPEG THE SERVICE BROKERS CANADA

# CANADIAN GROCER

Vol. XXXIV TORONTO, JANUARY 9, 1920 No. 2

# No Ground for Fear in the Coming Days

*By J. L. RUTLEDGE*

THE impression still prevails in some quarters that pronounced declines in prices are to be expected at almost any time. The advocates of this theory have been vociferously voicing it for several years past. Inexperience in high prices had led many people to believe that these new levels were an impossibility and could not be maintained for any length of time. When the war came to an end in the dying months of last year, there were many men, whose judgment was worthy of consideration, who held that sharp declines were to be anticipated. Basing its judgment on the conditions not only in the food handling trade, but on a wide variety of other industries which the breadth of the MacLean Publishing Company organization made readily available, CANADIAN GROCER took issue with this viewpoint. It could not then see that material declines were a possibility, and the past year has borne out the correctness of this judgment.

*"I do not foresee any change from our present measure of prosperity for at least five years, probably for seven. The world is face to face with a famine of essentials. The shelves of the grocer, the draper and the hardware merchant are bare, the ships that we need to bear our trade are yet to build. Everywhere people are needing goods that they cannot buy at any price because the goods are not there to purchase. While these conditions last, while all the world is a buyer, there can be no thought of hard times."*—LORD LEVERHULME.

### Changing Conditions Unlikely

In facing the present year, and in endeavoring to review the conditions that will affect prices in the coming twelve months, CANADIAN GROCER is constrained, by its judgment of conditions, to believe that in the coming year, as in the past, there is little chance of material changes toward easier prices. Incidental conditions may bring about fluctuations in certain products, but the general tendency in the large majority of products will not be toward lower prices.

There are, of course, a multitude of reasons for any such judgment, but chief among these is the factor of a world shortage of foodstuffs. Canada has not felt the direct results of these conditions in any serious scarcity, and, therefore, Canadians are sometimes inclined to question the facts, and to blame the manufacturer or distributor for the ever-growing prices. There is no evidence, however, to support this theory. In the United States the great packing houses, which were generally credited with maintaining prices, were compelled by Governmental interference to discontinue a large part of their business. The change that, had the public judgment been correct, ought to have resulted in pronounced price changes did no such thing, because the causes for high prices lay far back of any industry, back, indeed,

to the stark fact of a world of hungry mouths with too little to feed them.

### The Course of Food Prices

Consider the case of some of the staple lines. Pork products have, of course, declined somewhat on a mandate of the Board of Commerce. Such measures, of course, mean only a temporary improvement that may, and probably will, react to the detriment of everyone. For the rest, sugar, one of the most generally used commodities, that is a component in a very large number of food products, is scarcer this year than it has ever been before. A record crop in Cuba is offset by shortages in the Eastern hemisphere which imposes increased demands on this the only large, free source of supply. New crop sugars that last year were purchased at about 6 cents have already reached 8½, and may well, under the urgency of demand, advance beyond these figures. There can be no cheaper sugar during the coming year, and there is the practical certainty of advances. In every commodity in which sugar is used this fact then becomes a factor in price.

### Wheat Prices Set a Standard

Recently the Canada Wheat Board advanced the minimum price of hard wheat to $2.80, to bring it in line with the American market price of $3.10, and to prevent an export movement that would be dangerous for the Canadian flour industry. As a corollary Government standard spring wheat flour advanced from $10.90 to $13.15 at Montreal. Here, again, it is not only in the single product that the result will be felt, but in every product in which flour is used. The price of wheat has always been a determining factor in the prices of all products. Bread, it is expected, will advance about 2 cents a loaf as a result. More than that, this advance in wheat will mean an advance in mill feeds as a direct result, and as an indirect result an increase in oats and oat products, and, in fact, all cereal lines, for no product stands by itself.

With sugar high, molasses must remain high, else the producers would be better paid in selling their product as sugar. And with molasses high and corn high, all other syrups are assured of a firm basis also.

Rices are in demand; other countries are bidding for stocks in Canada, and there are conditions of shortage on most of the producing markets.

### Exchange a Factor

The Indian rupee exchange, the basis of exchange for teas, is the highest that has ever been known, which means that Canadian tea buyers have to buy on adverse terms. There can be no declines here, therefore. In coffee, after several years of bumper crops, the world is faced with a merely fractional crop in Brazil, the big coffee market of the world. Brazilian planters have faced lean years during the war; now their chance has come and they are taking advantage of it to the full, and their advantage means higher prices. There are other general factors that have a marked effect on prices, notably the exchange situation. Not only is Canadian exchange considerably down, but Canadian purchasers through British markets, and much imported goods come this way, are at the disadvantage of the greatly depreciated sterling exchange.

### Easier Freights Make No Difference

Transportation charges have been a large factor in increasing prices during the war, and the return to normal, it was confidently expected, would bring about much improved conditions in regard to prices. Conditions are improving daily, yet despite lower freight rates and lower insurance costs, commodities that have been subject to these charges have not responded in lower prices. The imperative call of a hungry world for necessary foodstuffs has far offset any trifling saving to be gained this way.

### Labor and Prices

There are still other factors to be considered, and among these is the item of labor costs. Labor costs have advanced with prices, and prices have advanced with labor costs. It is a vicious circle that it is difficult to unravel. Wages cannot well go down while prices remain high, yet wages are one of the large elements in maintaining those prices. The only condition that could produce lower wages would be a glutted labor market, and this, despite the croakings of many calamity mongers, is not a fact. The world needs not only food but a multitude of other things; the world's shelves are bare of almost everything. The firms that four years ago were busily engaged in beating their plows into swords are just as busy to-day in beating them back to plowshares again. There is a world need for a world of things. There has, moreover, been a movement of European peoples back to their own country, that has still further depleted the labor market. It is true that Canada has had to assimilate something in the neighborhood of half a million men. It looked like a superhuman task a year ago. But to-day it is practically accomplished. There are isolated instances, perhaps, where men are out of work, or where the workers exceed the demand. But it is safe to say that there is no surplus of labor anywhere. More men earning good salaries are producing an increased demand that means more business; so it is everywhere. Men on good salaries will be steady buyers, and while the demand lasts there can be no slump in prices.

### A Time For Courage and Optimism

In looking into the coming year we can see little reason for apprehension, little probability of declining prices that would be dangerous to the merchant. Such things may come, but not within the immediate future. It is, we believe, another year of opportunity for the merchant. Not a speculative opportunity as it has been in some of the years that are past, but the opportunity for good sound, profitable business, a business of well-filled shelves and aggressive business methods. It is not the time to cram warehouses with surplus stocks, it is equally not the time to cut stocks to the bare shelf limit. It is unquestionably a time for average sound business buying, and the merchant who buys on the expectation of a keen and buoyant market, without timidity and without bravado, should face another year-end with a better business than he has known before.

# Laundry Soaps Advance 50 Cents

## Increasing Costs of Raw Materials and the Exchange Situation Are the Two Factors Contributing to the Higher Prices—Soap Now More Than Twice Pre-War Figure

LAUNDRY soaps have advanced to new high levels. An increase of 50 cents per case has been named on such well-known lines as Sunlight, Comfort, Surprise and Borax. The present Toronto figure is now $9.25 per case. The rapidly increasing prices in raw materials, and the exchange situation, are the two factors that have contributed chiefly to the stronger market for soaps. The price of fats rose to high figures in the Summer months, but eased off to some extent in the early Fall, but now are again at very strong prices. Laundry soap is now more than twice the price of pre-war days. The new quotation of $9.25 compares with $4.15 per case in the days before the war.

In the values of raw materials, fats that previously cost six and seven cents per pound are now costing 17 cents. Resin that used to cost four cents per pound is now worth 12 cents. Essential oils are also very much higher. The fact that large quantities of fats, as well as all the resin and essential oils that are used in soap-making are brought in from the United States, renders the cost of production very high, by reason of the position of exchange.

According to the statement of J. E. Ganong, of Lever Bros., soap manufacturers, the present situation in New York exchange, and the depreciation of the Canadian dollar, practically means another 10 per cent. added to the cost of the raw materials. Any easier tendency in the market is not anticipated as long as the present situation in exchange rules.

# No British Jams or Peels Expected

## James Wagstaffe of Wagstaffe, Ltd., Hamilton, Speaks of the Result of His Observations on a Trip to the Jam and Peel Producing Sections of the Old World. Little Export From These Countries Possible

JAMES WAGSTAFFE of Wagstaffe, Ltd., Hamilton, Ont., has just returned from a trip undertaken for the purpose of getting first-hand information as to the market conditions prevailing in the peel and jam trade, and to discover what chances there were of outside competition in these lines. After visiting Spain, where the Seville oranges originate, Gibraltar, Corsica that provides much of the citron for citron peel, and in Italy visiting the centres of lemon, orange and citron culture, Geneva, Rome, Naples, Massina, Palermo and Syracuse, as well as the factories in England, and having interviewed some of the largest manufacturers of peels, and also the great Grenier peel plant at Leghorn, Italy, Mr. Wagstaffe returned to this country, confident that this new development of Canadian industry had a splendid opportunity to establish itself, because there was little possibility of any real competition from other countries for some years to come.

### Cannot Compete With Canadian Product

"Very little, if any peel," says Mr. Wagstaffe, "can be shipped to Canada in a finished state to compete with the Canadian product. Very little American peel either will be brought to this market." The reason, Mr. Wagstaffe asserts, is the same in every case, the acute shortage of sugar. Sugar in these countries is selling at a considerably higher figure than in Canada, which gives the Canadian manufacturer an advantage, while there is also the advantage that the raw product comes on the market duty free, while the finished product has to face a high tariff. Mr. Wagstaffe is confident that for these reasons the peel trade has come to stay in Canada.

### Little Import of Jams and Marmalade

For somewhat the same reasons there is little likelihood of any appreciable exports of British jams and marmalades for some time to come, certainly not until exchange reaches a somewhat more satisfactory basis.

There is another factor and that is the actual scarcity of fruits. This has been a really serious problem with the British jam manufacturer. He has found great difficulties in the past in securing supplies. For the first time in history many of the British manufacturers are going largely into the business of growing fresh fruits for their requirements; especially are they thus providing for their soft fruits.

### Materially Increased Consumption

There is another large factor, according to Mr. Wagstaffe, for the firm position of jam prices, and for the probably firmer tendency of these products with the turn of the year, and that is materially increased demand. "Before the war," he states, "no one would have thought of seeing jam on a foreign railroad, now it is seen everywhere, and is very generally used on the continent where prior to the war it was hardly known. An eminent authority also estimates that in the United States the demand for jam has increased 500 per cent.

James Wagstaffe, who tells of outlook in jams and peels, following investigations in Europe.

"This, of course, is largely due to the fact that the men going overseas were made familiar with jam as a food as they never had been before, and had found it to be an important part of the daily ration. They have returned with a taste developed and as a natural result they are purchasing jam as they never did before."

Mr. Wagstaffe, in commenting on his trip, spoke of the conditions that prevailed in many of the warring countries. England, Belgium and even Germany, he believes, will soon recover from the shock of war, but he believes that it will take some time before France and Italy can return to anything like normal.

To get some idea of the condition in Northern France, Mr. Wagstaffe made a 700-mile trip along the battle area, and was able to see for himself the extent of the devastation occasioned by the warring armies. Leaving Paris by automobile on Saturday morning, his party visited Sapignies, Boyelles, Londries, Mercastel, Arras, Vimy, Lens, La Bassee, Douvin, Armentieres, Pont Rouge and Roye, where the party stopped for the night. Continuing the next day, they visited Houplines, Quesnoy, Meaux, Soissons, Moulin de Laff aux, Chemin des Dames, Anizy le Chateau, Coucy le Villers Cotterets, Soissons, Carriers de Chateau, Amiens, Albert, Pozieres, Courcelette, Le Sars, Walencourt, Bapaume, stopping the second night at Lille; the party also visited Douai, Arleux, Cambrai, St. Quentin, Ribemont, Moy, La Fer, Tergnier, Chauny, Ribecourt, Compiegne, Senlis and thence back to Paris.

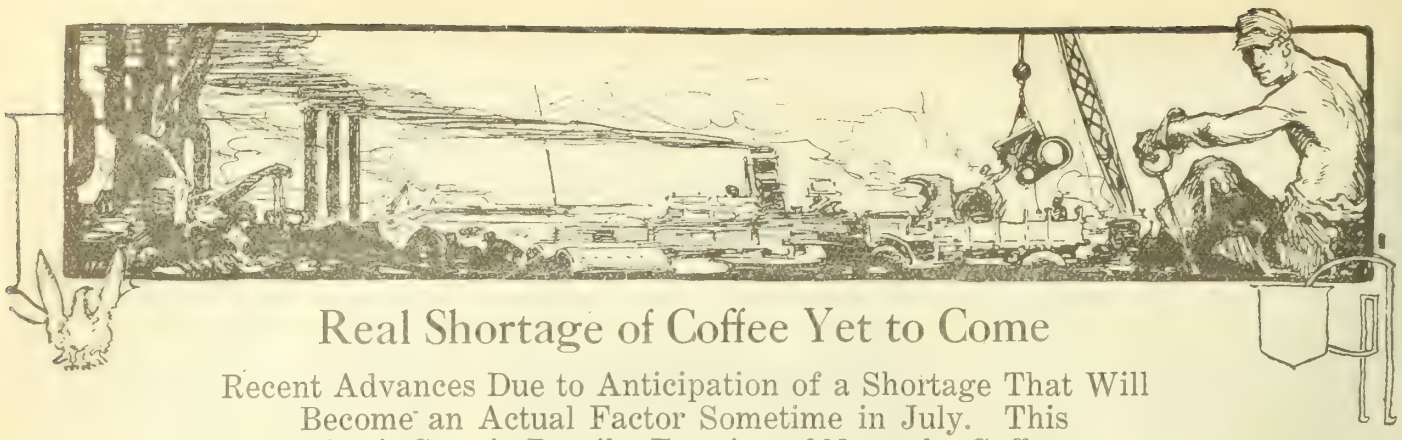
The confidence of Wagstaffe, Ltd., in the future is well shown in the fact that they are at present time expending $125,000 in a further extension of their buildings to take care of the anticipated increase in business in jams and peels in the coming year.

# Outlook in Cereals is Very Strong

## Grain Futures Are All Showing Higher Tendencies and Spot Prices Do Not Warrant Any Lower Values in Cereals

THAT the action of the Canadian Wheat Board in advancing the price of wheat fifty cents per bushel will have a sympathetic effect in strengthening the values of other cereal grains, seems to be the opinion of some cereal manufacturers. It is generally conceded that prices of rolled oats are not going to be any lower, and higher quotations are predicted. The continued insufficiency of production is having its effect on the market, and until supplies are more equal to the demand, there are bound to be very strong values. With good milling oats costing the millers slightly over a dollar per bushel, delivered at the mills, and little likelihood of this figure declining any on the present crop, there is absolutely no possibility of rolled oats going to the trade at easier prices. In fact, from what can be learned of conditions generally, the trade is well advised to buy at present quotations.

The grain markets are all very active and strong at the present time. Both corn and oats are advancing for future delivery, and there is a tremendous demand for them. In corn products in cereal lines, prices are very firm, and manufacturers foresee little to warrant an easier market for the first months of the year, at any rate. The trend of the primary markets are all in the other direction, and this largely determines values of the manufactured products.



# Real Shortage of Coffee Yet to Come

## Recent Advances Due to Anticipation of a Shortage That Will Become an Actual Factor Sometime in July. This Year's Crop in Brazil a Fraction of Normal. Coffee May Show a Further 5 Cents a Pound Advance

COFFEE prices have been advancing sharply of late in the expectation of a shortage that has not yet arrived. The high prices and fluctuations of recent date have been solely due to this cause. But this coming year is going to see the accomplished fact, and there is little doubt that this will mean still further advances. It is probable that the actual shortage will not be felt until July, because there has been a heavy carry-over of coffee from the previous year's crop that will be a protection against a shortage until these stocks are exhausted, which will probably be early in July.

### Only Fractional Crop in Brazil

That there is an actual shortage of coffee to be faced is beyond all question. During the last six months of 1919 a total of 4,263,000 bags of coffee were received at the shipping ports of Brazil. In 1918 for the same period the figures were 8,957,000 bags. From this large crop there was a substantial hold-over owing to lack of ocean tonnage and a somewhat circumscribed demand.

Moreover, the crop total for the past years show a most marked decline. In 1917 the figures stood at 15,120,000 bags; in 1918 at 9,140,000 bags, while the present season's crop is estimated at 5,500,000 bags, only slightly more than one-half of the previous year's output, and about one-third of that of the preceding year.

Of course the bumper crop of the year 1917, combined with a largely restricted demand, left a very appreciable carry-over to offset the shorter crops of the last two seasons, but even these reserves cannot last for ever, and the strongly-increased demand of the recent date has rapidly depleted these reserves, so that after the middle of the coming year the world will have to depend on the present year's crop.

### Brazil Can Hold Coffee For Its Price

There is another factor that enters into the matter, and that is that probably more than any other country, Brazil has profited by the war. Her huge deposits of manganese were in keen demand by all the belligerent countries, and have developed immense fortunes. Brazil has taken to speculating in coffee, believing that after the dull years of the war there ought to be a strong demand for this premium product of the country. The country is financially strong, and is ready to hold the stocks for their price. The fluctuations of exchange will have practically no effect, because the Brazilian holder will fix the price so that whatever the rate of exchange it will net him the same in Brazil.

The factor of transportation is not likely to have any effect. That possibility has been already discounted. During the war freight from Santos to New York was $3.50 a bag. Recently it dropped as low as 80 cents, and is now standing around a dollar, but the cost of coffee still remains firm.

Brazil is the dominating factor in the coffee market, and other sources will largely set their prices on a basis of the Brazilian price. Colombia, too, had a large crop last year, and is likely to be much lighter this season, so that there is no likelihood of aid from any other source to offset the high Brazilian prices.

According to reliable information everything points to higher coffee, with a conservative estimate of the advance setting the probable advance at 5 cents a pound. In any event there is certainly small possibility of declines other than the usual momentary fluctuations of the market, whereas there is every indication that there will be a continuance of the steadily mounting figures till a five cent advance or something of that nature has been reached.

# Chocolate Manufacturing and Exchange

## Existing Conditions of Exchange Between New York and London Have Important Bearing on Chocolate Market—Prices in First Quarter of 1920 Will be Very Firm

SEVERAL conditions affecting the original cost of raw materials, used in the manufacture of chocolate confections, have become more intensified in the past few weeks, F. McRae, manager of the Hooton Chocolate Company, Limited, told CANADIAN GROCER in the course of an interview. Unquestionably, he said, the variation in exchange in Europe, United States and Canada has a deterrent effect on the export business, which reflects itself on the internal business of both United States and Canada. With what degree of permanency the exchange market will hold the downward tendency is hard to state, but the logical deduction is that the trade balances between the different countries will require to right themselves before sterling can be brought anywhere near a normal basis.

### Dual Effect on Canadian Firms

The lower sterling exchange has a dual effect on Canadian manufactures. In the first place, it is necessary to purchase raw materials in the United States, Mr. McRae pointed out, thereby accepting the terms of exchange between New York and Toronto, which has been as high as 11¼ per cent. Such raw materials as cocoa butter and cocoa beans are largely purchased through United States, as a result of New York produce brokers controlling the medium of distribution of such raw materials as are used. It is difficult to understand why cocoa beans grown in British possessions should find their only trend of distribution through New York, but the explanation appears to be that sellers in British possessions are inclined to sell through New York, and enjoy New York rate, with a distinct preference for this exchange.

### A Triangle of Rates

"Canadian exchange on New York figures as a triangle of rates, namely, the sterling rate between London and Canada, the sterling rate of exchange between London and New York, and the dollar rate between Canada and New York," Mr. McRae continued. "Fluc-

tuations in sterling on either leg of that triangle result in equalizing fluctuations in the New York-Canadian rate. This equalizing process tends to make the direct rate of exchange between New York and London equal the indirect rate via Canada. Should the rate drop on the direct exchange, the foreign exchange banks in New York and London would endeavor to make a profit by purchasing the exchange in Canada, with the result that exchange via the latter route would tend to equalize with the direct exchange. We feel further that the probable course of exchange between United States and Canada depends to a considerable extent upon the outlook of sterling exchange on New York.

"In view of these conditions, we contend that the future of this business will be governed to a considerable extent by what the conditions are between New York and London.

**Prices No Lower**

"If you will [illegible] the chocolate

Continued on page 34

# Trend in Candies Likely Higher

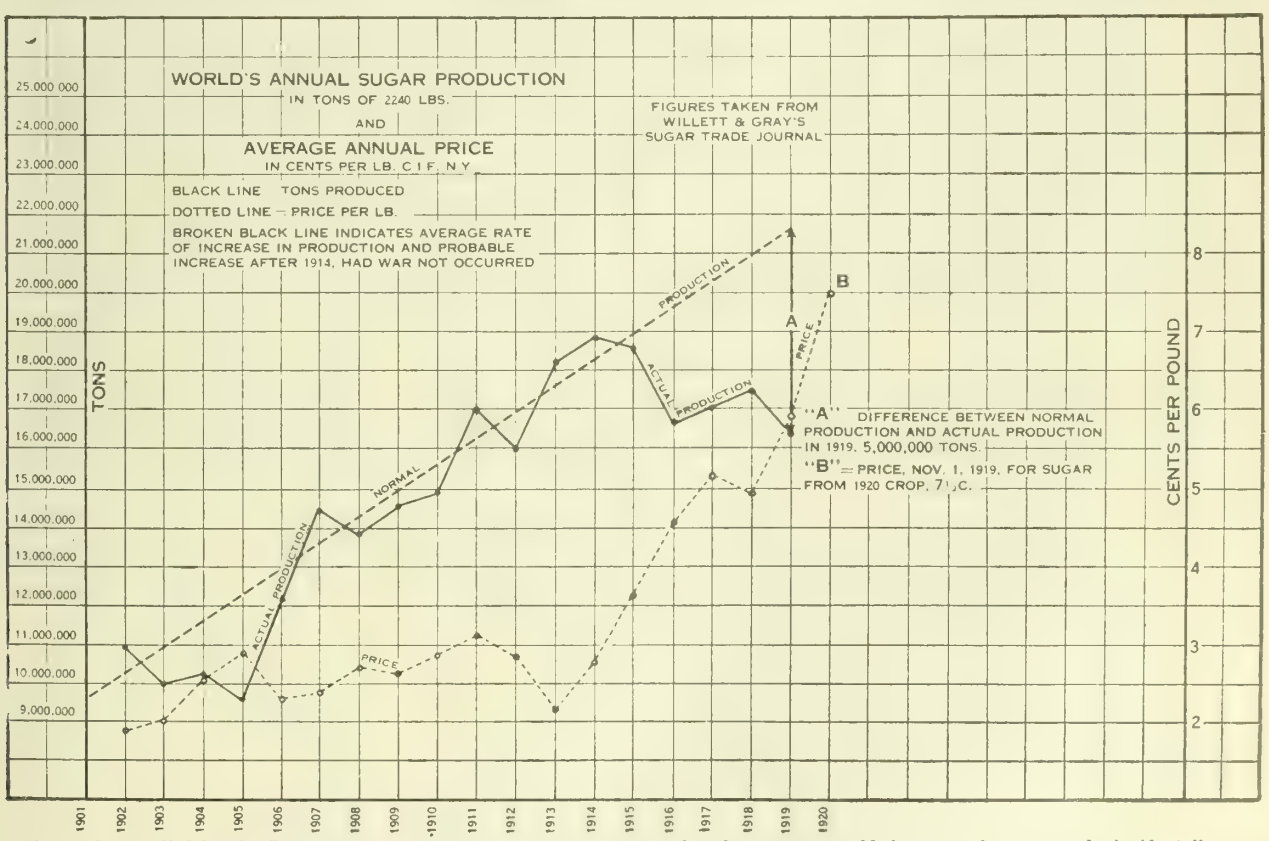
## Wm. Robertson, of Robertson Bros., Toronto, Sees Little Possibility of Any Lower Prices in 1920—On the Other Hand He Believes Values Will Advance

CANDIES generally are not going to decline, but considerably higher prices will likely prevail in 1920, than are now ruling, according to the opinion of Wm. Robertson, of Robertson Bros., candy manufacturers and distributors, Queen Street East, Toronto. "We were paying 12 cents per pound for sugar at the close of 1919, as compared with 9½ cents the year previous, and we look for 15 cent. sugar before March," Mr. Robertson told CANADIAN GROCER. "I do not think that the advances in confectionery have kept pace at all with the rapidly advancing markets for the commodities used in their manufacture. As far as our own candies are concerned, there has only been a jump of 1 cent per pound in the past year. But there will be an advance of from three to four cents per pound in 1920. I do not see how it otherwise can be avoided. Everything that is used is mounting higher. The sugar situation is not the only dominating influence. While it is impossible to buy sugar in any large quantities at the present time, most of the manufacturers had good supplies on hand since 1919, that had been purchased at the lower levels. But any sugar bought in 1920 will only be at a high figure. Mediterranean fruits, almonds and walnuts are fully one-third higher, and shelled walnuts are very hard to obtain. Almonds are fully 15 cents per pound higher than last year.

"In the matter of chocolate, there has been no material advance in 1919. Cocoa beans to import, however, are costing eight cents per pound, all these factors entering into the possibility of a very firm market for chocolates in 1920, with little to indicate any hope of very marked recessions."

During the year 1919, the exports of confectionery from Canada were the heaviest in history, and were in marked contrast to pre-war times. For the first ten months of last year, exports totalled more than $15,000,000, as compared with $4,000,000 in 1914. Of course, this export trade will not be permanent as far as this country is concerned. As soon as England and the Old Land generally can get supplies of sugar, and other raw materials, and return to their normal production of pre-war times, a great deal of this business will be lost for Canada.

# How World's Demand for Sugar Has Outstripped Supply




This graph, supplied by the Royal Securities, Ltd., illustrates the reason for the present world-shortage of sugar, and incidentally, explains in the main the present high prices for sugar. The demand has been increasing steadily the past twenty years, and the production kept pace until the war broke out. Then it dropped sharply away, chiefly as a result of the lessening of the beet sugar production in Europe. The heavy line "A" indicates the difference between what would have been produced under normal conditions, and the actual production, showing a present shortage of about 5,000,000 tons. The third line marked "price", it will be noted, remained about the same until the lines "normal production" and "actual production" began to part company. Then with a shortage developing the price began to rise, and the more pronounced the shortage the higher the price. Thus, from about 2 cents a pound the price has advanced to about 8 cents, at the point B, a figure for raws f.o.b. Cuba. Supplied by courtesy of Royal Securities Corporation.

# All Tendencies Point to High Teas

## Higher Prices Are Bound to Rule in the Near Future—London Market Has Opened at Strong Figures—Present Tea Holdings Are Light.

FROM all sources in the trade, reports to CANADIAN GROCER are to the effect that not only is the tea market ruling with the continued strong undertone, but the possibility of higher prices prevailing in the near future is definitely hinted at. The London market has opened and prices there are exceptionally high. Just whether this will have a definite effect upon the Canadian situation is not quite clear at the moment, but the trade feels that any effect would be that of firming the market here.

### Scarcity Prevails

The present holdings of tea, by the Canadian trade, are said to be very light. This is true when better grade teas are taken into account and the high grades have been snapped up very quickly when offered. Not only is this true of the Canadian market, but the same situation prevails in the United States, where better grade teas are reported very scarce.

The situation looks as though no drop in prices will be possible, and there is strong probability of advances being made. No one has any tea for sale, and any teas arriving from abroad are snapped up quickly on arrival. The foregoing statement, as expressed by a large factor in the trade operating throughout Canada, indicates clearly what the situation is with regard to quality teas. It bears out what CANADIAN GROCER has already pointed out in previous articles on the tea situation, viz.: that importations of tea, and especially high-grade Japans, have been very quickly absorbed. This has made a situation which may be considered as unusual and has caused a smaller holding of tea stocks than have been recorded for a great many years.

### Demands Are Heavy

The demand for tea from all sources of the trade has been responsible, in a large measure, for the extensive absorption of tea stocks. Part of the increased demand is traceable to the prohibition legislation, which has been enacted in so many parts of the country. People have had to use something as a beverage, and the enactment of liquor laws has served to make the tea business exceedingly good. This is a condition that is reported from all sections of the trade and with a demand which, if it has not exceeded the supply, has at least kept pace with the offerings of quality tea. This demand is likely to continue, and with the high-grade teas produced in the Far East very well distributed, and, in some cases, already cleaned up entirely, there seems to be little prospect of lower prices obtaining, or of heavier stocks of tea being obtainable for a long while to come.

---

### CHOCOLATE MANUFACTURING

Continued from page 33

manufacturing business for the past eight months, you will see that the selling price of the manufactured product is very much lower than the upward tendency of raw material prices would suggest, and the raw material prices today, while lower in New York than two months ago, are considerably higher on delivered basis, when the rate of exchange is taken into consideration. We feel further that the future of the chocolate business during the next few months is equally precarious to that of any other manufacturing business which secures its raw materials from the four corners of the globe, and we are inclined to predict that chocolate prices for the months of January, February and March will be no lower than they were at the present date, and there is every possibility of a higher ruling price. Sugar will in all probability advance. Assuming that beans and cocoa butter remain firm, their present price does not call for any lowered manufactured price.

**Conditions of Labor**

"Labor is making demands for higher wages in order to meet the high cost of living, and these demands must be made in an equitable manner. We will be disinclined to suggest taking orders for chocolate materials farther ahead than the end of March, as a reaction is bound to occur in the course of a few months, but we feel that in advising the trade to book further orders up to the end of March, they are pursuing a wise business policy."

# Consumption of Teas Increases

(Staff Correspondence of Canadian Grocer.)

VANCOUVER, Jan. 8.—In discussing the tea outlook for 1920, a prominent Vancouver tea importer brought out information that cannot fail to be useful to the trade in understanding the "why" of tea prices. "For one thing," he said, "we are not alone on this continent, or Europe, with our labor troubles. The various primary tea markets are in a state of labor unrest, which makes the growing and picking of tea uncertain. Labor is higher now than formerly.

**India and South Africa Tea Drinking**

"Another thing that will have a great effect is the fact that India, with its millions, is beginning to drink tea. If this great mass of humanity ever gets the tea-drinking habit, there will be an added strain on the world's tea production. Then again, South Africa is consuming increasing quantities of tea. Tea is growing in popularity with the higher prices of everything else. It continues to be an economical beverage, when one pound will produce seven-and-a-half gallons of liquor.

**Consumption Is Increasing**

"The per capita consumption of tea in Canada and the States is increasing. Prohibition has not had anything to do with it. A man that wants whiskey will not take tea instead. The increased per capita consumption, especially in the States, is due to the number of United States soldiers who learned to drink tea when overseas.

"You would also be surprised to know that the States bordering the Persian Gulf are using increasing quantities of tea, and bid fair to become a large market for teas in the very near future. The presence of large numbers of British troops has undoubtedly given a great stimulus to the use of tea by these peoples. This will serve to give you an idea of what the future holds in the way of demands for tea.

**Curtailed Supplies**

"When we turn to consider the supply, we find, generally speaking, that the tea gardens of the world have suffered during the war. With prices low, it was a very long-sighted and wealthy grower who could continue paying out wages for the constant attention that the tea shrub requires, when the return would not let him even break even. A few did it, but the majority had to do as the majority in any branch of merchandising would have to do, lay off help, and permit a portion of their gardens to go uncared for, or the whole to be half-looked-after. It is well known, that in the case of a tea shrub, neglect is suicidal. If the leaves are not plucked when they should be, the plant runs to wood very quickly, and the quality of the leaf drops below market standards. This neglect was general, to a serious degree, during the war; and, as it takes new shrubs six years to mature in the valleys and twelve on the highlands, it will be seen that, during the next year and more, some—either old or new tea drinkers—are going to be short—and it looks as if the rest of us cannot expect cheap tea."

---

### WINNIPEG FIRM SECURES AGENCY FOR WESTERN CANADA FOR WELL-KNOWN LINES

Nicholson & Rankin, Winnipeg, have been appointed agents of Clarx Milling Co., of Minneapolis, Wis., for Western Canada, from the Great Lakes to the Pacific Coast. The Clarx Milling Co., manufactures cornmeal and kindred lines. This same firm has also been selected as agents for the Hawaiian Pineapple Co. The leading lines are "Staple," "H. P. Co.", "Ukulele," and "Supreme."

# Big Demand for Wooden Shooks

## Clearing Out Timber Limits in Southern States Increases Inquiry for B.C. Box Factories' Output

VANCOUVER, B.C., Jan. 8.—"In considering what the future of the wooden shook price is going to be," stated the manager of British Columbia's largest box factory, "there are at least two sides to consider: the demand and the supply. Let us discuss the demand first.

### B. C. Shooks For Oil Wells

"The great oil wells of Mexico have been supplied with crates for their oil cans by the Southern mills. They are now coming on to the Washington and British Columbia markets for their shooks. Many Eastern concerns, both in the States and Canada, that always bought their shooks in the East and South are using boxes now, cut in Vancouver and Westminster from B. C. timber, and the reason is, the timber of the Southern States is rapidly disappearing.

### Southern Industry Disappearing

"There were about two hundred and fifty mills in the South that went out of business in 1919 because they had cut out all their timber, and the American Government estimated that in 1920 another 700 mills will cease to operate for the same reason. That is making an immense demand for B. C. boxes. California uses an immense quantity of shooks. In one small district in California that I visited this year they shipped 4,500 carloads of melons alone, without citrus fruits and stone fruits. All this fruit is packed in wooden crates.

### California Wants Shooks

"The amount of all the fruit in California that is put up in crates is enormous, and the day approaches when they will be coming here for shooks. The export demand for box shooks continues to be huge, and the future seems to hold no slackening of the demand for all wood products. All lumber products are in great demand, and most of the lumber mills are not soliciting further business. It is well known that the buyers are bidding right now for every car of lumber that can be shipped. The change of attitude of the Old Country in favor of wooden houses will give even added impetus to the export trade. Fortunately much of the export business in shooks can be handled at the opposite seasons to the heaviest domestic demand.

### Boxes for Fish, Too

"The canned fish business, especially the export business, must have wooden boxes, nothing else will stand the grief. The canned fruit business, both here and down the coast, as it increases, their box requirements increase proportionately. For iced and frozen fish the wood box is the only thing they can use, and the frozen fish trade is increasing in leaps and bounds. So much for the demand.

"Regarding the supply," continued this merchant, "I can tell you that the year 1920 is going to be the biggest year that the loggers will ever cut. But I am going to tell you further that the mills will cut every stick that the loggers can take out. Logs are high. They are three times as high as they were a very few years ago. Of course the logger says he follows the lumber market, and the lumber man says he follows the price of logs, but the fact remains that logs are high. The loggers' wages are high and lumber is high, and the demand continues far in excess of the supply. One can only conclude that all lumber products will be high until all devastated areas are rebuilt and all stocks are replenished, or the Southern forests are grown again. In the meantime I think I can safely speak for other box manufacturers as well. The Canadian trade will be our first consideration, and in any case our Canadian requirements will be the last to go short."

# A Uniform Basis of Payment

## Canadian Association of Wholesale Grocers Would Like to See All Terms to the Retail Trade of a Similar Character, Namely, Net 30 Days, With Interest Charged After That Period

THE Canadian Wholesale Grocers' Association has been endeavoring for some time to bring about, within the trade, a uniform basis of selling. In other words, at the present time, there is a great variety of terms, extended to the retail trade by wholesalers, and many of the dealers feel that there should be only one basis of payment, and that, thirty days' net, with interest charged on all accounts, after the expiration of that period. With a wide difference in terms, in the same provinces of Dominion, such conditions do not operate in the best interests of the trade.

There is some difference of opinion as to the workability of a scheme, making the basis of payment a common one throughout the Dominion. The advantage would be in its uniformity, and recommends itself, as some of the wholesalers feel, because of its labor-saving qualities. It would simplify the handling of business in the offices. Many manufacturers are already quoting their products in this way, and the plan is working out quite satisfactorily.

While the majority of the wholesalers are in favor of such a basis for selling their goods, there is a feeling shared by some, that it would not be strictly adhered to, and that the same old discount that they had been giving for years past would still be extended. At present there are a great many wholesale grocers who give one per cent. for ten days, and in a good many instances, for even a longer period.

The adoption of news terms, net thirty days, with interest charged after that time, would mean that the retailer would have to be more careful on credits and watch his collections with more care. While such a scheme is largely supported by the wholesalers of the Dominion, who would like to see it brought about, there is nothing to indicate that such will be enforced at an early date.

### ALSO ENTERTAINED AT CHRISTMAS TREE GATHERING

As a Christmas present to its employees the Palmolive Company of Canada, Ltd., gives each factory employee a life insurance policy, the amount of this policy being graded according to the length of service, and same will increase in value with each additional year of service in the following manner:

"All employees six months and less than one year in service, $500, with an additional $100 being added each year until $1,000 is reached."

However, at this time no distinction was made as to length of service, but each factory employee now on the payroll received a $500 policy. Those in the service more than one year, however, received the additional amounts.

# New Buying of Spices is Higher

ACCORDING to advices from primary markets, quotations on spices are not going to be any lower, and buying of new goods is costing more than present spot prices. All import prices are fully three and a half cents higher than quotations on spot. The market in cloves is very uncertain, and Ceylon cinnamon is practically unobtainable. Allspices are very steady and firm. Mace is scarce, as most of the offerings are being absorbed in the English market. The same applies to nutmegs, and any quantities are hard to buy, and the same is only possible at very strong levels. Cream of tartar is not at all in plentiful supply, and prices are holding at very firm levels.

# Conditions Will Keep Condiments Up

## Late Deliveries, Higher Labor Costs, Higher Container Costs, All Mean Price Maintained at a High Level.

WITH deliveries six months late, with labor fifty per cent. higher than in pre-war days, with British freight rates increased from twenty-five to one hundred per cent., with containers almost double the price they were four or five years ago, and with the very labels that are used thirty per cent. higher than they were three years ago, there is little chance that condiments can come down in price for many months to come. Such at least is the opinion of Mr. Bowman, of Holbrooks, Ltd., Toronto, when asked if prices of their goods are likely to take a drop during the present year. He cannot see it himself; the only thing he can see with regard to prices is mostly in the other direction.

"The only thing that will bring down prices will be competition," said Mr. Bowman, "and the more people who offer goods for sale, that is, goods that are reliable and of first quality, the quicker will prices fall."

### Things That Have Advanced

Nearly all the goods handled by Holbrooks, Ltd., are manufactured in Birmingham, England, as are also many other condiment lines, and the conditions surrounding labor enter largely into their manufacturing costs. These conditions have been so unsettled that it is impossible to tell what a day may bring forth. In the Canadian factory the same is about the case. Labor is nearly fifty per cent. higher than in 1914, when a girl for labelling used to be paid $8 a week, now she gets $14 or $15 and works fewer hours during the day. British freight rates have just been advanced from 25 to 100 per cent. It now costs more to sell goods than it used to; a traveller on the road now pays more than twice as much as he did four years ago for his hotel accommodation, and his salary has also been advanced about double.

### Advance on Containers

Where they used to use tin plate for container, now they are using cardboard because of the scarcity and increased price of the former. These are for their powdered goods. Cartons for vinegar that used to be 22 cents are now 36 cents, and wood boxes have advanced from 35 cents to 60 cents. One look at the price of lumber, said Mr. Bowman, was enough to scare one. Manufacturers of these cartons had recently told him that they did not want any more orders because they now had more than they could attend to. It was next to impossible to get wood boxes at all.

Mr. Bowman did say that their supply of vinegar for the coming year was assured and that the Canadian market would be well looked after by Holbrooks. He believed there was an increasing demand for imported goods, due not only to the quality of the goods, but, for the time being, on account of the exchange rate. Mr. Bowman stated that they hoped to keep prices firm during the coming year but he could see no indication of a decline.

### OLIVE SHORTAGE IN SPAIN

The decided crop shortage in olives in Spain, and the holding off of exports by Spanish growers, awaiting higher prices, is the situation which prevails in the olive industry to-day. Old crop stocks are rapidly cleaning up and there have been few olives received in this country. This was counted upon a big year in production, but the Spanish crop will not be over one-half of the early estimates. In the meantime present holdings are advancing materially in price.

# Shortage of Raw Materials Make Gelatine High

## Gums, Starch, Glue and Flour All Reach High Levels—Slow Deliveries Still Further Complicate Situation.

WORLD shortage, in other words, international rather than purely local conditions, is the creator of prices. That is the opinion of R. Ellis, of the Cannon Manufacturing Co., Toronto, manufacturers of gelatines. Everybody in the market for goods is willing to pay the price if they can get them, but "getting the goods" is the chief difficulty.

"It is not a question of prices at all," said Mr. Ellis to CANADIAN GROCER, "but of getting the stuff. We can sell our whole 1920 output at a premium right now." But then again, as Mr. Ellis says, how do they know what their 1920 output is going to be when they, themselves, cannot get the raw materials.

### Canvassed European Markets

The centre of manufacturing for the Cannon products is Lincoln, England. The scarcity of raw materials, however, has meant that they have canvassed the European markets for the manufactured article, hoping to be able to meet the requirements of their customers. They have had replies from French, Belgian and even German firms, in which regret is expressed that they are unable to fill their orders. There is, says Mr. Ellis, a shortage all over the world which will take years to overcome.

### Not Boosting Prices

"Nobody is boosting prices," said Mr. Ellis, "the stuff is simply not to be had." Our prices are about the same level as a year ago. If we wanted to get more money for the goods we could get it, but we much prefer that prices come down and that conditions become more normal. There is no money in making large profits on small sales."

### Materials High; Deliveries Late

Gums, starches, glues, flour—all the raw materials entering into the manufacture of their gelatines, have advanced in price and are advancing still higher. Mr. Ellis cited the case of wheat that had just advanced 50 cents per bushel, which meant that flour would advance correspondingly.

Moreover, deliveries were very late. Transportation space from Liverpool to New York was plentiful enough, but to Liverpool and from New York here was inadequate and disturbed. Mr. Ellis read a letter, recently received, in which regret was expressed that an order for 60 tons of stuff placed six months ago had not yet been shipped.

### EXCHANGE ENHANCES COST OF COFFEES

Chase & Sanborn, Montreal, outline the coffee situation as follows:

"Available supplies of coffee are gradually increasing, and quotations are now lower for future delivery. But these deliveries will not be available for Canadian roasters until next April or May.

"The Brazil visible supply is now about five million bags, against nine million at the same time last year. It is reported that desirable selections of Santos are now difficult to obtain, and that old crops of coffees of 1918-19 are practically exhausted.

"As a general rule, Brazilians announce early in January the average estimate of the Rio and Santos crops the current year. There are no indications, up to the present, concerning the production of Rio, but some estimates have been given to the effect that the Santos crop will be from seven to eight million bags, or twice as large as during the previous crop year. With such a production from Brazil, and an average crop from other coffee-growing countries, there should be ample coffee for the world's consumption; but it is not likely there will be any great surplus.

"There is also the factor of increased demand from Europe during the next year, and it can hardly be expected that there will be much decline in present quotations at primary markets. The coffee grower, like everybody else, has to pay twice as much for everything he buys, and present quotations are about as low as he can accept and show any profit on his business.

# Much Higher Prices For Paper Boxes

## Manufacturers Flooded With Orders Which Cannot Be Filled For Months—Cannot Get Machinery For More Than Year.

(Staff Correspondence, Canadian Grocer.)

MONTREAL, Jan. 8.—"Increased output is the only solution. Uncertainty of improvement in the matter of getting material is holding back industry. One large industrial concern about to manufacture a line of 'wearables' found, recently, upon investigation, that it would take fifteen months to provide them with the necessary special machinery required to make packages for these goods. (Of course this investigation was conducted after it had been found impossible to get guarantee of delivery from the manufacturers of paper boxes.)"

There, in the words of the vice-president of a Montreal paper box manufacturer, is a bird's-eye view of a few of the difficulties confronting the trade today, as it relates to the box-making trade.

### Prices Up Again

"The outlook for raw material is very difficult, and prices have just advanced again for cardboard from 12½ to 15 per cent. There is no guarantee of delivery, or of price, possible.

"There is no question but that manufacturers will have to pay more for boxes. We are now paying labor forty per cent. more than we were paying them twelve months ago."

Prices have been advanced from time to time during the past year all around. The higher costs are traceable to increased wages, higher cost of pulp, and in some cases to the erratic hours of labor observed by some of the piece workers, who lose interest in their production occasionally, with the result that machines costing several thousand dollars are allowed to stand idle. Both piece and regular hour production are followed.

Another interesting statement made to CANADIAN GROCER was: "We were able to fill only 50 per cent. of our Christmas orders. This was due to a shortage of raw material and also to shortage of operators. And, if we didn't accept another order our orders now on file would keep us running to capacity for four months."

Other reports received by CANADIAN GROCER from various manufacturers who use quantities of fibre and paper boxes, indicate that difficulties connected with obtaining their requirements have been serious, and that these difficulties have increased rather than decreased in recent weeks and months.

Investigation of the container situation, as affecting these necessities, reveals several reasons for the shortage. In the first place the paper mills have had difficulty, it has been asserted, of procuring the needed labor to work in the woods. While machinery has been developed to a high degree for treating the pulp wood no means has been discovered of felling the trees and starting them on their way to the mills, and it is doubtful if the woodsmen required to perform this initial work will ever be materially displaced. Lured by the promise of more lucrative wages elsewhere, removed from an occupation through the calls of the war, many of these men returned to Canada or elsewhere and entered other fields of work.

Then, again, the demands made upon the increased output of pulp mills (for there has been a big increase in the capacity of the mills of late, and new mills, as well, have sprung up) have been very great. Timber has been increasingly hard to obtain, of several desired woods, and an immense new demand has been made upon the materials used for paper and heavy fibre boxes, and has come, in large measure, owing to the adaptability of these latter materials for carrying many classes of light goods.

### What This Means

Box manufacturers (by this term reference is made to those manufacturing the packages made of paper pulp, mostly), have increased in number within the past few years, and yet, in nearly every case, the firms catering to the trade simply cannot meet the requirements of their customers. Orders have been placed, in some instances, many months ahead.

In one instance coming under the observation of the writer, a large Canadian manufacturer of candy and cocoa products had found it necessary to place his order ahead for many month, and, as a matter of fact, the terms attached to the order, CANADIAN GROCER was informed, were such that no specified price could be secured, and no actual delivery date. In the meantime it was only the wise and extremely heavy buying of the manufacturer previously, that gave him anything like adequate supplies of containers. If the delivery of the orders for several carloads, above referred to, were materially delayed it would cause added anxiety and eventual shortage.

Investigation in another quarter revealed the fact that a prominent Canadian candy maker who sells tons and tons of candy in Canada, and whose sales are naturally heavy at the Christmas season, had hundreds of orders on his books which simply could not be filled. Portions of various grades of goods were sent out to branches, but these, compared with the booked orders, were little more than a sop, in many cases. Orders had to be scanned and allotment of small quantities made in relation to these bookings. Disappointing as the shortages have been under the present circumstances, and with a "sweet tooth" trade eagerly asking for more candy and sweets, the retailers have been glad to take "pot luck" and get what they can.

### What of Prices?

Each succeeding week adds to the difficulties of making anything like a definite forecast of the probable price trend on these goods. Of one thing there is little doubt, and that is that prices will rule high. The demand for these necessary packages is keen from all sources, and with travellers out on the road again and likely to obtain large orders for innumerable kinds of goods for shipment within the next few months, with probable chances of improvement in the production of pulp small, how can prices decline? There is, rather, a strong probability of higher prices obtaining, for the labor costs are bound to be held high, with demands heavy and factories working to capacity.

Following what has already been said regarding the placing of "blanket" orders, it is obvious that costs are one of the less important considerations, where, under normal operating conditions, they are a primary consideration. For some months, at least, there is slight indication of reduced costs applying.

### Packing Cases, Etc.

An item of importance, which has materially advanced in price of late, is that of wooden packing cases. These, a jobber and manufacturer pointed out a few days ago, have increased in price as much as 50 per cent.

Excelsior, so extensively used for certain classes of goods, has risen to $35 per ton, and this is equal to an increase of 20 per cent.

# Salt Advances 5 Cents a Gunny

(Staff Correspondence, Canadian Grocer.)

VANCOUVER, Jan. 8.—There are large quantities of Californian salt used in British Columbia. There has been a recent advance of only 5 cents a gunny. The largest factor in making this small advance necessary does not pertain to salt at all, but to the packages. The paper cartons have advanced, and also the wooden boxes are costing considerably more. Nails, for nailing up the box shooks, are also high, and scarce. It seems almost incredible, but a broker recently returned from San Francisco advises that, while he was in the office of a manufacturer in that city, the manager was trying to get nails for nailing up boxes, and on that day, about three weeks ago, all he could procure, by scouring the city, was SEVEN KEGS OF NAILS. The Leslie Salt people, of San Francisco, are increasing their plant, and in two months' time will have doubled their present capacity. At present, they are reported to be about 60 days behind their orders.

# Small Pack of Sockeye in 1920

## Canners, However, Are Predicting a Heavy "Run" of Pinks This Year—Little Gambling on Prices, as These Will Altogether Depend on Costs

VANCOUVER, Jan. 8.—Lower prices in canned salmon for the year 1920 do not seem very likely. The run for the present year does not present the same possibility as to size as last year. The cost of packing is likely to be higher, and the public is demanding the higher grades and higher-priced goods.

"We cannot see any possibility of lower prices," stated the British Columbia Packers' Association to the CANADIAN GROCER, "but feel sure that still higher ones must prevail. However, grades other than Sockeye, Red Spring and Cohoes, can be bought now at prices actually below cost, and surely lower than they can be packed next season. These lower grades have been neglected. They are good food, the principal objection being the lack of color, and the general desire of the buying public to want high-priced goods.

**Can't Forcast the "Run"**

"It would, of course, take even more nerve than a Californian amateur astronomer to forecast how the fish are going to run," stated the manager of one of the large canneries; "but, as the sockeyes run in cycles of four years, and we have their past performance to guess by, I would say that there will be a small pack of sockeye in 1920. It would be a miracle if the pack equalled 1919. On the pinks, though, judging by the runs in the last twenty years, we would be justified in expecting a big pack of pinks.

"There are, however, a few more or less fixed charges that enter into the salmon pack that we have an idea of for the future. For our own part, we bought and received our shipment of tinplate for 1920 pack just recently. The price was slightly lower than last year, and the exchanges wiped out, not only the difference, but left us a little worse off than in 1919. The rate we paid, at that time, was 8 per cent. We will have all our supplies bought in another thirty to sixty days, and, no matter whether the rate goes up or down, we will be dealing with one actuality in figuring what our cost will be."

**Cost of Packing High**

The British Columbia Packers' Association, in referring to the increased cost of packing, stated that "most all supplies necessary have been purchased, and the cost will exceed last year's high prices. Tin plate will all come from the United States. Exchange will likely be, say, 8 per cent. Freight, more than double, or 82 cents per one hundred pounds more than last year—8 per cent. duty, which is a new charge. Cotton twines and lines are 20 cents a pound more—nothing cheaper. Labor will be higher, and more than likely higher prices wil be paid for fish. Just how much more it will cost we are unable to say, but the additional cost will be considerable." This Association also states that many inquiries have come from English buyers for next year's pack. So far as is known, no price has been named, but they feel sure that they could sell at better prices than last year. Buyers from the United Kingdom are fully aware of the increased cost, but, in spite of this, are asking for the higher grades.

**Won't Gamble in Salmon**

It is stated by the manager of a cannery above referred to, that packers were not going to gamble on salmon this year, or hereafter; that there would be very little of the best salmon sold in advance—that is, naming a price. There will likely be some future business done in pinks; but, in most cases, it is expected that the price will be fixed when the cost is definitely known.

Contractors for Chinese labor are demanding an advance of 20 cents a case, and it is believed that they will get it. Cases will probably cost six cents and a half more than last year. It was expected that, as the exchange rate was in favor of Canada as against Scotland, where they are bought, the nets would be cheaper; but the fact seems to be that, if the exchange rate had not been in favor of Canada, the price would have been raised in Scotland.

# All Merchants Must Keep Books

## New Bankruptcy Act Includes Advanced Insolvency Legislation —Comes Into Force on July 1—Provisions of Act Are Fair to All

OTTAWA, Jan. 5 (Special).—An order-in-council has been passed setting July 1, 1920, as the date on which the Bankrupty Act, passed at the 1919 spring session, is to go into force. This act was passed after many years of fighting by those who considered that abuses had grown alarmingly under the old conditions. The bill was not allowed to go into effect at once, as it was desired to give the business community a year or more to adjust itself to the new situation.

There are several important features in the new Bankruptcy Act, which has been declared by merchants and others to be the most advanced piece of insolvency legislation on the continent.

It provides that all assignees must be appointed by the various Provincial Governments, and that they must be capable men, who will be bonded for the work they are to perform.

**Open to Private Citizens**

Another provision is that the benefits of the act are open to men in business, or private citizens, if the latter so desire to make an assignment. They may be declared insolvent if it is found that the circumstances warrant such action.

When a merchant has filed a statement showing his financial condition, his creditors can take action to have him declared insolvent, if his statement justifies this being done.

**All Must Keep Books**

Another important feature of the new act is that all persons carrying on business must keep books showing the record of all their transactions. This becomes compulsory from the date of the act coming into effect, on July 1 next.

In outlining the above features, which are of particular interest to business men, E. M. Trowern, Dominion Secretary of the Retail Merchants' Association of Canada, said that the news that the act was to be effective soon would be well received. As it passed the House, the measure had the support of business and professional men of all classes, and its provisions were equally fair to those in all lines of trade, as well as farmers and private citizens.

# Ten Thousand Tons Raw Sugar Reach Montreal

COUNTING the arrival of two Government steamer loads of raw Cuban sugar last week, and one that was expected to arrive at the end of the week, a total of ten thousand tons of sugar is said to have arrived at the port of Montreal within a week's time. This large amount will serve to relieve, to some extent at least the present great shortage of refined sugar once the refiners have been able to melt the sugar. The "Canadian Volunteer," one of these vessels, unloaded at the St. Lawrence Sugar Refinery, while the other, the "Canadian Warrior," is discharged at the Canada Sugar Refinery, Windmill Point.

While the sugar situation remains rather acute because of the using up of supplies throughout the country, it would seem that the refiners are doing their utmost to supply the trade with at least some sugars. A great deal, from this time forward, depends upon transportation conditions.

# Materials for Biscuits Tend Higher

## Manufacturers of Plain and Fancy Biscuits Can See Little Possibility of Lower Prices in 1920—Trend of All Ingredients is Towards Stronger Levels

BISCUIT manufacturers are not anticipating any lower prices in 1920, and in substantiation of that belief, point to the growing strength of the markets for the various products that enter into their manufacture. "It is evident to everyone," John Edmunds, sales manager of the Christie Brown Biscuit Co., Toronto, remarked to a CANADIAN GROCER representative, "the trend prices are taking in almost every line. Everything we use is certainly not receding, and we can't see where prices in 1920 are going to be any lower. Take any commodity we use, and the price we are paying to-day for it is considerably higher than it was a year ago. We are producing only at a greatly increased cost. Labor is high, and it certainly does not look like as if men and women are going to work for less money than they are receiving at present.

"Then in the matter of the various foodstuffs that enter into the manufacture of our biscuits, it is readily seen how the prices are tending. The sugar situation, while possibly not the dominating influence in gauging biscuit prices, combines with many others in determining values. All indications point to higher quotations on sugar in 1920, and it seems to be a safe prediction, according to those in close touch with conditions, that sugar will reach record figures in the early part of 1920. Refiners are paying strong prices for raws, and advances to higher levels for the refined articles are inevitable. Flour, of course, is the chief ingredient, and the recent announcement of the Canadian Wheat Board, advanced the price $2.25 per barrel. With the removal of the embargo on flour entering the United States, and the opening of that market again, there will be a very heavy demand for Canadian flour.

"In the manufacture of fancy biscuits, jams figure largely in the same. Before the close of 1919, the association of jam manufacturers announced a general advance in all jams. These quotations are now in effect, and largely owing to the sugar situation are liable to change higher levels, stronger prices on jams are inevitable. Then again butter and shortening are still at record figures. Large quantities of both are used in biscuit making. Nuts and cocoanut are very strong, and some varieties of the former are very hard to obtain. Cocoanut is very high at the present time, and the unsweetened is selling as high as the sweetened.

"With the prices of most commodities advancing to new high levels, it can hardly be expected that biscuits will sell lower than they are at present. On the other hand, with a gradual strengthening of markets involved, even higher quotations on biscuits are not unlikely."

### MIDDLEMAN PROVES TRUSTWORTHY

Referring to the integrity of the fruit jobber, G. Harold Powell, general manager of the California Fruit Growers' Association, told an audience of fruit growers that he "would trust one of the so-called 'middlemen' with his pocketbook as quickly as he would the representative of any other trade."

"In the last sixteen years," said Mr. Powell, "the Exchange has returned $317,000,000 to California, and on this tremendous business the losses through uncollected debts and all other causes has been approximately $8,000, or about one four-hundredth of one per cent."

# High Peanut Prices Purely Speculative

## Some Large Operators Hold That Peanut Market Does Not Warrant Present High Quotations—Peanut Butter Prices Controlled Largely By Peanut Market.

(Staff Correspondence of Canadian Grocer.)

VANCOUVER, Jan. 8.—The opinion of some of the largest operators seems to be that the peanut market does not justify the high prices that are being quoted. Some of the largest handlers on the Pacific Coast are advising their clients to postpone their buying for a few weeks. It is noted that a contemporary paper advises to buy nuts at once, but those best posted among the United States firms, as well as the Canadian importers, do not consider the present peanut price, or the quotations for delivery, in line with what supply and demand would justify. The price of peanuts is very closely related, of course, to the price of peanut oil. The peanut oil prices are affected by the market price of olive oil, cotton seed oil, etc., and everything considered, some of the largest operators in oils and peanuts think that the high prices on Japanese peanuts are maintained by speculators and are not justified.

Of course, naturally, the main factor in peanut butter prices are peanut prices. However, to-morrow's peanut prices, up or down, will not affect to-morrow's peanut butter—but eventually it will. The only other ingredient in peanut butter is salt. There has been an advance on California salt of 5 cents a gunny; this is too small to make any difference to the selling price, but it is indicative of the many petty advances that contribute to the higher cost of various commodities, where there is no one thing that seems to justify the increase. The price of wooden boxes will, in all probability, be higher within the next few months. One encouraging feature is that the price of the lithographed containers is not expected to advance. There has been no hint of this, at any rate.

# Big Export in Beans Is Looked For

(Staff Correspondence of Canadian Grocer.)

VANCOUVER, Jan. 8.—In discussing beans, each authority is keenly conscious of the fact that the best thought-out forecasts, and the most logical expectations, have been very wide of the mark. Beans, as they sell to-day, are considered, by all authorities, to be very cheap food. All the bean operators say, is that when the States finally arranges for shipping and credits with all the European nations, there is likely to be a large export in beans from New York. The first good shipment from New York will give the San Francisco market one of its periodical thrills, and the market on beans will rocket. The San Francisco market is considered particularly excitable. Whether there will be sufficient export to justify the high price and it will stay high, or whether the price will fall again to meet its level with fair stocks, is merely a conjecture; but it is not considered that the price of good beans will remain at the present level when there is any freedom of export.

### TURKEYS AND CHICKENS WERE EASILY REMOVED THROUGH AN OPENING IN THE WINDOW

Gordon Charlton's grocery store and butcher shop at St. Thomas, Ont., was entered on the Monday night preceding Christmas, and three or four large turkeys, one dozen chickens, and several pails of lard were carried away by thieves. The theft was an easy one, the west glass in the window having been broken the night of the hurricane, and had never been repaired. The opening was protected only by the corner of an egg crate. The burglars just pushed this back, and began to pilfer the stock on display.

# Records of Staff Conferences

## Cowan Salesmen Convention

### Miniature Grocery Store is Installed in Convention Room for the Sale of Cowan Products—Staff Enjoys Hospitality of Firm in "At Home" and Banquet

TORONTO. — A most enthusiastic year-end sales' convention was held by The Cowan Co., Sterling Road, on Dec. 17, 18 and 19, at which selling representatives of this company from all parts of Canada were present.

The convention was opened the morning of December 17, with an address of welcome by H. N. Cowan, the general manager. H. P. Cowan, the sales manager, then gave a "Sales Review and Forecast." After an open discussion, resulting from his address, J. G. Gordon, manager of the Montreal office, spoke to the meeting upon "Cocoa, Its Food Value and Commercial Possibilities." He was followed by W. T. Gregory, the advertising manager, who discussed "The Publicity Plans of the Cowan Company for the Coming Year."

The meeting adjourned at noon and proceeded to the lunch room, where a cocoa luncheon was served. The principal items on the menu were made with Cowan's Cocoa, and the variety and delicacy of the dishes served were a source of much favorable comment.

At the afternoon session, R. M. Fahey, secretary-treasurer, spoke to the meeting upon "How the Credit Man Can Assist in Sales Development." After an open discussion, special addresses were delivered by outside speakers. Frank E. Mutton, vice-president and general manager of The International Business Machines, Ltd., gave a very inspiring and interesting talk upon "Salesmanship," while Mr. Pearce, of A. McKim Limited, discussed the comprehensive advertising of the company throughout Canada, and emphasized the assistance this publicity was to the salesman in marketing the lines he carries.

In addition to the work done, there were some enjoyable social gatherings. On the evening of December 17, the sales force was entertained at a banquet given by the company in the ballroom of the King Edward Hotel.

#### Have Miniature Grocery Installed

A most instructive feature introduced to the convention, on the second day, was a miniature grocery store erected in the convention room. This was the scene of many an oratorical battle, when various members of the selling staff were pitted against one another in the sale of the various Cowan products. The idea was to illustrate some of the best methods of interesting the retailer to get behind these products.

On Friday night, the salesmen were guests of the office staff at an At-Home. The main office was very tastily decorated, and served as the ball-room, while the advertising and sales offices were the scene of progressive euchre, and here the guests regaled themselves with a most appetizing repast. In the early hours of the morning, when the motor cars were ready to whisk the guests homewards, Mr. Davidson, one of the Western representatives, moved a hearty vote of thanks to the ladies for the splendid entertainment given, and stated that the event must now be considered an annual one.

The salesmen have expressed themselves as being delighted with the helpfulness of this convention, and greatly appreciated the cordiality of the reception given them at headquarters.

This illustration shows the miniature grocery store established as a feature for the Cowan salesmen's convention. One salesman had to show another the merits of the Cowan products to induce him to stock them.

### GIVEN CLOCK AND ADDRESS

F. E. Robson, manager of the Loblaw Stores, Toronto, was presented with a handsome Westminster Chimes clock on Tuesday evening by the store managers of the various stores throughout the city. The presentation was made at a very enjoyable gathering held in the Masonic Hall at Gerrard St. and Logan Ave. Dancing and cards were the order of the evening. The store managers were all present with their wives and friends, about two hundred altogether. Mrs. Robson was presented with a basket of roses.

An address was also given to Mr. Robson, which he prizes very highly. It indicated the splendid co-operation of every member of the Loblaw Stores' staff towards the success of the business. Those who took part in making the presentations were G. E. Fitzgerald, S. Tod, S. Score, W. J. Pentland, and Miss MacInnis.

Sales staff of the Cowan Company. H. N. Cowan is sitting in the front row, the fourth from the right.

# Wm. Davies' Sales Staff in Convention

## Sales-Managers Conduct Practical Discusssions in Connection With Work of Various Departments—Dance and Euchre a Happy Conclusion.

THE annual convention of the sales staff of the William Davies Co., Ltd., was held at the head office of the company at Toronto during the week of December 29, and was attended by representatives of the firm from all parts of the Dominion. A well-planned series of conferences was conducted under the direction of Mr. A. J. Burbidge, sales-manager, and Mr. W. J. Robertson, assistant sales-manager, some very practical and profitable discussions following in connection with the work of the various departments of the organization.

Visitations to the plant, coupled with demonstrations explaining the different processes employed in the manufacture and preparation of the company's products, were followed with keen interest and proved most interesting and helpful. At the close of the conference Mr. Joe Burt, seconded by Mr. R. W. Boyd, expressed on behalf of their fellow salesmen, appreciation of the close sympathy and co-operation existing between the sales force and the various departments, and also of the encouragement and support they had received through this series of gatherings. Mr. Davis, from New Glasgow, N.S.; Mr. Chant, from Sydney, N.S., and Mr. W. G. Stevens, one of the senior salesmen, who had been associated with the company for twenty-one years, also spoke of the pleasant relationship which had always existed among the officials of the company and the traveling salesmen, which cordial feeling had become even more firmly cemented as a result of this convention. Mr. Burbidge and other officials of the company responded, complimenting the salesmen on their splendid past year's record, and expressed the hope that 1920 would prove a banner year.

The convention concluded with a very pleasant and successful dance and euchre held in the Masonic Hall, and provided an opportunity for the representatives of the company to renew friendships and make new acquaintances, many of the salesmen being accompanied by their wives. A most entertaining dance programme was provided, while for those who preferred cards, tables were arranged for progressive euchre. Several old-time and novelty dances were featured during the evening, and light refreshments were served. A piano duet by Mr. and Mrs. Raymond and solos by Miss Mary Butler were appreciated. The winners of the euchre drive were Mrs. Archie Smith and Mr. Chisholm. The gathering was in every respect a particularly happy and memorable one.

# Returned Men Are Honored

## Veterans in Employ of H. P. Eckardt & Co. Occupy the Head Table Seats at the Annual Eckardt Gathering—Many Stories From the Front.

A SERIES of conferences by the salesmen of H. P. Eckardt Co., wholesale grocers, Toronto, during the Christmas holidays was followed, on Tuesday night of last week, by a delightful dinner at the Ontario Club, given to the employees by Mr. Eckardt. The honored guests of the evening were about 15 young men who had left the Eckardt establishment during the war and gone overseas to do their bit, and returned again. The various dinner courses and speeches were interspersed with popular songs, which made the evening a bright and lively one and enjoyed by everybody.

H. P. Eckardt presided, and in his amiable manner introduced the speakers. He referred feelingly to the absence of those members of the staff who had gone overseas not to return. A silent toast was drunk to their memory. The veterans who had come back each contributed interesting stories of life at the front in France and the Old Country—stories of humorous happenings that befell the youthful veterans that do not usually find their way into print. They were none the less interesting, and were listened to with a great deal of pleasure by the 75 or more guests of the House of Eckardt. Solos were sung by members of the staff, including "Bob" McCrea, one of the travelling salesmen of the firm. Mr. McCrea also had a new story to tell—just ask him about it next time you see him.

Ed. Cutmore, of Brantford, Ont., was another of the guests of the evening. Mr. Cutmore referred, in a reminiscent

mood, to conditions in the trade 20 and 25 years ago, and told some amusing incidents of his early days in the produce business.

In proposing a toast to CANADIAN GROCER, Mr. Eckardt pointed out that he recently had been looking through a copy of that paper, printed about 30 years ago, and recalled how, at that time, eggs could be bought at 9 cents per dozen, and butter about 10 to 12 cents a pound. The market was weak, at that, and liable to go lower. This toast was responded to by B. T. Huston, representing CANADIAN GROCER.

The toast to the ladies was heartily drunk, and responded to by Bert Brown and C. F. Richardson, of the office staff of the company, and the gathering dispersed at midnight, after singing "Auld Lang Syne" and the National Anthem.

# Gunns, Ltd., Entertain Staff Members; Presentations Take Place

## Salesmen and Heads of Departments Are Dined at King Edward.

AT the King Edward Hotel, December 30, the annual banquet was given by Gunns, Limited, Toronto, to the salesmen and heads of departments. This was undoubtedly the most successful banquet in the history of the company. Promptly at 7 o'clock, nearly two hundred guests, representing Ontario, Quebec and the Maritime Provinces, assembled in the rotunda, headed by a piper in Highland costume, marched into the banquet hall in single file. Each man took his place as he reached his allotted place at the table. This seemed to create a feeling of goodfellowship among the guests, and there was never a dull moment from then until the gathering dispersed. A. C. MacVicar, general sales manager, was in the chair, taking the place of F. M. Moffat, managing director, who, unfortunately, was compelled to be out of the city. H. B. Clemes, manager of the City Produce department, very capably acted as Toast Master.

A toast was proposed to the management, which was responded to by Mr. Smith, Mr. MacVicar and Mr. Taylor. M. E. Smith, secretary-treasurer, dealt chiefly with the future of the company.

Mr. Taylor, manager of the Beef Department, was presented with a pipe in a silver case by the men in his department as a token of their esteem. Mr. Taylor thanked them sincerely.

Harper R. Gray, of Gunn, Langlois, Montreal, also addresed the gathering, on behalf of the representatives of the province of Quebec.

A cablegram was received from Gen. J. A. Gunn, president, who is at present in England. The reading of this message by the chairman received an ovation from the men. A suitable reply was framed and dispatched by Mr. MacVicar.

During the evening each guest received a silver pencil engraved with the name "Gunns" as a souvenir of the occassion.

Various original stunts and jokes were perpetrated on a few of those present. H. Horton, the factory superintendent, was assailed by a supposed workman who demanded money due for overtime in the factory making Gunns' Easifirst Shortening. Mr. Horton carried the would-be actor out of the hall in his arms.

Mr. Perry, the chemist, was once more reminded of a joke against him, when he tied his car to a tree with a rope to keep it from being stolen. The page, calling his name, brought in an old automobile wheel and told him that his Ford had got away.

The gathering was joyously proceeding when a young lady pushed her way past the waiters at the door, and demanded to see E. H. Duncan. She appeared to be excited and insisted on knowing why Duncan had kept her waiting so long, as she had an appointment with him. The excitable female was impersonated by one of the young men in the office.

The musical part of the program was well handled by Harvey Lloyd, the well-known comedian, and an orchestra of five, along with Mr. Leslie, who sang. Many choruses were sung during the evening. One of the salesmen from Montreal gave a selection on the ocarina, which was quite a novelty.

# PAPER PRICES WILL BE MAINTAINED

VANCOUVER, B.C., Jan. 8.—In speaking to one paper merchant in Vancouver he advises CANADIAN GROCER that of the three paper companies that he represents, one has withdrawn quotations and the other has advanced prices. These are United States paper merchants, and they give as one of their greatest difficulties a scarcity of raw material, shortage of pulp. Most of this is obtained from Canada, and there is at this time an unprecedented demand for all wood products. Labor difficulties have also contributed to their difficulties, but it is hoped that the coming year will not again add to their troubles.

### Twine

The twine most of interest to the trade is the ordinary cotton twine. In order to forecast probabilities on cotton twine, each merchant may watch the cotton market. It is expected by the cotton people in the United States that as soon as shipping and credit arrangements can be completed with various of the European nations a large share of the available cotton will be absorbed by that market, with a consequent strengthening of the cotton market. Cotton twine cannot remain undisturbed if cotton advances.

### U. S. IMPORT OF BRAZILIAN COFFEE LOWER

Imports of coffee from Brazil, amounting to 75 per cent. of the commodity used by the United States in 1914, dropped to 54.3 per cent. in 1919, according to the Departme tnof Commerce. The loss was partially compensated by the increases in the imports from Central America and the West Indies. The report declares that the United States is the largest coffee consuming country in the world in the aggregate, though not per capita, although an increase in the per capita consumption has been noted since nation-wide prohibition went into effect.

During the fiscal year ending June 30, 1919, Brazil sent 571,921,573 pounds of coffee to the United States; Colombia sent 121,416,418 pounds; Venezuela 85,007,446 pounds; Central America 158,343,135 and Mexico 21,963,490 pounds.

### EXIT J. BARLEYCORN, ENTER——?

Chemists are in some doubt about the physiological affinity between high balls and bon-bons. Of course they admit there is a chemical affinity for anything that contains sugar or will ferment and produce alcohol.

They admit, as a fact of observation, that when the high ball goes the bon-bon becomes, at least for a time, more popular. But they are not so sure as to how much or exactly what parts of the appetite left behind by the departing high ball may be filled with candy or other confections.

The candy trade is inclined to discount the suggestion that prohibition will turn the biggest portion of liquor's freed millions into their coffers. They present results of investigations that give body to their contentions. Those researches indicate that instead of candy being the favored heir to the riches that crossed the bars, it will rank fourth. Savings banks, say the researches, will come first. Next after the banks will come candy's liquid cousins—soft drinks and ice cream. The third beneficiary will be the movies. And, following candy, will be tobacco, and after that many things, depending largely on conditions that vary in different localities.—The Nation's Business for October.

### WINDOW DISPLAYS SELL GOOD

"Windows are the quickest way of advertising goods to one's trade," said E. Goom, of Queen East. "On Saturday recently, I found a case of a certain brand of macaroni among my stock which had not been moving freely. I put a few samples in the window late Saturday afternoon, and before closing I had disposed of all but three cartons."

# Grocer for 26 Years Becomes Editor

## J. L. Wyckoff, Window Trimmer, Show-Card Writer, Writer of Retail Advertisements, Etc., Clerk, Store Manager and Later in Grocery Business For Himself, Joins Canadian Grocer Staff—Early Experience a Varied One—Will Make Close Study of Grocery, Fruit and Produce Markets.

BEFORE the next issue of CANADIAN GROCER comes out, J. L. Wyckoff, who has been in the retail grocery business in London, Ont., for a quarter of a century, will join the staff as editor of this paper. He succeeds J. L. Rutledge, who will in the future write special articles for CANADIAN GROCER and other papers published by MacLean Publishing Co.

Mr. Wyckoff is known to a good many merchants in Canada personally, but perhaps he is better known across the country by the articles he has written for CANADIAN GROCER during the past ten or twelve years. He has been a contributor during that time on a great many subjects. These included window display, show-card writing, buying systems, business management, methods of increasing business in certain departments of the store, retail salesmanship, retail advertising, etc., etc. For this reason he becomes associated with the staff of CANADIAN GROCER with not only a thorough knowledge of the grocery business but as a writer on practical grocery subjects as well.

J. L. WYCKOFF,
Who joins CANADIAN GROCER staff as Editor, on Monday, after 26 years in the grocery, fruit and produce business.

### A Grocer for 26 Years

It was in 1894 that Mr. Wyckoff launched out in his grocery career. He was then connected with the store of W. H. Branton of London, Ont. The Branton store was located near the market and had an extensive farm trade. This meant, as all merchants know who deal direct with farmers, a big trade in farm produce. Huge quantities of butter, eggs, etc., had then to be disposed of through channels other than the regular city customers of the store. At that time, Mr. Wyckoff points out, butter could be purchased during the spring and summer months at 8 cents a pound, and eggs at the same price per dozen. During the winter months the price would reach about 12½ to 15 cents, with potatoes at 25 cents per bag. He has been closely in touch ever since with the increases in prices and the principal causes for the increases.

Five years were spent as a clerk with Mr. Branton, after which Mr. Wyckoff became head clerk in the store of James Wilson & Co., London, who enjoyed a high-class trade and who also did considerable business in jobbing and selling to bakers, hotels and small stores. He called on these various places once a week for business, in addition to his other duties. One of the hobbies of this firm was their tea and coffee. They bought tea in quantities of 100 chests at a time, and coffee always in ton lots in green state. The blending was done in their own store, the work being accomplished chiefly by Mr. Wyckoff under the supervision of Mr. Wilson, who at that time was considered one of the best judges of tea and coffee in Canada. Of course since then an extensive trade has developed in tea and coffee in packages, but his early training along this line has naturally been a great help to him in his grocery career. Among his other duties was charge of the window trimming, show-card writing and the store advertising. Wilson & Co. often used half-page advertisements in the daily paper, and very rarely less than quarter pages. He was with this firm for three and a half years until they retired from the grocery business.

### Becomes a Branch Manager

Mr. Wyckoff next went with T. A. Rowat & Co., London, Ont., a firm that sold many exclusive and high-class lines, and still sells them. In recalling his introduction to the Rowat store, he states he was amazed at the great variety of goods—goods that he never thought existed, and yet which were every-day sellers. In 1908 Rowat & Co. opened a branch store in South London, and Mr. Wyckoff was given the managership. He remained there until 1912, and in 1914 he entered the grocery business for himself. It was in January, 1909, while he was with T. A. Rowat & Co., that Mr. Wyckoff wrote his first article for CANADIAN GROCER. This was on show-card writing. He had had an all-round experience in selling all classes of customers.

### Will Study Market Conditions

He has disposed of his business to join the CANADIAN GROCER staff, and takes up his duties on Monday as editor. He will pay special attention to market quotations, and as he has been buying grocery lines in large quantities during his long experience as a grocer, he will be in a position to give retail merchants the very best service possible. Retailers, wholesalers, manufacturers' agents, brokers and manufacturers will be called on every week for not only market news but information and methods of doing business with a view to making CANADIAN GROCER still more valuable in a practical way.

CANADIAN GROCER is one of sixteen publications published by the MacLean Publishing Company, whose service to subscribers extends across Canada.

### CANNED GOODS ARRIVE FROM BELGIUM

CANADIAN GROCER is informed that the shipment of Belgium peas, in cans, has just arrived and is now being distributed by Canadian jobbers. It is stated that this is the first shipment to come forward in five years, and as there was always a ready demand from the trade for these products, the jobbers are expecting a wide distribution of this first allotment. It is stated that supplies are now expected to come forward in more or less regular fashion and that the Belgian canners are in a position to undertake shipment of considerable quantities. This is an indication of the rapidity in which some of the industrial concerns are coming back to undertake export trade.

# CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

*The Only Weekly Grocer Paper Published in Canada*

JOHN BAYNE MACLEAN - - - - - - - President
H. T. HUNTER - - - - - - - - Vice-President
H. V. TYRRELL - - - - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1103 Union Trust Bldg.; Telephone 3449. Vancouver—39 Tenth Avenue West.

UNITED STATES—New York, Mrs. E. C. Gibb, Room 1606, St. James Building, 1133 Broadway (corner 26th Street), New York; Telephone [illegible]. Chicago—Room 1401, Lytton Bldg., 11 E. Jackson St.; Telephone Harrison 9133. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable address, Atabek, London, England.

SUBSCRIPTION—Canada, $3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4.00 a year. Single copies, 10c., invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

VOL. XXXIV. TORONTO, JAN. 9, 1920. No. 2


## *AN UNWORTHY PRACTICE*

INQUIRIES among wholesalers and manufacturers indicate that some members of the trade have gotten into the habit of repudiating orders for goods which they have already confirmed. The selling agents of a large Old Country firm showed CANADIAN GROCER an order confirmed by a retailer for a certain quantity of goods with the retailer's signature which had been later cancelled. The agent was told that goods of another line had been purchased and the merchant could not handle the goods ordered and signed for.

There is too much of this sort of business altogether to be found among the trade. It does not apply only to the grocery trade; it applies to others; also to some wholesalers as well as retailers. Business men owe it to their own good business integrity to play fair in the matter of accepting goods which they have ordered and confirmed. They should look at the matter in the same light as if they had sold goods to a customer which were returned to them without any good reason.

## *WHAT IS SALESMANSHIP?*

"A REAL salesman sells goods at *his* prices and on *his* terms. Anybody can cut prices; anybody can make sales at cost. It has been well stated that salesmanship begins where price cutting leaves off. Every man who cuts prices below the fair level admits that he does not know how to sell. He doesn't know how to say *no*."

The above quotation from *Printers' Ink* draws a sharp line between real salesmanship and merely handing out the goods. Cutting prices is the last resource of the inefficient. The merchant or clerk who knows his business, who knows his goods, and is informed on the factors that go to creating the price of the commodity in question, does not need to adopt any such practice. Most people in the world are reasonable, and can readily be convinced of the justice of the price, if they should ever question it. The salesman whose only method of encouraging purchases is the cut-price idea had better look elsewhere for a lifework, for he is not a salesman, for salesmanship is creating a desire in the purchaser that makes the matter of price only a secondary consideration. Any man can do this if he has the moral courage, and if he has the knowledge.

## *ADVERTISING FOR GOOD WILL*

THERE has been a general tendency of late to blame the grocer and others for all the ills of high prices. Of course the grocer and the retailer generally is as little to blame for high prices as anyone, but the public does not know the facts and the public always wants a scapegoat, and the nearer the scapegoat the better, so naturally the retailer is sacrificed to public opinion. Of course, while this is an injustice, it is one in regard to which the retailer himself is largely to blame. The man who sits still under unjust accusations can not well complain if his silence is misunderstood.

In Atlanta, Georgia, the retail grocers and butchers have adopted a far different attitude. They have struck straight back with an advertising campaign in which the space was devoted to making clear every detailed fact in the retail grocery and meat business involved. They took, as a definite instance, a bag of flour. They told to the cent what the farmer got for the wheat that went into it. They told what the mill paid its employees and what its costs were to grind that one bag of flour. They told what the freight to Atlanta was, what the wholesaler paid for it, and explained in detail the expense of handling it down to the last expense of the retailer, that of delivering the bag at the customer's kitchen door.

In similar manner they discussed every factor entering into the situation of high food prices.

They used a third of a newspaper page for each message, and the cost divided among them all was small, and if there was any consumer in Atlanta who still believed the absurd stories of profiteering by grocers and butchers after a dozen or so of the advertisements had appeared, it was because he could not read, or lacked the normal human function of reason.

In most Canadian cities the trade is organized, and a similar campaign could be readily inaugurated, and if the trade is falling into disrepute, it is simply because people have not been made to understand. It is worth while to direct advertising toward securing good will as it is toward securing customers.

# Doing Business on 10 Per Cent. Expense

## Knowing Where You Stand All the Time Analyzing a Business Closely—An Interesting System

CERTAINLY it is a pleasure to run across a grocer who forges steadily onward, does it logically, and knows all the time precisely where he stands. I have the record of one in a mid-western city which shows all these things. I have had the great good fortune to know him rather well for upward of ten years. I know that always he keeps digging into the facts of his own store. He seeks facts, facts, facts always, and never tires of seeking. Consequently he grows in size and efficiency every year. We'll call him Jim Sweeney, for that's the kind of man he is—a red-headed hustler from 'way back, who cuts out all frills and is down to plain business every day.

Jim is strong on the fruit department. He knows that, if run right, it pays big money and also draws trade as nothing else will. That is why he writes about its details. He says:

"I am enclosing a detailed report of the month of June business; also a record of the sales and number of sales for June of last year. This June I sold fifteen boxes of lemons, 300 size, at forty-nine cents, that cost me $6.50 a box; twenty boxes of oranges that cost $6.50, at seventy-eight cents; 120 cases of strawberries, twenty-four quart size, costing an average of $5.75, at $7 per case.

"This May our sales were $10,000, on ten per cent. expense. That month we sold forty boxes oranges which cost from $5.50 to $6 at sixty-nine cents a dozen, and nine boxes lemons, 300 size, that cost $5.50 to $6, at 39 cents per dozen.

"Business going big and growing steadily."

### Business Closely Analyzed

To show how Jim analyzes his business, his cashier hands him every morning a strip from her adding machine, which shows the cash sales, credit sales, number of cash customers and credit customers, amount received on account, and anything else for which he may ask. Then we have a monthly review like this of April of last year:

| | |
|---|---|
| Cash customers | 4,935 |
| Credit customers | 1,018 |
| Cash sales | $2,882.84 |
| Credit sales | $2,368.86 |

Then a year later he gets April of this year, and he compares the two—always this year with last to note progress and keep close tab on the business. So here is April of a year later:

| | |
|---|---|
| Cash customers | 7,522 |
| Credit customers | 1,006 |
| Cash sales | $6,051.20 |
| Credit sales | $2,816.69 |

Now let us compare the two June months. Here is June last year:

HENRY JOHNSON, JR.

| | |
|---|---|
| Cash customers | 6,342 |
| Credit customers | 1,296 |
| Cash sales | $4,578.09 |
| Credit sales | $2,943.80 |

Here is June of this year:

| | |
|---|---|
| Cash customers | 8,215 |
| Credit customers | 1,159 |
| Cash sales | $7,195.07 |
| Credit sales | $2,629.02 |

Now compare April with April and see the distinct progress. Same with June and June. But then compare April last year with June last year and see how much bigger June is, then compare that June with this April, and see further progress. In fact, every month shows up better than the preceding month and each year ahead of the previous year. Much, indeed most, of this progress is due, I am sure, to the constant watchfulness of Jim himself.

### The Multi-Column Journal

Jim employs an expert auditor, a woman who comes in for certain hours each day, for he has the wisdom to know that he has no time to fool away keeping books. He is busy selling goods, and he knows the value of a man in any business lies in his ability to sell, so likewise he fools away little time buying.

The auditor keeps a sixteen-column journal, carrying each amount into the proper subdivision just when the entry is made, so the monthly totals can go to the general ledger in a very few minutes at the end of each month. I have a transcription of the June, this year, totals, as follows:

| | |
|---|---|
| Received on account | $2,926.02 |
| Cash sales | 7,195.07 |
| Cash paid out | 1,478.35 |
| Deposits | 10,962.35 |
| Checks issued | 10,797.30 |
| Personal (Jim) | 75.63 |
| Merchandise | 11,432.10 |
| Salaries sales force | 373.82 |
| Selling expenses, misc. | 101.69 |
| Salary delivery force | 40.00 |
| Delivery, misc. | 28.40 |
| Salaries office force | 77.75 |
| Office supplies | 1.64 |
| Light, rent, telephone | 124.81 |
| Gen. expenses, misc. | 15.66 |
| Store No. 2 | 4.15 |

### Very Low Expense

Jim has been shortening up on the credit business for the past few years, keeping on with only old customers whom he knows well as being reliable, and not soliciting new credit trade. Yet you will note that the credit sales show almost a consistent growth, and the number of credit customers enlarges almost every month.

I like that feature. I think it shows that Jim is not a plunger, does not "go off at the handle" on a notion just because he has it, but makes haste slowly, making changes without disturbance of his business. Result is that his cash business has grown very rapidly; he has his money in hand at all times, yet he retains a nice slice of the best kind of customers—those who will not pay cash but who do pay their bills promptly and buy good things.

I have not checked over the auditor's figures, nor shall I do it, for I know they are right. She has noted on her transcript:

"You will notice that the gross expense was $839.40; also that the expense was eight and one-half per cent., including $200 salary for Mr. Sweeney."

I am accepting her figures, as I say, at 8½ per cent. expense for June as it stands. But there is no allowance for interest on invested capital, nor for annual depreciation. Therefore I have assumed a business of $120,000 a year. On that I take one and a half per cent., or $1,800 for the items I indicate, and arrive at ten per cent. total expenses on this grocery business—a record for which any merchant might well be proud.

### Average Sales Per Customer

A few years ago when a merchant got a dollar into his till he had made three sales to get it there. Probably the average sale is more like 40 or 45 cents to-day. Some high-grade merchants tell me that it runs to around 87 cents in their stores.

But here is Jim Sweeney, with sales in June of $9,824.09, sold to 9,374 customers. So Jim sold on the average over a dollar and four cents—nearly a dollar and five cents—to each customer! That looks pretty good to me. How do your individual sales compare?

It is hard to carp and find fault with such a record but it is my business to pick flaws where I can, and besides, Jim would not thank me to throw garlands

Continued on page 54

# Future of Sugar Depends on Producers

## Canadian Market Is Almost Bare of Excess Supplies—View, However, Is Expressed By a Large Importer of Raws, That There Must be Considerable Refined Sugar Held By Ultimate Buyers, But the Visible Supply Is Nevertheless Very Small.

MONTREAL, Jan. 8.—In considering the future basis of price likely to obtain for refined sugar there are a great many factors to be considered. In the first place the Canadian market is apparently bare of any excess supply at the present time. On the other hand, information secured by CANADIAN GROCER is to the effect that there must be considerable supplies of sugar somewhere in the country. The import of raw sugar and the refining of the same has been very heavy during the past year, and imports have exceeded those of the previous year, and imports continue to increase.

In conversation with a very heavy importer of raw sugar a few days ago, CANADIAN GROCER was informed that the view was held in trade circles, that considerable refined sugar was being held by ultimate buyers. However, this may be, the fact remains that the visible supply of refined sugar is a very limited one.

### Exceptional War Profits

It was pointed out in an interview which the writer had with this importer that the war profit secured by the producers of cane sugar were very large. In some cases these profits have been so large as to create a number of millionaires, and who are now in a position to sit tight, if they so desire, when they have sugar to offer and the price offered them for the product does not meet with their own ideas.

Under these circumstances it is obvious that the producer will sell where he chooses, and it is quite evident that his stock will be sold where it brings him the largest returns.

### U. S. Will Pay the Price

It is pretty generally agreed that United States' buyers will pay the price for a given commodity, providing it is to be had and they want it. The matter of supply has become far more important with them than the matter of price. For instance, when a certain commodity exceeds a certain price, the Canadian buyer, or probably the English buyer, will simply decide to go without an article, whereas the United States buyer will pay the price. This is expected to be a condition in connection with raw sugar purchases by the United States refineries during the coming season.

While power has been vested in the President of the United States to deal with the matter of price-fixing on raw sugar, a great many feel that no action will be taken and that there will be, therefore, no likelihood of buying prices being fixed as they were last year. This being the case and with an open market prevailing, the price trend will take its own course.

### Europe as a Buyer

The production of beet sugar in Continental Europe has been very much less for some time than it was before the war. It is pointed out that the German grower has had very little inducement handed out to him to grow this product, and that, as a consequence, there will be little or no sugar for export from that country. This will serve to indicate that there will be no sugar supply available from that source for this country, and it may be that considerable export of raw sugar to Continental Europe will be undertaken.

In view of what has already been said regarding the independence of the raw sugar producer on this side of the water, it is quite probable that he may be offered a good price for his raw sugar from the European market. This will have an effect upon the situation here, and the price basis would, in all probability, be enhanced. But to definitely forecast a price tendency is a difficult problem at the present time and none of the importers seem inclined to go on record as to what prices are likely to be. There is this to say, however, that most of them agree that prices will not decline, and that they will probably be higher before any length of time. Much will depend on the attitude of Cuban and other producers.

### Two Big Factors

There are two important factors which are responsible for the much-increased consumption of refined sugar. In the first place, the demand for sugar on the part of confectionery manufacturers and candy makers has been exceedingly heavy. They have used larger quantities than ever before, and still are always crying for more. This demand has been created to a certain extent, it is thought, through the enforcement of temperance legislation in various countries, and which has thrown a great demand upon candy makers for their products.

In the second place, the fact already pointed out, namely, that of European production being limited during the past year, may be taken as an important factor in consideration of the price basis for refined sugar. It is simply a question of "who will pay the highest prices" for raw, and if the competition is speeded up, very high prices may be looked for. Europe may become a very heavy buyer, too.

### Production Is Heavy

The production of raw sugar, both in Cuba and in Peru, and in other countries, is reported to be very heavy. It would seem that, with refiners now rather short of supplies, there will be some difficulty in satisfying their immediate requirements, and this will make a very busy time for the early months of 1920.

The present price for refined sugar, viz., $12.00, is said to be less than present prices for import would justify. Not only so, but CANADIAN GROCER was informed by a producer of raw sugar that this price, as charged by the refineries, is less than they could purchase raw sugar for and refine it, without a cent of profit added. It is obvious that the price of $12.00 is, therefore, based on sugar which was bought some time ago.

An interesting observation made was that regarding the holding of raw sugar for a period of several years. Reference was made to a shipment of raw sugar which arrived at Montreal, and was held for over four years before the same was refined. This sugar did not test so high when it was finally used, as had it been used sooner, but it made quite as good a quality of sugar, there having been a loss only in the content of the raw sugar. However, this does not bear with very much force upon the consideration of price basis, but simply goes to show that the producer can hold off selling his stock, if he does not get the price he demands.

### Shipping To Be Plentiful

This informant is very hopeful regarding improvement to be anticipated in the shipping situation. He believes that within a period of twelve months the situation will be so improved as to enable carriers to handle cargoes promptly, and that they will be able to give reduced freight rates. As a matter of fact, he felt so confident regarding this phase of the matter, that he believed there was reason to look forward to keen competition as between the various ocean transportation companies. He even went so far as to suggest that the condition of rate wars might again be introduced.

In this connection, Great Britain was coming back strong, and he believes that she will hold her pre-war supremacy as a commercial carrier of freight upon the high seas. The United States are making a strong bid for first place, but quite a number of factors go to show that Great Britain was still on top, and would continue to be. Her shipping is of a very staunch character, and she is increasing her tonnage again very rapidly. She also has the advantage of building her tonnage at a reduced price, it was pointed out.

# CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

### MARITIME

The grocery of Mrs. Capt. Mosher, Souris, P. E. I., was burned recently.

### QUEBEC

Henry B. Thomson, ex-Food Controller, was in Montreal early this week.

W. H. Halford, managing director of the Murai Trading Company, spent several days this week in New York.

M. Nozaki, C.P.R. agent at Yokohama, Japan, and Mr. Mochizuki, tea exporter of the same city, are visiting Montreal.

Percy Kent (returned soldier) has been appointed to represent in Nova Scotia and Prince Edward Island, the Montreal firm of S. H. Ewing and Sons, coffees, spices, etc.

The F. W. Woolworth 5c, 10c and 15c Stores, located at 489 St. Catherine Street East, were damaged by water on Saturday night last, when a fire, which had broken out in the premises above the store was being fought by the city fire brigade.

### ONTARIO

The F. F. Long, Ltd., of Campbellford, has been granted a charter.

Wm. J. Fawcett, Toronto, has been succeeded by James Q. Tamblyn.

Wm. Leary, Parkkill, is offering his grocery and flour and feed business for sale.

The grocery store of Miss Maud Addison at Athens, Ont., was recently damaged by fire.

W. H. K. Ostrom, of Rednersville, Ont., has sold his general store to Alex. Gilmore of the same town.

J. J. Lavadiere, of Toronto, has disposed of his grocery business to Prentice and Forrest of the same city.

The Gipe-Hazard Store Service Company, Ltd., has taken over the business of the Gipe Carrier Company, and also that of the Hazard Store Service Company, in Toronto.

Duncan H. McKenzie, for the last 25 years has been connected with Snetsingers' General Stores at Moulinette, Ont., died quite suddenly Sunday morning, Dec. 14. Interment took place at Lancaster, Ont.

James Kyd has severed his connection with the F. J. Castle Co., Ltd., wholesale grocers, Ottawa, to enter the wholesale grocery brokerage business in that city. His office is in the Citizen Building.

J. G. Wallace, who has been in the grocery business in Brantford, Ont., for the past forty years or so, has disposed of his business and sold the building to the Hydro-Electric for office purposes. Mr. Wallace is retiring after a long and honorable grocery career.

The 50th anniversary of the founding of the H. J. Heinz Co.'s pure foods industry at Pittsburgh, Pa., was celebrated by holding a banquet in that city recently. The Leamington factory was represented at the function by R. A. Logan and H. J. Barmby.

### WESTERN

Zacour Bros., Winnipeg, have disposed of their stock.

Mrs. K. Bertram, of Saskatoon, has sold her business to W. G. Whidden.

C. F. Julien, of Edmonton, has been succeeded by H. Beltier of the same city.

The Western Canada Flour Mills, at Edmonton, recently suffered loss by fire.

H. D. Sullivan, of Edmonton, has disposed of his grocery business to C. E. Stranger.

Stewart & Rutledge, of Unity, Sask., have been succeeded in the grocery business by C. F. Carsen.

Johnson Bros. have sold their grocery business at 215 Johnson Avenue, Winnipeg, to Frank Roberts, who is putting in a new stock and generally renovating the store.

David Ross and Wm. T. White, of Winnipeg, have exchanged stores, Mr. White taking over the grocery and confectionery business of David Ross, and Mr. Ross assumes the proprietorship of Wm. White's store.

---

### NEW MANAGER OF CANADA DRUGS, LTD.

**W. H. Reed, of Winnipeg, Will Take Charge of Yorkton's Latest Wholesale Business**

Mr. W. H. Reed, of Winnipeg, has accepted the position of manager of Canada Drugs Ltd., the new wholesale drug company recently organized, with headquarters at Yorkton, Sask.

Mr. Reid was formerly manager of the mercantile department of the Saskatchewan Grain Growers at Winnipeg, and is well qualified for the position he has assumed. He anticipates big business and will extend the activities of Canada Drugs, Ltd., to all parts of Canada.

---

### WAS THE WRITER'S OPINION ONLY

CANADIAN GROCER has a letter from George I. Harnish, Leguille, N. S., in reference to a recent article by Henry Johnson, Jr., in regard to taking stock on Sunday. In his letter Mr. Harnish says that success depends on doing right. "If I cannot make a living without breaking God's command in regard to keeping the Sabbath day holy, I will give up the grocery business. If we do what is right in the sight of God our barns will be full to overflowing. Any merchant that breaks the Sabbath day is no better than a burglar, and deserves all the punishment that will come upon him. Had the business men the world over served God as diligently as they have served their business, the world would not be in the condition it is to-day."

Readers, of course, understand that the opinions and ideas expressed by Henry Johnson, Jr., and other writers under their own names in CANADIAN GROCER are theirs and do not necessarily coincide with those of CANADIAN GROCER. We have never suggested editorially and would not suggest that any merchant should take stock on Sunday—the day of rest from the labors of the week.

---

### SAYS POISON SCARE OVERDONE

The botulismus poisoning scare has gone beyond all reasonable bounds, and wholesale seizure of olives has not been justified by investigations made by bacteriologists, Fred L. Woodworth, Michigan state food and drug commissioner, says.

"I doubt that in the thousands of cans seized in Detroit, a single instance has been found where botulismus germs were present. The germs in the only harmful can found were not those of botulismus, and the investigations carried on by the Department of Health laboratories indicate that they would not cause death.

"The suspicion raised against canned fruit and vegetables as a result of the death at Grosse Pointe is detrimental to public health. There is no more wholesome or safe food than canned fruits."

---

### CALENDARS 1920

The California Fruit Growers' Exchange, Los Angeles, has issued a very attractive calendar to its many patrons. It constitutes a picture of the well-known Sunkist oranges, in the natural color, against a background of blue and green, the effect being an altogether pleasing one.

# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

MARKETS generally throughout the Dominion, in grocery lines, are very active and from all reports the price trend is chiefly towards higher levels. There is a big demand for goods and some lines are in small supply. A number of advances are shown this week.

**MONTREAL**—At the time of going to press there is no change in the price of sugar, but, owing to the higher levels of raws, advances are inevitable. Canned goods are selling freely. Heavy export business with European markets is expected when exchange rates become more settled. Prunes have advanced 1 cent per pound. Other fruits are selling readily. Small shipments of shelled walnuts are arriving in this market and Bordeaux shelled are selling at 85c per pound. There is an active demand for corn syrup and the undertone is firm. Flour is selling steadily at recent advances. Spices are firm. Rolled oats are firmer and are selling from $4.70 to $5.25 per bag. Oatmeal sells freely at from $5.50 to $5.75 in 98's. Rice remains very steady and no changes are expected in price basis for some time to come. Hay has advanced from $1 to $3 per ton. There is a great scarcity, owing to the farmers' failure to deliver. Oats also are scarce.

**TORONTO**—The grocery markets this week are for the most part very strong. There is nothing to indicate any easier tendencies in values at the present time and even at the high levels prevailing there is a continuance of the active trade that characterized business prior to the holiday season. The sugar market is steady and firm with not much improvement in supplies. Excess stocks of refined sugar in Canada are apparently not large. New raws should be available at an early date, when it is expected that supplies will show expansion. Advices from primary markets point to higher prices for new molasses, when shipments of the new crop are ready for this market. Cereal prices are very strong and higher figures are named for some cereals this week. The trend is towards stronger quotations. Higher prices are named on baking powder this week, the advance amounting to 10 cents per case on some brands. Soap, too, has advanced, laundry varieties being quoted 50 cents per case higher. The increasing cost of raw materials and the exchange situation are advanced as the reason thereof. New Manchurian shelled walnuts are on the market and are quoted to the trade at 68 cents per pound. Other lines are steady. Raisins are still very scarce, although some recent arrivals have helped the situation somewhat. All indications point to strong prices for raisins and buying now, where available, is good business, as prices are bound to be higher in the spring.

The tendency in the market for live hogs is towards lower prices. Fresh pork and pork products, however, are steady and strong. The market for butter, cheese and eggs is strong and unchanged.

**WINNIPEG**—The markets this week are very strong and in a number of instances advances are reported. Trade has been very active, even after the rush of the holiday season. The feature of the markets this week has been the advance in the price of sugar by B.C. refinery. Quotations are up one dollar per cwt. Soaps have also advanced. Raisins are still very strong, although Grecian currants are slightly easier. Canned milk shows a tendency to go higher. The hog market is very firm.

## QUEBEC MARKETS

MONTREAL—Provision markets are ruling steady with some changes. Select weight hogs are commanding higher prices, as much as $19 per cwt. being paid last week. Barrel pork is lower, and sausage, hams and tongue are all marked down from previous levels. The butter market is steady and unchanged. Cheese is a seller to the domestic trade on an unchanged basis. Lard sells well at maintained prices, and margarine and shortening command a fair sale to the trade. New-laid eggs are freer in supply, and the price is reduced to 95c per dozen, while selects are also down. Poultry undertone is easier and prices may be expected to decline, the receipts having improved, and demand being somewhat less. The fish trade is quite active, and supplies are selling well of fresh frozen varieties.

### *Pastes, Dyes, Special Cheese Up*

Montreal.

PASTES, DYES, SPECIAL CHEESE.—"Splendour" pastes have advanced 30c per box of 20 pounds. Selling price is now $2.30. Diamond dyes are now selling at $13.56 per gross, less 5 per cent. trade discount. There is an advance of 1c on the special 20-lb. cheeses which is now selling at 34c per pound.

### *Sugar Very Firm; Advances Likely*

Montreal.

SUGAR.—Although there is no change in the present price basis at the time of

going to press, an early advance seems inevitable owing to new high levels for raws. Adequate supplies will not be available until next month. Meanwhile there is an active demand for the small amounts that are being refined by the various companies.

| | |
|---|---|
| **Atlantic Sugar Company, extra granulated** sugar, 100 lbs. | 12 00 |
| **Acadia Sugar Refinery, extra granulated.** | 12 00 |
| **Canada Sugar Refinery** | 12 00 |
| **Dominion Sugar Co., Ltd., crystal granulated** | 12 00 |
| **St. Lawrence Sugar Refineries** | 12 00 |
| **Icing, barrels** | 12 20 |
| **Icing, 25-lb. boxes** | 12 60 |
| **Icing, 50-lb. boxes** | 12 40 |
| Do., (50 1-lb. boxes) | 13 70 |
| **Yellow, No. 1** | 11 60 |
| Do., No. 2 (Golden) | 11 50 |
| Do., No. 3 | 11 40 |
| **Yellow, No. 4** | 10 55 |
| **Powdered, barrels** | 12 10 |
| Do., 50s | 12 30 |
| Do., 25s | 12 50 |
| **Cubes and Dice (asst. tea), 100-lb. boxes** | 12 60 |
| Do., 50-lb. boxes | 12 70 |
| Do., 25-lb. boxes | 12 90 |
| Do., 2-lb. pack. | 14 00 |
| **Paris lumps, barrels** | 11 85 |
| **Paris lumps (100 lbs.)** | 11 95 |
| **Paris lumps (50-lb. boxes)** | 12 05 |
| **Paris lumps (25-lb. boxes)** | 12 25 |
| **Paris lumps (cartons, 5-lb.)** | 13 00 |
| Do. cartons, 2-lb.) | 13 25 |
| Do. (cartons, 5-lb.) | 12 75 |
| **Crystal diamonds, barrels** | 12 60 |
| Do. (100-lb. boxes) | 12 70 |
| Do. (50-lb. boxes) | 12 80 |
| Do. (25-lb. boxes) | 13 00 |
| Do. (cases, 20 cartons) | 13 75 |

## *Canned Goods Selling Freely*

**Montreal.**

CANNED GOODS.—Canned goods are selling freely and prices are unchanged. It is stated that a big export trade will be done in the European markets whenever exchange rates settle down. There are adequate supplies to meet the demands for these commodities.

CANNED VEGETABLES

| | | |
|---|---|---|
| **Asparagus (Amer.), mammoth green tips** | 4 50 | 4 85 |
| Asparagus, imported (2½s) | 5 50 | 5 55 |
| Beans, Golden Wax | 1 75 | 1 85 |
| Beans, Refugee | 1 70 | 1 75 |
| **Beets, new, sliced, 2-lb.** | 1 00 | 1 35 |
| Corn (2s) | 1 62½ | 1 65 |
| **Carrots (sliced), 2s** | 1 45 | 1 75 |
| Corn (on cob), gallons | 7 00 | 7 50 |
| Spinach, 3s | 2 85 | 2 90 |
| Squash, 2½-lb., doz. | .... | 1 50 |
| Succotash, 2 lb., doz. | .... | 1 80 |
| Do., Can. (2s) | .... | 1 80 |
| Do., California, 2s | 3 15 | 3 50 |
| Do. (wine gals.) | 8 00 | 10 00 |
| Sauerkraut, 2½ lb. tins | .... | 1 60 |
| Tomatoes, 1s | 1 45 | 1 50 |
| Do., 2s | .... | 1 50 |
| Do., 2½s | 1 80 | 1 85 |
| Do., 3s | 1 90 | 2 15 |
| Do., gallons | 6 50 | 7 00 |
| Pumpkins, 2½s (doz.) | 1 50 | 1 55 |
| Do., gallons (doz.) | .... | 4 00 |
| **Peas, standards** | 1 85 | 1 90 |
| Do., Early June | 1 92½ | 2 05 |
| Do., extra fine, 2s | .... | 3 00 |
| Do., Sweet Wrinkle | .... | 2 00 |
| Do., fancy, 20 oz. | .... | 1 57½ |
| Do., 2-lb. tins | .... | 2 75 |
| Peas, Imported— | | |
| Fine, case of 100, case | .... | 27 50 |
| Ex. Fine | .... | 30 00 |
| No. 1 | .... | 23 00 |
| Apricots, 2½-lb. tins | 6 25 | 6 50 |
| Apples, 2½s, doz. | 1 40 | 1 65 |
| Do., new pack, doz. | .... | 2 20 |
| Do., 3s, doz. | 1 80 | 1 95 |
| Do., new pack | .... | 6 75 |
| Do., gallons, doz. | 5 25 | 5 75 |
| Blueberries, ½s, doz. | 0 95 | 1 00 |
| Do., 2s | 2 40 | 2 45 |
| Do., 1-lb. talls, doz. | 1 85 | 1 90 |
| Currants, black, 2s, doz. | 4 00 | 4 05 |
| Do., gallons, doz. | .... | 16 00 |
| Cherries, red, pitted, heavy syrup, No. 2½ | 4 80 | 5 15 |
| No. 2 | .... | 20 00 |

CANNED FRUITS

| | | |
|---|---|---|
| doz. | 4 75 | 4 80 |
| Do., white, pitted | 4 50 | 4 75 |
| Gooseberries, 2s, heavy syrup, doz. | .... | 2 75 |
| Peaches, heavy syrup— | | |
| No. 2 | 3 65 | 4 00 |
| Do., gallon, "Pie," doz. | .... | 9 50 |
| Do., gallon, table | .... | 10 00 |
| Pears, 2s | 4 25 | 4 50 |
| Do., 2½s | .... | 5 25 |
| Do., 2s (light syrup) | .... | 1 90 |
| Pineapples (grated and sliced), 1-lb. flat, doz. | .... | 1 90 |
| Do., 2-lb. talls, doz. | .... | 2 30 |
| Do., 2½s | 4 00 | 4 50 |
| Plums, Lombard | 2 00 | 2 20 |
| Do., in heavy syrup | 2 40 | 2 45 |
| Do., in light syrup | .... | 2 45 |
| Gages, green, 2s | 2 40 | 2 45 |
| Raspberries, 2s, black or red, heavy syrup | 4 50 | 4 60 |
| Strawberry, 2s, heavy syrup | 4 50 | 4 65 |
| Rhubarb, 2-lb. tins | .... | 2 25 |

CANNED FISH, MEATS, ETC.

| | | |
|---|---|---|
| Salmon— | | |
| Chums, 1-lb. talls | .... | 2 00 |
| Do., ½s, flat | .... | 1 20 |
| Sockeye, 48, 1s, doz. | .... | 4 75 |
| Do., 96, ½s, doz. | .... | 2 50 |
| Red Springs, 1-lb. tall | 4 00 | 4 30 |
| Do., ½ lb. | .... | 2 00 |
| Cohoes, 1-lb. tall | .... | 3 75 |
| Do., ½-lb. flat | .... | 1 90 |
| Pinks, 1 lb. | .... | 2 55 |
| Do., ½ lb. | .... | 1 30 |
| White Springs, 1s | .... | 2 00 |
| Chums, 1 lb., talls | .... | 2 00 |
| Do., ½s, flat | .... | 1 10 |
| Gaspe, Niobe Brand (case of 4 doz.), per doz. | .... | 2 25 |
| Labrador, 1-lb. flat | .... | 3 60 |
| Alaska, red, 1-lb. tall | 4 25 | 4 50 |
| Herrings, imported, tomato sauce | .... | 3 25 |
| Do., kippered | 2 85 | 2 90 |
| Do., tomato sauce, ½s | .... | 1 85 |
| Do., kipp., Canadian, 48, 1s | .... | 1 50 |
| Do., plain, case of 4 doz. | .... | 6 75 |
| Do., ½s | .... | 1 65 |
| Haddies (lunch), ½-lb. | .... | 1 00 |
| Haddies, chicken (4 doz. to case), doz. | 2 25 | 2 35 |
| Canadian sardines, case | 6 25 | 6 75 |
| Whale Steak, 1-lb. flat | .... | 2 00 |
| Pilchards, 1-lb. talls | 1 90 | 2 00 |
| Norwegian sardines, per case of 100 (¼s) | 24 00 | 25 00 |
| Oysters (canned), 5 oz., doz. | .... | 2 60 |
| Do., 10 oz., doz. | .... | 4 20 |
| Lobsters, ¼-lb., doz. | .... | 3 40 |
| Do., ½-lb. tins, doz. | 5 50 | 6 00 |
| Do., 1-lb. talls | .... | 12 00 |
| Do., ¾-lb., doz. | .... | 6 00 |
| Do., 1-lb. flats | .... | 12 00 |
| Lobster pastes, ½-lb. tins | .... | 2 40 |
| Sardines (Amer. Norweg'n style) | .... | 14 50 |
| Do., Canadian brands (as to quality), case | 6 25 | 17 50 |
| Do., French | 32 00 | 34 00 |
| Do., (gen. Norwegian) | 21 00 | 22 25 |
| Do., Portuguese, case | .... | 24 00 |
| Scallops, 1-lb., doz. | .... | 3 25 |
| Do., Eastern trade | .... | 2 65 |
| Do., Winnipeg and Western | .... | 2 85 |
| Scotch Snack, No. 2, doz. | .... | 4 50 |
| Shrimps, No. 1 | 2 40 | 2 80 |
| Do., 1½s | .... | 4 50 |
| Crabs, No. 1 (case 4 doz.) | .... | 6 75 |
| Crab meat (Japanese), doz. | .... | 6 50 |
| Clams (river), 1 lb., doz. | .... | 1 90 |
| Scotch Snack, No. 1, doz., Montreal | .... | 2 85 |
| Meats, English potted, doz. | .... | 2 00 |

## *Cold Weather is Help on Bean Sales*

**Montreal.**

BEANS, PEAS.—Sales of beans are naturally more active since the arrival of cold weather, and prices are firmly held, but without change. A good sale obtains for boiling peas, and split peas also.

| | | |
|---|---|---|
| BEANS— | | |
| Canadian, hand-picked, bush. | 5 10 | 5 40 |
| Japanese | .... | 5 25 |
| Japanese Lima, per lb. (as to quality) | 0 10 | 0 12 |
| Lima, California | 0 17 | 0 20 |
| PEAS— | | |
| White soup, per bush. | 4 80 | 5 00 |
| Split, new crop (98 lbs.) | 5 40 | 5 50 |
| Boiling, bushel | 4 80 | 5 00 |
| Japanese, green, lb. | 0 10½ | 0 11 |

## *Prunes Advance 1c; Other Fruits Steady*

**Montreal.**

DRIED FRUITS.—Prunes have advanced from ½c to 1c on all grades. There is a steady demand for all other fruits at an unchanged price basis, and satisfaction is generally expressed with present trade conditions.

| | | |
|---|---|---|
| Apricots, fancy | .... | 0 36 |
| Do., choice | .... | 0 34 |
| Do., slabs | .... | 0 30 |
| Apples (evaporated) | 0 23½ | 0 24 |
| Peaches, (fancy) | 0 28 | 0 30 |
| Do., choice, lb. | .... | 0 28 |
| Pears, choice | 0 25 | 0 26 |
| Drained Peels— | | |
| Choice | .... | 0 26 |
| Ex. fancy | .... | 0 30 |
| Lemon | .... | 0 45 |
| Orange | .... | 0 46 |
| Citron | .... | 0 68 |
| Peels (cut mixed), doz. | .... | 3 25 |
| Raisins — | | |
| Bulk, 25-lb. boxes, lb. | 0 18 | 0 23 |
| Muscatels, 2 crown | .... | 0 16 |
| Do., 1 Crown | 0 17½ | 0 18 |
| Do., 3 Crown | 0 18 | 0 18½ |
| Do., 4 Crown | 0 19½ | 0 20 |
| Cal. seedless, cartons, 16 oz. | .... | 0 23 |
| Cal. seedless, cartons, 16 oz. | 0 22 | 0 23 |
| Fancy seeded | .... | 0 17 |
| 15 oz. | 0 21 | 0 22 |
| Currants, loose | 0 22 | 0 26 |
| Do., Greek, 15 oz. | .... | 0 25 |
| Dates, Excelsior (36-10s), pkg. | .... | 0 15½ |
| Fard, 12-lb. boxes | .... | 3 25 |
| Packages only | 0 19 | 0 20 |
| Do., Dromedary (36-10 oz.) | .... | 0 19 |
| Packages only, Excelsior | .... | 0 20 |
| Figs (layer), 10-lb. boxes, 2s, lb. | .... | 0 40 |
| Do., 2¼s, lb. | .... | 0 45 |
| Do., 2½s, lb. | .... | 0 48 |
| Do., 2¾s, lb. | .... | 0 50 |
| Figs, white (70 4-oz. boxes) | .... | 5 40 |
| Figs, Spanish (cooking), 28-lb. boxes, each | .... | 0 14 |
| Figs, Turkish, 3 crown, lb. | .... | 0 44 |
| Do., 5 Crown, lb. | .... | 0 46 |
| Do., 7 Crown, lb. | .... | 0 52 |
| Figgs, mats | .... | 4 75 |
| Do., 28 8-oz. boxes) | .... | 3 50 |
| Do. (12 10-oz. boxes) | .... | 2 20 |
| Prunes (25-lb. boxes)— | | |
| 20-30s | .... | 0 33 |
| 30-40s | .... | 0 30 |
| 40-50s | .... | 0 27 |
| 50-60s | .... | 0 23 |
| 60-70s | .... | 0 22 |
| 70-80s (25-lb. box) | .... | 0 20 |
| 80-90s | .... | 0 19 |
| 90-100s | .... | 0 17½ |
| 100-120s | 0 16 | 0 17 |

## *Shelled Walnuts Are Arriving*

**Montreal.**

NUTS.—Small consignments of shelled walnuts are arriving in this market. Bordeaux shelled walnuts are selling at 85c per pound in one quarter, which is an advance over previous prices. Supplies are limited but large dealers state that an equal distribution of available supplies materially helps the situation.

| | | |
|---|---|---|
| Almonds, Tarragona, per lb. | 0 35 | 0 36 |
| Do., shelled | .... | 0 60 |
| Do., Jordan | .... | 0 75 |
| Brazil nuts (new) | .... | 0 26 |
| Chestnuts (Canadian) | .... | 0 27 |
| Filberts (Sicily), per lb. | 0 28 | 0 29 |
| Do., Barcelona | 0 25 | 0 26 |
| Hickory nuts (large and small), lb. | 0 10 | 0 15 |
| Pecans, No. 4, Jumbo | .... | 0 35 |
| Peanuts, Jumbo | .... | 0 24 |
| Do., "G" | 0 19 | 0 20 |
| Do., Coons | .... | 0 16 |
| Do., Shelled, No. 1 Spanish | 0 24 | 0 25 |
| Do., Salted, Spanish, per lb. | 0 29 | 0 30 |
| Do., Shelled, No. 1, Virginia | 0 16½ | 0 18 |
| Do., No. 1 Virginia | .... | 0 14 |
| Peanuts (Salted)— | | |
| Fancy wholes, per lb. | .... | 0 38 |
| Fancy splits, per lb. | .... | 0 33 |
| Pecans, new Jumbo, per lb. | 0 32 | 0 35 |
| Do., large, No. 2, polished | 0 32 | 0 35 |
| Do., Orleans, No. 2 | 0 21 | 0 24 |
| Do., Jumbo | .... | 0 60 |
| Walnuts | 0 29 | 0 35 |
| Do., new Naples | 0 23 | 0 25 |
| Do., shelled | 0 82 | 0 85 |
| Do., Chilean, bags, per lb. | .... | 0 33 |

Note—Jobbers sometimes make an added charge to above prices for broken lots.

## *Rice Market Remains Firm*

**Montreal.**

RICE.—The rice market remains very firm, and it is stated that everything indicates a firm market at present quotations for some time to come. There is a fairly active demand.

| RICE— | | |
|---|---|---|
| Carolina, ex. fancy | 17 50 | 20 00 |
| Do. (fancy) | .... | 17 00 |
| Do., No. 2 | .... | 16 50 |
| Siam, No. 2 | .... | 12 50 |
| Siam (fancy) | .... | 16 00 |
| Rangoon "B" | 11 75 | 13 25 |
| Rangoon CC | 11 75 | 13 00 |
| Mandarin | .... | 18 75 |
| Sparkling | .... | 15 75 |
| Japan | .... | 13 50 |
| Do., special | .... | 9 50 |
| Patna | 0 14¾ | 0 15½ |
| Broken rice, fine | .... | 7 00 |
| Do., coarse | .... | 9 00 |
| Tapioca, per lb. (seed) | 0 12½ | 0 16 |
| Do. (pearl) | 0 12½ | 0 14 |
| Do. (flake) | 0 11 | 0 13 |

**Note.—The rice market is subject to frequent change and the price bases is quite nominal.**

## *Active Demand For Corn Syrup*

**Montreal.**

SYRUPS.—There is manifest at the present time a very active demand for corn syrup. It is stated that the shortage of sugar is responsible for this situation. Prices remain unchanged, but there is a decidedly firm undertone in this market.

| Corn Syrups— | | |
|---|---|---|
| Barrels, about 700 lbs., per lb. | .... | 0 08¼ |
| Half barrels | .... | 0 08½ |
| Kegs | .... | 0 08¾ |
| 2-lb. tins, 2 doz. in case, case | .... | 5 45 |
| 5-lb. tins, 1 doz. in case, case | .... | 6 05 |
| 10-lb. tins, ½ doz. in case, case | .... | 5 75 |
| 20-lb. tins, ¼ doz. in case, case | .... | 5 70 |
| 2-gal. 25-lb. pails, each | .... | 2 60 |
| 3-gal. 38½-lb. pails, each | .... | 3 85 |
| 5-gal. 65-lb. pails, each | .... | 6 25 |
| White Corn Syrup— | | |
| 2-lb. tins, 3 doz. in case, case | .... | 5 95 |
| 5-lb. tins, 1 doz in case, case | .... | 6 55 |
| 10-lb. tins, ½ doz. in case, case | .... | 6 25 |
| 20-lb. tins, ¼ doz. in case, case | .... | 6 20 |
| Cane Syrup (Crystal) Diamond— case (2-lb. cans) | .... | 7 50 |
| Barrels, per 100 lbs. | .... | 10 25 |
| Half barrels, per 100 lbs. | .... | 10 50 |
| Glucose, 5-lb. cans (case) | .... | 4 80 |

| Barbadoes Molasses— | Prices for Island of | Montreal |
|---|---|---|
| Puncheons | .... | 1 25 |
| Barrels | .... | 1 28 |
| Half barrels | .... | 1 30 |
| Fancy Molasses (in tins)— | | |
| 2-lb. tins, 2 doz. in case, case. | .... | 6 00 |
| 3-lb. tins, 2 doz. in case, case. | .... | 8 25 |
| 5-lb. tins, 1 doz. in case, case. | .... | 6 80 |
| 10-lb. tins, ½ doz. in case, case | .... | 6 65 |

**Note—Prices on molasses to outside points average about 3c per gallon less. In gallon lots 2c above ½ barrel prices.**

## *Teas Still Move; Basis Very Firm*

**Montreal.**

TEAS.—An unusually active tea market has ruled here for some time, and the tonnage passing to the jobbing trade has been heavy. Prices are ruling firm, the cabled advices pointing to the cleaning up of supplies of better grade teas in Japan. Arrivals are now reported from India and Ceylon.

| JAPAN TEAS— | | |
|---|---|---|
| Choice (to medium) | 0 65 | 0 75 |
| Early picking | 0 65 | 0 70 |
| Finest grades | 0 80 | 1 00 |
| Javas— | | |
| Pekoes | 0 42 | 0 45 |
| Orange Pekoes | 0 46 | 0 45 |
| Broken Orange Pekoes | 0 43 | 0 46 |

**Inferior grades of broken teas may be had from jobbers on request at favorable prices.**

## *Future Coffee Firmed After Lower Basis*

**Montreal.**

COFFEE, COCOA.—Prices declined on Santos coffee for import, but firmed again, and are now back near the previous price basis at points of growth. The local markets are steadily unchanged, movement to the trade being reported as seasonably good. The cocoa basis is firmer, with some mark-ups here and there, while others are still selling at unchanged prices. There is an export demand for these products, and some are preferring, they state, to sell to the Canadian trade, although export prices offer an inducement.

| COFFEE— | | |
|---|---|---|
| Rio, lb. | 0 35 | 0 37½ |
| Mexican, lb. | 0 44 | 0 46 |
| Jamaica | 0 42 | 0 45 |
| Bogotas, lb. | 0 46 | 0 48 |
| Mocha (types) | 0 45 | 0 48 |
| Santos, Bourbon, lb. | 0 44 | 0 47 |
| Santos, lb. | 0 43 | 0 45 |
| COCOA— | | |
| In 1-lbs., per doz. | .... | 5 50 |
| In ½-lbs., per doz. | .... | 2 90 |
| In ¼-lb., per doz. | .... | 1 55 |
| In small size, per doz. | .... | 1 15 |

## *Self-raising Flour is Marked Higher*

**Montreal.**

PACKAGE GOODS. — Self-raising flour (3 lb. package) has advanced to $2.25 per dozen, and 6 lb. size to $5.80. Trade is stated to be very good. A firmer tone is manifesting itself, and this is due to the difficulty, in part, at least, of obtaining supplies of packages. Advances are anticipated on cereals.

PACKAGE GOODS

| | | |
|---|---|---|
| Breakfast food, case 18 | .... | 2 85 |
| Cocoanut, 2 oz. pkgs.. doz. | .... | 0 78½ |
| Do., 20-lb. cartons, lb. | .... | 0 36 |
| Corn Flakes, 3 doz. case 3 50 3 65 4 15 | | 4 25 |
| Oat Flakes, 20s | .... | 5 40 |
| Rolled oats, 20s | .... | 5 60 |
| Do., 18s | .... | 2 00 |
| Do., large, doz. | .... | 3 00 |
| Oatmeal, fine cut, pkgs., case | .... | 6 75 |
| Puffed rice | .... | 5 70 |
| Puffed wheat | .... | 4 25 |
| Farina, case | .... | 2 35 |
| Hominy, pearl or granu., 2 doz. | .... | 3 65 |
| Health bran (20 pkgs.), case | .... | 2 60 |
| Scotch Pearl Barley, case | .... | 2 60 |
| Pancake Flour, case | .... | 3 60 |
| Pancake Flour, self-raising, doz. | .... | 1 50 |
| Buckwheat Flour, case | .... | 3 60 |
| Wheat food, 18-1½s | .... | 3 25 |
| Wheat flakes, case of 2 doz. | .... | 2 80 |
| Oatmeal, fine cut, 20 pkgs. | .... | 6 75 |
| Porridge wheat, 36s | .... | 6 45 |
| Do., 20s | .... | 6 25 |
| Self-raising Flour (3-lb. pack.) doz. | .... | 2 95 |
| Do. (6-lb. pack.), doz. | .... | 5 80 |
| Corn starch (prepared) | .... | 0 11¾ |
| Potato flour | .... | 0 16½ |
| Starch (laundry) | .... | 0 12 |
| Flour, Tapioca | 0 15 | 0 16 |

## *Flour Steady At Recent Advance*

**Montreal.**

FLOUR.—There is a very heavy demand for flour at the present time, and the supplies are found quite adequate to meet the heavy business. The market is ruling firm at the advances of last week.

| Standard Wheat Flours— | | |
|---|---|---|
| Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs. | .... | 13 25 |
| Per bbl., in (2) cotton bags, 98 lbs. | .... | 13 40 |
| Small lots, per bbl. (2) jute bags, 98 lbs. | .... | 13 55 |
| Winter wheat flour (bbl.) jute bags | .... | 10 20 |

## *Firm Feed Markets; Much Feed Absorbed*

**Montreal.**

FEEDS.—No changes have been made in the basis for bran and shorts. The sale of these has been very heavy but demand has somewhat subsided. The undertone on barley feeds is not only firm, but there is difficulty in getting the product, so that quotations are temporarily withdrawn.

| FEEDS— | | |
|---|---|---|
| Bran, mixed cars | .... | 45 00 |
| Shorts, mixed cars | .... | 52 00 |
| Crushed oats | 60 00 | 68 00 |
| Barley chop | .... | .... |
| Special Middlings | .... | .... |
| Feed Flour, 98 lbs. | .... | 3 75 |
| Gluten Feed— | | |
| F.o.b. Cardinal | .... | 64 00 |
| F.o.b. Fort William | .... | 62 00 |

## *Spices Are Firm; Import From Britain*

**Montreal.**

SPICES.—Although the spice market is very firm there are no alterations in prices. CANADIAN GROCER learns from a big importer that it is hoped to establish a more extensive trade between Canada and the Old Country. It is only in its initial stage at present, but results show that trade can be done as profitably, as cheaply, and as quickly with the British markets as with American firms. Spices have already come here from Britain in three weeks.

| | | |
|---|---|---|
| Allspice | .... | 0 22 |
| Cassia (pure) | 0 33 | 0 35 |
| Cocoanut, pails, 20 lbs., unsweetened, lb. | .... | 0 46 |
| Do., sweetened, lb. | .... | 0 36 |
| Chicory (Canadian), lb. | .... | 0 20 |
| Cinnamon— | | |
| Rolls | .... | 0 35 |
| Pure, ground | 0 35 | 0 40 |
| Cloves | .... | 0 35 |
| Cream of tartar (French pure) | 0 75 | 0 80 |
| American high test | 0 80 | 0 85 |
| Ginger | .... | 0 40 |
| Ginger (Cochin or Jamaica) | .... | 0 31 |
| Mace, pure, 1-lb. tins | .... | 1 00 |
| Mixed spice | 0 30 | 0 32 |
| Do., 2½ shaker tins, doz. | .... | 1 15 |
| Nutmegs, whole | 0 60 | 0 70 |
| 64, lb. | .... | 0 45 |
| 80 lb. | .... | 0 43 |
| 100, lb. | .... | 0 40 |
| Ground, 1-lb. tins | .... | 0 65 |
| Pepper, black | 0 38 | 0 40 |
| Do., special | .... | 0 32 |
| Do., white | .... | 0 50 |
| Pepper (Cayenne) | 0 35 | 0 37 |
| Pickling spice | 0 28 | 0 30 |
| Paprika | 0 65 | 0 70 |
| Tumeric | 0 28 | 0 30 |
| Tartaric acid, per lb. (crystals or powdered) | 1 00 | 1 10 |
| Cardamon seed, per lb., bulk | .... | 2 00 |
| Carraway (nominal) | 0 30 | 0 35 |
| Cinnamon, China, lb. | .... | 0 30 |
| Do., per lb. | .... | 0 35 |
| Mustard seed, bulk | 0 35 | 0 40 |
| Celery seed, bulk (nominal) | 0 75 | 0 80 |
| Pimento, whole | 0 18 | 0 20 |

**For spices packed in cartons add 4½ cents a lb., and for spices packed in tin containers add 10 cents per lb.**

## *Prices Vary On Rolled Oats*

**Montreal.**

CEREALS.—Rolled oats were quoted this week at prices ranging from $4.70 to $5.25 per 90-lb. bag, and oatmeal is marked from $5.50 to $5.75 in 98's. Trade in all cereals is very good and the supplies compare favorably with those of last week.

| | | |
|---|---|---|
| Cornmeal, golden granulated | 5 50 | 6 25 |
| Barley, pearl | 7 00 | 7 50 |
| Barley, pot, 98 lbs. | 6 00 | 6 50 |
| Barley (roasted) | .... | 7 50 |

| | | |
|---|---|---|
| Buckwheat flour, 98 lbs. (new) | .... | 5 00 |
| Hominy grits, 98 lbs. | 6 00 | 6 50 |
| Hominy, pearl, 98 lbs. | .... | 6 45 |
| Graham flour | 5 75 | 5 90 |
| Oatmeal (standard-granulated) | 5 50 | 5 75 |
| Rolled oats, 90-lb. bag | 4 70 | 5 00-5 25 |

## *Hay is Advanced; Barley and Oats*

**Montreal.**

HAY AND GRAIN.—Hay has advanced from $1 to $3 per ton owing to scarcity because farmers are not delivering. Oats are marked up 3c to 7½c per bushel. There is a good demand for these commodities, in fact it cannot be met. Oats are very scarce, and it is stated that the farmers have barely sufficient for their own needs. Straw has also advanced $3 per ton.

| | | |
|---|---|---|
| **Hay—** | | |
| Good, No. 1, per 2,000-lb. ton | .... | 26 00 |
| Do., No. 2 | .... | 25 00 |
| Do., No. 3 | .... | 23 00 |
| Straw | .... | 15 00 |
| **Oats—** | | |
| No. 2 C.W. (34 lbs.) | .... | 1 11 |
| No. 3 C.W. | .... | 1 08 |
| Extra feed | .... | 1 02½ |
| No. 1 feed | .... | 1 06 |
| No. 2 feed | .... | 1 03 |
| **Barley—** | | |
| No. 3 C. W. | .... | .... |
| No. 3 | .... | .... |
| No. 4 C.W. | .... | .... |
| Feed barley | .... | 1 60 |

Prices are at elevator.

## *Potatoes, Onions, Tomatoes Higher*

**Montreal.**

VEGETABLES.—Potatoes are marked up to $2.75 per 90-lb. bag, and New Brunswick have advanced to $2.75. Onions, yellow and red, are both advanced to $6. Hothouse tomatoes are selling at 65c per pound, which is a very high price. There is active demand for all lines of coarse vegetables.

| | | |
|---|---|---|
| Artichokes, bag | .... | 2 00 |
| Beans, new string (imported) hamper | .... | 7 00 |
| Beets, new, bag (Montreal) | .... | 1 50 |
| Cucumbers (hothouse), doz. | .... | 4 00 |
| Chicory, doz. | .... | 0 75 |
| Cauliflower, Am., doz., dble. crate | .... | 8 00 |
| Do., single crate | .... | 4 00 |
| Cabbage (Montreal), barrels | .... | 3 50 |
| Carrots, bag | .... | 1 25 |
| Celery, Canadian, doz. | .... | 1 00 |
| Do., California, 5-7 doz. crate | .... | 13 00 |
| Garlic, lb. | .... | 0 28 |
| Horseradish, lb. | .... | 0 40 |
| Lettuce (Boston), head crate | .... | 3 25 |
| Leeks | .... | 2 00 |
| Mint | .... | 0 60 |
| Mushrooms, lb. | .... | 1 50 |
| Do., basket (about 3 lbs.) | .... | 4 00 |
| Onions, Yellow, 75-lb. sack | .... | 6 00 |
| Do., red, 75 lbs. | .... | 6 00 |
| Do., crate | .... | 2 75 |
| Do., Spanish, case | 7 00 | 7 50 |
| Oyster plant, doz. | .... | 0 50 |
| Parsley (Canadian) | .... | 0 60 |
| Peppers, green, doz. | .... | 0 50 |
| Parsnips, bag | .... | 1 50 |
| Potatoes, Montreal (90-lb. bag) | .... | 2 75 |
| Do., New Brunswick | .... | 2 75 |
| Do., sweet, hamper | 3 50 | 3 75 |
| Radishes, American, doz. | .... | 0 75 |
| Spinach, box | .... | 1 50 |
| Turnips, Quebec, bag | 1 50 | 2 00 |
| Do., Montreal | .... | 1 25 |
| Tomatoes, hothouse, lb. | .... | 0 65 |

## *Apple Market Has Been Ruling High*

**Montreal.**

FRUITS.—Much heavy selling of fruits was characteristic of the holiday period, and while this has now quieted down considerably there is ready sale for many items in the list. Prices are steadily firm, and the apple market, in particular, and for best grades, is ruling very firm.

| | | |
|---|---|---|
| Apples— | | |
| Baldwins | 7 50 | 8 00 |
| Ben Davis, No. 1 | 6 00 | 7 00 |
| MacIntosh Red | .... | 12 00 |
| Fameuse, No. 1 | 14 00 | 15 00 |
| Greenings | 7 50 | 8 00 |
| Gravenstein | 5 00 | 5 50 |
| Spies | .... | 10 00 |
| Winter Reds | 6 50 | 7 00 |
| Apples in boxes | 3 75 | 4 00 |
| Bananas (as to grade), bunch | 6 00 | 6 75 |
| Cranberries, bbl. | 12 00 | 13 50 |
| Do., gal. | .... | 0 75 |
| Holly, doz. bunches, doz. | .... | 2 50 |
| Grapes, Tokay (box), 30 lbs. | .... | 3 50 |
| Grape, Emperor, kegs | .... | 13 00 |
| Evergreen, bundle | .... | 3 00 |
| Grapefruit, Jamaican, 64, 80, 96 | .... | 4 25 |
| Do., Florida, 54, 64, 80, 96 | .... | 4 25 |
| Lemons, Messina | .... | 6 00 |
| Pears, Cal. | .... | 6 50 |
| Pomegranates (boxes of about 80), box | .... | 3 00 |
| Keiffer Pears (box) | .... | 2 75 |
| Pears, Cal. | .... | 5 00 |
| Oranges, Cal., Valencias | .... | 6 25 |
| Cal. Navels | .... | 7 00 |
| Florida, case | .... | 4 00 |

## *New Molasses Will be Higher*

**Toronto.**

CORN SYRUPS, MOLASSES.—The market for molasses at the present time is very strong. There is no new molasses on the market yet, but indications point to higher prices ruling on new shipments. Quotations on old stocks are unchanged at the advance early in December. Corn syrups are firm and are in good demand.

| | | |
|---|---|---|
| **Corn Syrups—** | | |
| Barrels, about 700 lbs., yellow | .... | 0 08¼ |
| Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbl | | |
| Cases, 2-lb. tins, white, 2 doz. in case | .... | 5 05 |
| Cases, 5-lb. tins, white, 1 doz. in case | .... | 6 65 |
| Cases, 10-lb. tins, white, ½ doz. in case | .... | 6 25 |
| Cases, 2-lb. tins, yellow, 2 doz. in case | .... | 5 45 |
| Cases, 5-lb. tins, yellow, 1 doz. in case | .... | 6 05 |
| Cases, 10-lb. tins, yellow, ½ doz. in case | .... | 5 75 |
| **Cane Syrups—** | | |
| Barrels and half barrels, lb. | 0 08 | .... |
| Half barrels, ¼c over bbls.; ¼ bbls., ½c over. | | |
| Cases, 2-lb. tins, 2 doz. in case | .... | 7 00 |
| **Molasses—** | | |
| Fancy, Barbadoes, barrels | .... | 1 40 |
| Choice Barbadoes, barrels | .... | 1 20 |
| West India, bbls., gal. | 0 40 | 0 45 |
| West India, No. 10, kegs | .... | 6 60 |
| West India, No. 5, kegs | 2 75 | 3 00 |
| Tins, 2-lb., table grade, case 2 doz., Barbadoes | .... | 5 50 |
| Tins, 3-lb. table grade, case 2 doz., Barbadoes | .... | 7 75 |
| Tins, 5-lb., 1 doz. to case, Barbadoes | .... | 5 30 |
| Tins, 10-lb., ½ doz. to case, Barbadoes | .... | 5 20 |
| Tins, No. 2, baking grade, case 2 doz. | 3 50 | 4 00 |
| Tins, No. 3, baking grade, case of 2 doz. | 4 70 | 6 60 |
| Tins, No. 5, baking grade, case of 1 doz. | 3 75 | 6 20 |
| Tins, No. 10, baking grade, case West Indies, 1½s, 48s | 4 60 | 6 95 |
| of ½ doz. | 3 60 | 6 00 |

## *Package Goods Firm and Steady*

**Toronto.**

PACKAGE GOODS.—Package goods are generally very strong, and dealers state that higher prices on rolled oats shortly are not unlikely. There is a very active demand for practically all lines just now, and particularly the cereals.

PACKAGE GOODS

| | | |
|---|---|---|
| Rolled Oats, 20s round, case | .... | $5 60 |
| Do., 20s square, case | 5 10 | 5 60 |
| Do., 36s, case | .... | 4 00 |
| Do., 18s, case | .... | 2 00 |
| Corn Flakes, 36s, case | 4 00 | 4 25 |
| Porridge Wheat, 36s, regular, case | .... | 6 00 |
| Do., 20s, family, case | .... | 5 80 |
| Cooker Package Peas, 36s, case | .... | 4 20 |
| Cornstarch, No. 1, lb., cartons | 0 11½ | 0 11¾ |
| Do., No. 2, lb. cartons | .... | 0 10¼ |
| Laundry starch | .... | 0 10 |
| Laundry starch, in 1-lb. cartons | .... | 0 12 |
| Do., in 6-lb. tin canisters | .... | 0 13¼ |
| Do., in 6-lb. wood boxes | .... | 0 13¼ |
| Potato Flour, in 1-lb. pkgs. | .... | 0 16 |
| Fine oatmeal, 20s | .... | 6 75 |
| Cornmeal, 24s | .... | 3 65 |
| Farina, 24s | .... | 2 90 |
| Barley, 24s | .... | 2 60 |
| Wheat flakes, 24s | .... | 5 60 |
| Wheat kernels, 24s | .... | 4 50 |
| Self-rising pancake flour, 24s | .... | 3 30 |
| Buckwheat flour, 24s | .... | 3 30 |
| White flour, 24s | .... | 5 50 |
| Graham flour, 24s | .... | 5 75 |

# ONTARIO MARKETS

TORONTO, Jan. 9.—The after-holiday business in the grocery trade has been on the whole very active, and prices continue at very strong levels. Changes this week are not numerous, but the tendency in most lines is upward. Sugar is firm, but the supplies do not show any noticeable increase. New supplies of molasses are likely to be higher, as indications from primary markets are very strong. Cereals are also very firm, and teas and coffees are tending higher.

## *Little Improvement In Sugar Supplies*

**Toronto.**

SUGAR.—No changes are reported in the market for sugar this week. Supplies are about as usual, and values are very strong. New raws should be coming along in a fortnight. However, lower prices are not anticipated, although there should be some improvement in supplies. At the present time some of the refineries are not operating. Sugar is quoted on the basis of 12.21 per cwt. Toronto delivery.

| | |
|---|---|
| St. Lawrence, extra granulated, cwt. | 12 21 |
| Atlantic, extra granulated | 12 21 |
| Acadia Sugar Refinery, extra granulated | 12 21 |
| Can. Sugar Refinery, extra granulated | 12 21 |
| Dom. Sugar Refinery, extra granulated | 12 21 |

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10, 50c; cartons, 20/5s, 60c; cartons, 50/2, 70c Yellows same as above.

## *Baking Powder up; Christie Biscuits Higher*

**Toronto.**

MISCELLANEOUS.—New prices are

named this week on both Royal and EggO baking powder. The advance amounts to ten cents per case. Christie's sweet biscuits are also higher, the advances ranging from one to three cents per pound, according to the grades. Grapenuts are also higher at $3.85 per case.

## *Cereals in Bulk Tend Higher*

Toronto.

CEREALS.—There is an active inquiry for cereals in bulk, and quotations are very strong. The tendency of the market is towards higher levels. Graham flour in 98s is selling at $6.60, and farina in bulk is quoted at $6.20. Split peas are very strong at 8½ cents.

| | Single F.o.b. | Bag Lots Toronto |
|---|---|---|
| Barley, pearl, 98s | 7 00 | 7 50 |
| Barley, pot, 98s | .... | 6 00 |
| Barley Flour, 98s | .... | 4 50 |
| Buckwheat Flour, 98s | .... | 6 25 |
| Cornmeal, Golden, 98s | 5 75 | 6 00 |
| Do., fancy yellow, 98s | .... | 6 50 |
| Hominy grits, 98s | 5 50 | 6 00 |
| Hominy, pearl, 98s | 5 25 | 5 75 |
| Oatmeal, 98s | 5 70 | 5 80 |
| Oat Flour | .... | .... |
| Corn Flour, 98s | .... | 5 50 |
| Rye Flour, 98s | .... | 5 90 |
| Rolled Oats, 90s | 5 00 | 5 25 |
| Rolled Wheat, 100-lb. bbl. | 6 50 | 7 25 |
| Cracked wheat, bag | .... | 6 50 |
| Breakfast Food, No. 1 | .... | 6 25 |
| Do., No. 2 | .... | 6 25 |
| Rice flour, 100 lbs. | .... | 10 00 |
| Linseed meal, 98s | .... | 6 75 |
| Peas, split, 98s | .... | 0 08½ |
| Blue peas, lb. | 0 09 | 0 10 |
| Marrowfat green peas | .... | 0 11¾ |
| Graham Flour, 98s | .... | 6 60 |
| Farina, 98s | .... | 6 20 |

## *Canned Fruits Sell Freely*

Toronto.

CANNED GOODS.—The demand for canned vegetables is inclined to be a little quiet. Prices are steady. Fruits are selling more freely, and prices of the same are very strong. New prices of jams are now ruling, as was announced in CANADIAN GROCER a couple of weeks ago.

| | | |
|---|---|---|
| Salmon— | | |
| Sockeye, 1s, doz. | .... | 4 75 |
| Sockeye, ½s, doz. | .... | 2 75 |
| Alaska reds, 1s, doz. | 4 25 | 4 50 |
| Do., ½s | .... | 2 50 |
| Cohoes, ½ lb. tins | 2 00 | 2 10 |
| Do., Red Springs, 1-lb. talls | 3 75 | 4 25 |
| Do., White Springs, 1s, doz. | 2 30 | 2 35 |
| Chums, 1-lb. talls | 2 35 | 2 60 |
| Do., ½s, doz. | 1 35 | 1 45 |
| Pinks, 1-lb. talls | 2 35 | 2 60 |
| Do., ½s, doz. | 1 35 | 1 50 |
| Lobsters, ½ lb., doz. | .... | 6 00 |
| Do., ¼-lb. tins | .... | 3 25 |
| Whale Steak, 1s, flat, doz. | 1 75 | 1 90 |
| Pilchards, 1-lb. talls, doz. | 1 75 | 2 10 |
| Canned Vegetables— | | |
| Beets, 2s, dozen | .... | 1 45 |
| Tomatoes, 2½s, doz. | 1 95 | 2 00 |
| Peas, standard, doz. | 2 00 | 2 50 |
| Do., Early June, doz. | .... | 2 40 |
| Do., Sweet Wrinkle, doz. | 2 45 | 2 50 |
| Do., extra sifted, doz. | 2 77½ | 2 82½ |
| Beans, golden wax, doz. | .... | 2 00 |
| Asparagus, tins, doz. | 3 85 | 4 25 |
| Asparagus butts, 2½s, doz. | .... | 2 50 |
| Canadian corn | 1 75 | 2 10 |
| Pumpkins, 2½s, doz. | .... | 1 25 |
| Spinach, 2s, doz. | .... | 2 15 |
| Do., 2½s, doz. | 2 62½ | 2 80 |
| Do., 10s, doz. | .... | 10 00 |
| Pineapples, sliced, 2s, doz. | 4 50 | 4 75 |
| Do., shredded, 2s, doz. | 4 50 | 4 75 |
| Rhubarb, preserved, 2s, doz. | 2 07½ | 2 10 |
| Do., preserved, 2½s, doz. | 2 65 | 4 52½ |
| Do., standard 10s doz. | .... | 5 00 |
| Apples, gal., doz. | .... | 6 25 |
| Peaches, 2s, doz. | 3 55 | 3 90 |
| Pears, 2s, doz. | 3 00 | 4 25 |
| Plums, Lombard, 2s, doz. | 3 10 | 3 25 |
| Do., Green Gage | 3 25 | 3 40 |
| Cherries, pitted, H. S. | 4 35 | 4 40 |
| Blueberries, 2s | 2 25 | 2 40 |
| Strawberries, 2s, H. S. | .... | 5 25 |
| Blueberries, 2s | 2 10 | 2 36 |
| Jams | | |
| Apricots, 4s, each | .... | 1 03 |
| Black Currants, 16 oz., doz. | .... | 4 60 |
| Do., 4s, each | .... | 1 15 |
| Gooseberry, 4s, each | .... | 0 98 |
| Do., 16 oz., doz. | .... | 4 10 |
| Peach, 4s, each | .... | 0 97 |
| Do., 16 oz., doz. | .... | 4 00 |
| Red Currants, 16 oz. doz. | .... | 4 15 |
| Raspberries, 16 oz., doz. | .... | 4 50 |
| Do., 4s, each | .... | 1 15 |
| Strawberries, 16 oz., doz | .... | 4 70 |
| Do., 4s, each | .... | 1 20 |

## *California Raisins Are Still Very Scarce*

Toronto.

DRIED FRUITS. — Shipments of raisins have arrived from California that have somewhat eased the situation here. But the Thompson's seedless raisins are still in very small supply. Prices of raisins promise to be very high in the spring, and buying now, if possible, is advisable. Prunes are beginning to sell, as are also apricots and peaches. There is a normal demand for dried fruits now, following the heavy inquiry before Christmas.

| | | |
|---|---|---|
| Evaporated apples | 0 22 | 0 28 |
| Apricots, cartons, 11 oz., 48s | .... | 4 55 |
| Candied Peels, American— | | |
| Lemon | 0 44 | 0 46 |
| Orange | 0 44 | 0 46 |
| Citron | .... | 0 75 |
| Currants— | | |
| Grecian, per lb. | 0 22 | 0 23 |
| Australians, 3 Crown, lb. | 0 22 | 0 23 |
| Dates— | | |
| Excelsior, pkgs., 3 doz. in case | .... | 5 50 |
| Dromedary, 3 doz. in case | .... | 7 00 |
| Fard, lb. | 0 28½ | 0 29½ |
| New Hallowee dates, per lb. | .... | 0 19½ |
| Figs— | | |
| Taps, lb. | .... | 0 17 |
| Malagas, lb. | .... | .... |
| Comarde figs, mats, lb. | .... | .... |
| Smyrna figs, in bags | 0 16 | 0 19 |
| Cal., 4 oz. pkgs., 70s, case | .... | 5 00 |
| Cal., 8 oz., 20s, case | .... | 3 25 |
| Cal., 10 oz., 12s, case | .... | 2 25 |
| Prunes— | Per lb. | |
| 30-40s, 25s | .... | 0 31 |
| 40-50s, 25s | .... | 0 28 |
| 50-60s, 25s | .... | 0 24 |
| 60-70s, 25s | .... | 0 22 |
| 70-80s, 25s | .... | 0 21½ |
| 80-90s, 25s | .... | 0 17¾ |
| 90-100s, 25s | .... | 0 16¾ |
| Sunset prunes in 5-lb. cartons, each | .... | 1 15 |
| Peaches — | | |
| Standard, 25-lb. box, peeled | 0 26½ | 0 28 |
| Choice, 25-lb. box, peeled | 0 27 | 0 30 |
| Fancy, 25-lb. boxes | 0 29 | 0 30 |
| Raisins — | | |
| California bleached, lb. | .... | .... |
| Extra fancy, sulphur blch., 25s | .... | .... |
| Seedless, 15-oz. packets | 0 21 | 0 22 |
| Seeded, 15 oz. packets | .... | 0 20½ |
| Seedless, Thompson's, bulk e... | 0 23 | 0 24 |
| Crown Muscatels, No. 1s, 25s | .... | 0 23 |
| Turkish Sultanas | 0 25 | 0 27 |
| Table raisins, 20-lb. pkgs | 7 50 | 10 50 |

## *No Changes in Nut Quotations*

Toronto.

NUTS.—No changes are reported in the market for nuts this week. Prices are holding steady and firm. Shipments of Manchurian walnuts have been received, and are offered to the trade at 68 cents per pound. There is a very good demand for all shelled nuts. Cocoanut is steady at 45 cents per pound.

| | | |
|---|---|---|
| Almonds, Tarragonas, lb. | 0 31 | 0 33 |
| Butternuts, Canadian, lb. | .... | 0 08 |
| Walnuts, Cal., bags, 100 lbs. | 0 40 | 0 45 |
| Walnuts, Grenobles, lb. | .... | 0 35 |
| Walnuts, Bordeaux, lb. | 0 28 | 0 30 |
| Filberts, lb. | .... | 0 25 |
| Pecans, lb. | 0 30 | 0 32 |
| Cocoanuts, Jamaica, sack | .... | 10 00 |
| Cocoanut, unsweetened, lb. | .... | 0 45 |
| Do., sweetened, lb. | .... | 0 45 |
| Peanuts, Jumbo, roasted | 0 18 | 0 19 |
| Brazil nuts, large, lb. | 0 32 | 0 33 |
| Mixed Nuts, bags 50 lbs. | .... | 0 32 |
| Shelled— | | |
| Almonds, lb. | 0 62 | 0 65 |
| Filberts, lb. | 0 50 | 0 55 |
| Walnuts, Bordeau lb. | 0 88 | 0 90 |
| Do., Manchurian | .... | 0 68 |
| Peanuts, Spanish, lb. | .... | 0 25 |
| Do., Chinese, 30-32 to oz. | 0 18 | 0 19 |
| Brazil nuts, lb. | .... | 0 88 |
| Pecans, lb. | .... | 1 30 |

## *Teas on Spot Are Not Heavy*

Toronto.

TEAS.—Teas on spot are not in heavy supplies. Shipments of new teas are coming forward regularly, but stocks are not at all in large quantities. If sterling exchange was not as low as it is, teas on spot would be at least ten cents per pound higher. Exchange on Ceylon is very high, but the effect of the high cost of importations is really not indicated in spot prices as yet.

| | | |
|---|---|---|
| Ceylons and Indians— | | |
| Pekoe Souchongs | 0 48 | 0 54 |
| Pekoes | 0 52 | 0 60 |
| Broken Pekoes | 0 56 | 0 64 |
| Broken Orange Pekoes | 0 58 | 0 66 |
| Javas— | | |
| Broken Orange Pekoes | 0 58 | 0 65 |
| Broken Pekoes | 0 45 | 0 50 |
| Japans and Chinas— | | |
| Early pickings, Japans | 0 63 | 0 65 |
| Do., seconds | 0 50 | 0 55 |
| Hyson thirds | 0 45 | 0 50 |
| Do., pts. | 0 58 | 0 67 |
| Do., sifted | 0 67 | 0 72 |

Above prices give range of quotations to the retail trade.

## *Primary Coffees Look Strong*

Toronto.

COFFEES.—All reports from New York indicate a very firm market in coffees, and the likelihood is that higher prices are bound to rule on spot coffees. Prices at present are steady and very firm. The demand is fair for coffees, but well-advised importers state that it is a good time to buy, in view of the strength of the market.

| | | |
|---|---|---|
| Java, Private Estate | 0 51 | 0 53 |
| Java, Old Government, lb. | .... | .... |
| Bogotas, lb. | 0 49 | 0 50 |
| Guatemala, lb. | 0 48 | 0 52 |
| Mexican, lb. | .... | 0 55 |
| Maracaibo, lb. | 0 47 | 0 48 |
| Jamaica, lb. | 0 45 | 0 46 |
| Blue Mountain Jamaica | .... | 0 53 |
| Mocha, lb. | .... | 0 55 |
| Rio, lb. | 0 35 | 0 37 |
| Santos, Bourbon, lb. | 0 46 | 0 47½ |
| Ceylon, Plantation, lb. | .... | 0 54 |
| Chicory, lb. | .... | 0 25 |
| Cocoa— | | |
| Pure, lb. | .... | 0 31 |
| Sweet, lb. | .... | 0 31 |

## *Spices Strong; Market Advancing*

Toronto.

SPICES.—The market for spices is very strong, and prices this week, in some instances, show advances. Advices from primary markets all point to very strong figures ruling on spices in the next few months. Cream of tartar is also firm, but showing no change, as compared with a week ago.

| | | |
|---|---|---|
| Allspice | 0 20 | 0 22 |
| Cassia | 0 33 | 0 40 |
| Cinnamon | .... | 0 55 |
| Cloves | 0 80 | 0 90 |
| Cayenne | 0 33 | 0 37 |
| Ginger | 0 30 | 0 40 |
| Herbs — cage, thyme, parsley, | | |

| | | |
|---|---|---|
| mint, savory, Marjoram | 0 40 | 0 70 |
| Pastry | 0 32 | 0 38 |
| Pickling spices | 0 22 | 0 30 |
| Mace | 0 85 | 0 95 |
| Peppers, black | .... | 0 40 |
| Peppers, white | 0 50 | 0 51 |
| Paprika, lb. | 0 75 | 0 80 |
| Nutmegs, selects, whole, 100s.. | 0 45 | 0 60 |
| Do., 80s | .... | 0 55 |
| Do., 64s | 0 60 | 0 65 |
| Mustard seed, whole | 0 20 | 0 40 |
| Celery seed, whole | .... | 0 75 |
| Coriander, whole | 0 25 | 0 30 |
| Carraway seed, whole | 0 35 | 0 45 |
| Tumeric, whole | 0 25 | 0 27 |
| Cream of Tartar— | | |
| French, pure | 0 75 | 0 80 |
| American high test, bulk | 0 75 | 0 80 |
| 2-oz. packages, doz. | .... | 1 75 |
| 4-oz. packages, doz. | 2 75 | 3 00 |
| 8-oz. tins, doz. | .... | 5 75 |

## *Rice Receipts Quickly Absorbed*

**Toronto.**

RICES.—There are no Japanese rices coming to the Canadian market at all, and this country is practically dependent on the Southern rice. Southern rice is very strong just now, and importers are not looking for any easier prices. Shipments are quickly bought up. Tapioca, too, is selling freely around 14½ and 15 cents per pound.

| | | |
|---|---|---|
| Honduras, fancy, per 100 lbs. | .... | .... |
| Blue Rose, lb. | 0 16 | 0 17 |
| Siam, fancy, per 100 lbs. | 15 00 | 16 00 |
| Siam, second, per 100 lbs. | 13 50 | 14 50 |
| Japans, fancy, per 100 lbs. | .... | 17 00 |
| Do., seconds, per 100 lbs. | 13 00 | 14 00 |
| White Sago | .... | 0 14 |
| Do., Pakling | .... | 14 00 |
| Chinese, XX., per 100 lbs. | 13 00 | 14 00 |
| Do., Simiu | .... | 16 00 |
| Do., Mujin, No. 1 | .... | 16 00 |
| Tapioca, per lb. | 0 14½ | 0 15 |

## *Bean Quotations Steady and Firm*

**Toronto.**

BEANS.—Quotations in beans are unchanged. There is only a moderate demand for the same, and prices are steady and firm.

| | | |
|---|---|---|
| Ontario, 1-lb. to 2-lb. pickers, bus. | 5 25 | 5 50 |
| Do., hand-picked, bus. | .... | 6 00 |
| Marrowfats, bush. | 6 00 | 6 50 |
| Japanese Kotenashi, per bush. | 4 50 | 5 00 |
| Rangoons, per bushel | 3 00 | 3 50 |
| Limas, per lb. | 0 16 | 0 17 |
| Madagascars, lb | 0 13 | 0 14 |

## *Honey Prices Hold Steady*

**Toronto.**

HONEY, MAPLE SYRUPS. — The market for honey is steady, with a very fair movement of supplies to the trade. Maple syrup is now pretty well cleaned up, as far as wholesalers' stocks are concerned. It is mostly in the hands of the retail trade.

| | | |
|---|---|---|
| Honey, Clover— | | |
| 5-lb. tins | .... | 0 28 |
| 2½s, tins | .... | 0 29 |
| 10-lb. tins | .... | 0 25 |
| 60-lb. tins | .... | 0 25 |
| Buckwheat, 50-lb. tins, lb. | .... | 0 16 |
| Comb, No. 1, fancy, doz. | .... | 4 50 |
| Do., No. 2, doz. | .... | .... |
| Maple Syrup— | | |
| 8½-lb. tins, 10 to case, case | .... | 18 00 |
| Wine qt. tins, 24 to case, case | .... | 23 00 |
| Wine, 1 gal. tins, 6 to case, case | .... | 24 00 |
| Imp. 5 gal. cans, 1 to case, case | .... | 20 00 |
| Maple Sugar— | | |
| 50 1-lb. blocks to case, lb. | .... | 0 29 |

## *Grapefruit and Oranges Active*

**Toronto.**

FRUITS.—Quotations on fruits show little change, as compared with a week ago. Oranges are selling freely, as are also grapefruit and lemons. Box apples are steady and are selling well. Apples in barrels are bringing strong prices, but there is a good movement of the same. Spanish, Malaga and Emperor grapes continue to have a brisk inquiry.

| | | |
|---|---|---|
| Bananas, Port Limons | .... | 0 08 |
| Valencia Oranges— | | |
| 100s, 126s, 150s, 176s, 200s | 5 50 | 6 75 |
| 216s, 250s, 288s, 324s | 5 50 | 6 75 |
| Cal. Navels— | | |
| 100s, 126s, 150s, 176s, 200s | 6 00 | 6 50 |
| 216s, 250s, 288s, 324s | .... | 6 75 |
| Lemons, Cal., 300s, 360s | 5 00 | 5 50 |
| Lemons, Messinas, 300s | .... | 5 00 |
| Grapefruit, 54s, 64s, 70s, 80s, 96s | 4 50 | 5 00 |
| Apples— | | |
| Ontario Spies, bbl. | .... | 10 00 |
| Blenheims, bbl. | .... | 7 50 |
| Winesaps, box | .... | 4 25 |
| Delicious, box | .... | 4 75 |
| Kings, box | .... | 3 25 |
| Spys, Ont., box | .... | 2 75 |
| Rome Beauty, sizes 88s, 96s, 104s, 113s, 125s, 138s, 150s | 3 75 | 4 00 |
| Cal. Pears | .... | 5 50 |
| Florida Tangarines, 144s, 168s, 196s, 216s, 224s | 3 50 | 5 00 |
| Grape, Cal., Emperor | .... | .... |
| Drums | 7 75 | 8 00 |
| Do., Spanish Malagas, keg | 13 00 | 15 00 |
| Cranberry, Cape Cod, bbl. | .... | 14 00 |
| Do., half bbl. | .... | 7 50 |
| Do., boxes | .... | 4 50 |
| Pomegranates, boxes | .... | 4 00 |

## *Potatoes Again Show Advance*

**Toronto.**

VEGETABLES.—Quotations on potatoes have advanced again this week. Dealers are now asking $3 per bag for both Ontarios and Quebec. Onions are firmer, and the Yellow Danvers and the Spanish onions are bringing $7.50 per case. Turnips are $1 per bag. Hothouse tomatoes are having an active sale at from 30 to 40 cents per pound.

| | | |
|---|---|---|
| Cabbage, bbl. | .... | 2 75 |
| Carrots, per bag | .... | 1 75 |
| Parsnips, bag | .... | 1 75 |
| Lettuce, Cal., head, crate 8 doz. | .... | 8 00 |
| Hothouse Tomatoes, lb. | 0 30 | 0 40 |
| Onions, Yellow Danvers, 100-lb. sacks | .... | 7 50 |
| Do., 75 lbs. | .... | 4 50 |
| Spanish Onions, large cases | .... | 7 50 |
| Do., small crates | .... | 2 75 |
| Onions, white, large sacks | .... | 7 50 |
| Green Onions, doz. bunches | .... | 1 00 |
| Celery, 8 doz. | .... | 7 00 |
| Cauliflower, Cal., case | .... | 6 25 |
| Potatoes— | | |
| Ontario, 90-lb. bags | .... | 3 00 |
| Quebec, 90-lb. bags | .... | 3 00 |
| Jersey Sweet Potatoes, hamper | .... | 2 75 |
| Do., bbl., double headers | .... | 7 50 |
| Turnips, bag | .... | 1 00 |
| Mushrooms, 4-lb. basket | .... | 3 50 |

## *Flour Active At New Prices*

**Toronto.**

FLOUR. — Flour continues on the same basis as was announced a week ago, the cotton bags selling at $13.40 per barrel, and the jute bags at $13.25.

| | | |
|---|---|---|
| Ontario winter wheat flour, in carload shipments, on track, in cotton bags | .... | 13 40 |
| Do., in jute bags | .... | 13 25 |

## *A Good Demand For Millfeeds*

**Toronto.**

MILLFEEDS.—There is an active demand for millfeeds, and prices to the trade continue on the same basis.

| | | |
|---|---|---|
| MILLFEEDS— | | |
| Bran, per ton | .... | 45 25 |
| Shorts, per ton | .... | 52 25 |

# WINNIPEG MARKETS

WINNIPEG, Jan. 9—The markets this week show advances in a number of lines and the general tendency is very strong. The B.C. refinery has advanced sugar one dollar per cwt. Soaps are higher. Syrups and molasses are in heavy demand.

## *Sugar Advanced By B. C. Refinery*

**Winnipeg.**

SUGAR.—British Columbia Sugar Refinery has advanced the price of sugars $1 per 100 pounds. They are not offering sugar for Manitoba territory. As pointed out last week, the sugar market is very strong, and general advances are looked for. There is very little sugar offered for January delivery.

## *Soaps Advance; Tallow High*

**Winnipeg.**

SOAPS.—Sunlight and Royal Crown soaps have advanced 75 cents per case; Lifebuoy 35 cents per case. Advances in all lines of laundry and toilet soaps are expected. As reported some time ago, tallow is now higher than it has ever been known to be. Glycerine is almost unprocurable; this, added to the labor situation, helps explain the advance.

## *Syrups and Molasses in Heavy Demand*

**Winnipeg.**

MOLASSES, CORN SYRUPS.—Both sugar syrups, corn syrup and molasses are in heavy demand. Market is very firm, with indications of an advance. Sugar and containers are both higher.

| | |
|---|---|
| Sugar Syrup | |
| 2-lb. tins, 2 doz. to case, case | 6 35 |
| 5-lb. tins, 1 doz. to case, case | 7 10 |
| 10-lb. tins, ½ doz. to case, case | 7 00 |
| 20-lb. tins, ¼ doz. to case, case | 6 90 |
| Corn Syrup | |
| Half barrels, 350 lbs., per cwt. | 9 [illegible] |
| 2-lb. tins, 2 doz. to case, case | [illegible] |
| 5-lb. tins, 1 doz. to case, case | [illegible] |
| 10-lb. tins, ½ doz. to case, case | [illegible] |
| 20-lb. tins, ¼ doz. to case, case | 6 [illegible] |
| Pure Maple Syrup | per case |
| Quarter tins, 2 doz. to case | 19 20 |
| Half gals., 1 doz. to case | [illegible] |
| Gal. tins, ½ doz. to case | [illegible] |
| Quarter bottles, 2 doz. to case | [illegible] |
| Pint bottles, 3 doz. to case | [illegible] |

## *Tapioca Shows Slight Decline*

**Winnipeg.**

TAPIOCA.—Orders now being placed for this spring's delivery of tapioca are

being booked at the lowest price of any time since last winter. It is expected that this tapioca will go to the trade at about 10½ cents per pound.

## *Beans Are Again Firmer*

Winnipeg.

BEANS.—The bean market is slightly firmer. Present offerings are mostly old crop Japanese. The new crop seems to be held in anticipation of the market reaching higher levels. American shippers are holding, expecting a large export demand. This is only deterred by the present high rate of exchange.

## *Canned Milk Likely to Advance*

Winnipeg.

CANNED MILK.—There is a heavy demand for canned milk of all varieties. Spot stocks and a general shortage is reported by manufacturers. You will be well advised to stock freely as advances are looked for.

## *Cereal Market Very Firm*

Winnipeg.

CEREALS.—The cereal market is very firm, with advances showing on rolled oats and corn meal.

| | | |
|---|---|---|
| Pot Barley, Ont., 98 lb. sacks | | 6 25 |
| Do., 49 lb. sacks | | 3 15 |
| Do., 24 lb. sacks | | 1 60 |
| Pearl Barley, 98 lb. sacks | | 8 00 |
| Do., 49 lb. sacks | | 4 [illegible] |
| Do., 24 lb. sacks | | 2 05 |
| Buckwheat grits, whole, 100-lb. sacks | | 10 90 |
| Do., coarse, 100-lb. sacks | | 9 90 |
| Do., fine, 100-lb. sacks | | 9 90 |
| Cornmeal, yellow, 49-lb. sacks | | 2 40 |
| Do., 24-lb. sacks | | 1 25 |
| Do., 10-10 to bale | | 5 60 |
| Lentils, Chilean, full sacks, lb. | | 0 16 |
| Do., broken, per lb. | | 0 16½ |
| Oatmeal, granulated, 98-lb. sacks | | 6 00 |
| Do., 49-lb. sacks | | 3 10 |
| Do., 24-lb. sacks | | 1 55 |
| Do., Standard, 98-lb. sacks | | 6 00 |
| Do., 49-lb. sacks | | 3 08 |
| Do., 24-lb. sacks | | 1 55 |
| Rolled oats, 80-lb. sacks | | 4 25 |
| Do., 40-lb. sacks | | 2 20 |
| Do., 20-lb. sacks | | 1 13 |
| Peas, yellow, whole, per lb. | 0 10½ | 0 11½ |
| Do., green, whole, per lb. | | 0 09 |
| Do., split, yellow, 98-lb. sack | | 8 05 |
| Do., 49-lb. sack | | 4 05 |
| Wheat granules, 98s | | 6 00 |
| Do., 49s | | 3 05 |
| Do., 24s | | 1 55 |

## *Grecian Currants Slightly Easier*

Winnipeg.

DRIED FRUITS.—Grecian currants are slightly easier. Shipments of the last few weeks have been bought at lower levels than opening prices.

The California Prune Association are only offering two sizes, 70-80s and 80-90s. All large sizes are cleaned up. The retail trade report that prunes are being bought very freely by the public, which are demanding the larger sizes.

The raisin market is very strong, supplies are very scarce, and much higher prices are looked for. Within the past week American buyers have been trying to purchase from local jobbers at a premium in order to fill their orders; Thompson seedless especially are in big demand.

## *Several Lines Show Advances*

Winnipeg.

MISCELLANEOUS.—Kraft paper has advanced ½ cent per pound. All paper is held at very firm prices with advances looked for in manila paper and paper bags. It would not be surprising to see an advance in cotton twine also.

Beef extracts are in very heavy demand and a shortage is reported in the large sizes. Market is very firm, with slight advances on a few lines.

A number of lines of peanut butter have advanced recently. A general advance is looked for.

Further advances in cigars and cigarettes are looked for in sympathy with the recent advance in tobacco. Raw tobaccos are reported as being very firm.

## *Potatoes $2.00 and $2.25 Bushel*

Winnipeg.

VEGETABLES.—Potatoes are selling here at from $2 to $2.25 per bushel, and turnips are $2.50 per cwt. Other vegetables are steady.

| | | |
|---|---|---|
| Potatoes, per bushel | 2 00 | 2 25 |
| Turnips, per cwt. | .... | 2 50 |
| Carrots, per cwt. | .... | 4 00 |
| Beets, per cwt. | .... | 3 00 |
| Cabbage, per cwt. | .... | 4 00 |
| Man. Onions, per cwt. | .... | 5 00 |
| B.C. Onions, per cwt. | .... | 6 00 |
| B.C. Apples, per box | 3 25 | 3 50 |
| Ont. Apples, per bbl. (According to grade.) | 7 00 | 12 00 |

### DOING BUSINESS ON TEN PER CENT. EXPENSE

Continued from page 45

of flowers at him and not point out where he can improve.

**Margins Too Wide Slow Up Sales**

Because Jim does not state the sizes of oranges he handled, I cannot check his margins, but I can check him on strawberries and lemons. Strawberries were handled at 18 per cent.—terribly narrow margin for fruit so risky, but rendered needful, probably, by competitive conditions. Also probably this was profitable because of large volume of daily turnover.

But Jim is making no record at all as a lemon seller, because he is charging margins that are scandalous! He got 41 to 47 per cent., or between 16 and 20 per cent. too much. Had he priced them at 25 per cent., which is the right margin, he would have sold forty or fifty boxes in May and forty-five to sixty boxes in June. Thus he would have done a vastly larger business, more in keeping with his other turnover, and would have made much more clean, net money.

In fruit handling you must so regulate things that the stock will move freely. Then you have turnovers and profits instead of leftovers and loss.

But Jim's a prize merchant—look him over and see.

**How to Pay Clerks a Bonus**

I am asked this question again, though I wrote on it exhaustively only a few months ago. I shall try to restate it briefly.

I paid my cashier a minimum salary, yet what looked to her to be fair and equitable. She had three telephone lines to her desk. I paid her two per cent. bonus on all sales in excess of $350 per week, the amount which had been coming in that way before she came to us. Her excess earnings used to run to about a third of her salary additional.

I pursued the same plan with two other girls I had on the floor. It worked out very well; got them interested in the goods—really to know about them—and they sold much high-class merchandise. They earned a nice bonus and were well pleased—and so was I. With the men I was just about to experiment exhaustively, though I will say that the few trials I had given men had not as yet proven satisfactory.

### ADVERTISING THE COST OF COFFEE

Coffee has lately received much publicity. In the flood of advertisements there are a number which stand out boldly. Of this number there is an interesting newspaper advertisement of M. J. B. Coffee which appeared in San Francisco. In that particular advertisement the cost of coffee per cup was given in comparison with the cost per portion of various every-day foods. Coffee at one cent a cup, two cents with cream and sugar, was cheaper than a portion of vanilla ice cream, mashed potatoes, spinach, spaghetti, lettuce or apple sauce. Of course it put small steak, broiled mackerel, Irish stew and Spanish omelet out of the low cost race. —"Printers' Ink."

### WHAT ABOUT SUGAR SUPPLIES?

A manufacturer doing a very large business on this continent and operating in a New England State city, stated that he was absolutely out of sugar. It is understood that this manufacturer ordinarily has a source of supply which makes him rather independent of refiners, but the short supply of raw sugar has confronted him with this condition.

This is one case to indicate how very serious the sugar supply situation has become in United States. Enquiry from jobbers and others in Canada reveals the fact that, while supplies have been temporarily held back, nearly all dealers have secured amounts from day to day, or week to week, to afford a certain amount of stock to meet the needs of their trade. It would seem from inquiries that the situation has been better here than in outside points. Investigation reveals that the refiners are doing their utmost to meet the situation, with which they have been confronted, and while supplies are likely to be short for some time to come, it is expected that the turn of the year will bring some relief in the situation.

# WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

## *British Columbia*

FROM VANCOUVER, BY WIRE.

VANCOUVER, B.C., Jan. 8.—(Special.)—Since Christmas, nearly three hundred cars of potatoes have been sold from here for Seattle, at a price of $70 per ton. Celery here is $3 per case. Local leaf lettuce is $1.70 per case. Tomatoes are $5 per lug. Soap is up 40 cents per case. Various biscuits are up from one to five cents per pound, and marmalade has advanced 25 cents a case. California cucumbers are about $3.50 per dozen. Sugar has advanced a cent. Local cheese has advanced to 33½ cents, and fresh eggs are 76 cents per dozen. The best Prairie butter is 73 cents, and margarine is 42 cents. Grapenuts have advanced from $3.10 to $3.80 per case.

## *Alberta Markets*

FROM CALGARY, BY WIRE.

Calgary, Alta, Jan. 6.—Soap has advanced. Royal Crown 5s are up 40 cents; 6s, 70 cents; Sunlight, 75 cents; Gold, 25 cents. B.C. sugar is $1 a hundred higher. Crisco is 15 cents higher. Sweet biscuits have advanced 2 cents per pound. Sodas in bulk 1½ cents, and family packages 25 cents per dozen. Grapenuts jumped 80 cents a case, while most lines of macaroni show increases. Eggs are easing off at from $19 to $20 per case. Dairy butter is from 57 to 60 cents per pound. The peak is probably reached on creamery. Tomatoes 2s and ½s are from $4.30 to $4.75. Oranges are from $6 to $6.50. Lemons are from $6.25 to $7. Grapefruit is from $6 to $6.50.

| | | |
|---|---|---|
| Flour, 96s, per bbl. | .... | 12 95 |
| Beans, B.C. | 7 50 | 9 60 |
| Rolled oats, 80s | .... | 4 60 |
| Rice, Siam | 12 75 | 14 75 |
| Japan, No. 1 | 17 00 | 18 00 |
| Tapioca, lb. | .... | 0 14 |
| Sago, lb. | 0 13½ | 0 15½ |
| Sugar, pure cane, granulated, cwt | .... | .... |
| Cheese, No. 1, Ontario, large | 0 31 | 0 33 |
| Butter, creamery, lb. | .... | 0 70 |
| Do., dairy, lb. | 0 57 | 0 60 |
| Lard, pure, 3s, lb. | 0 32 | 0 32½ |
| Eggs, new-laid, local | 0 80 | 0 85 |
| Do., No. 1, storage, case | 19 00 | 20 00 |
| Tomatoes, 2½s, standard, case | 4 30 | 4 75 |
| Corn, 2s, case | 4 00 | 4 45 |
| Peas, 2s, standard, case | 4 20 | 4 75 |
| Strawberries, 2s, Ontario, case | .... | 10 30 |
| Raspberries, 2s, Ontario, case | .... | 10 30 |
| Cherries, 2s, red, pitted | 9 00 | 9 50 |
| Apples, evaporated | 0 22½ | 0 25½ |
| Do., 25s, lb. | .... | 0 26¾ |
| Peaches, evaporated, lb. | .... | 0 25¾ |
| Do., canned, 2s | .... | 7 50 |
| Prunes, 90-100s | .... | 0 16 |
| Do., 70-80s | .... | 0 17 |
| Do., 50-60s | .... | 0 20 |
| Do., 30-40s | .... | 0 26 |
| Do., 20-30s | .... | 0 31 |
| Raisins, bleached Sultanas | .... | 0 27 |
| Do., bulk, seedless | .... | 0 21 |
| Do., package, 11 oz. | .... | 0 16½ |
| Filiatras Currants, lb. | .... | 0 26 |
| Salmon, pink tall, case | .... | 10 25 |
| Do., Sockeye, tall, case | .... | 17 50 |
| Do., halves | 18 00 | 19 00 |
| Potatoes, Alta., per ton | .... | 65 00 |
| Oranges | 6 00 | 6 50 |
| Lemons | 6 25 | 7 00 |
| Grapefruit | 6 00 | 6 50 |
| Pears, evaporated, lb. | .... | 0 33½ |
| Pineapples, 2s | .... | 6 20 |
| Do., 2½s | .... | 7 90 |
| Spanish Malaga Raisins, 5½-lb. trays | .... | 0 23 |
| Do., Crowns, 21 lbs. | .... | 8 50 |

## *Saskatchewan Markets*

FROM REGINA, BY WIRE.

Regina, Sask., Jan. 6.—The dairy market is firm. Creamery butter is retailing at 85 cents. Eggs are 85 and 90 cents. B.C. refinery notified local wholesalers of an advance of $1 per cwt.; this is the only firm supplying the local market with granulated sugar now. Manufacturers state soaps are due to advance almost immediately. Pipe tobaccos have advanced from 25 to 35 per cent. Prices of feed are also expected to advance.

| | | |
|---|---|---|
| Beans, small white, Japans, bus. | .... | 4 50 |
| Beans, Lima, per lb. | .... | 0 12½ |
| Rolled oats, brails | .... | 5 00 |
| Rice, Siam, cwt. | .... | 12 00 |
| Sago, lb. | .... | 0 11¾ |
| Flour | .... | 5 40 |
| Tapioca, lb. | .... | 0 14 |
| Sugar, pure cane, gran., cwt. | .... | 12 50 |
| Cheese, No. 1, Ontario, large | .... | 0 33 |
| Butter, Creamery | .... | 0 85 |
| Lard, pure, 3s, per case | .... | 21 60 |
| Bacon, lb. | .... | 0 47 |
| Eggs, new-laid | 0 85 | 0 90 |
| Tomatoes, 2½s, standard case | .... | 4 47 |
| Corn, 2s, standard case | .... | 3 96 |
| Peas, 2s, standard case | .... | 4 30 |
| Apples, gal. | .... | 3 25 |
| Apples, evaporated, per lb. | .... | 0 26 |
| Strawberries, 2s, Ont., case | .... | 9 75 |
| Raspberries, 2s, Ont., case | .... | 9 75 |
| Peaches, 2s, Ontario, case | .... | 7 85 |
| Plums, 2s, case | .... | 5 00 |
| Salmon, finest Sockeye, tall, case | .... | 17 80 |
| Salmon, pink, tall, case | .... | 10 25 |
| Peaches, Cal., 2½s | .... | 7 00 |
| Potatoes, bag | .... | 1 35 |

## *New Brunswick Markets*

FROM ST. JOHN, BY WIRE.

St. John, Jan. 6.—The market is generally unchanged. Business is starting well for the new year. Flour is now selling at $14.75. Rolled oats are higher at $11.75. Corned beef is easier at from $4 to $4.20. Apples (gallon) are easier at from $4.75 to $5. Evaporated apples are 22½ and 23 cents. Eggs are little more plentiful. Fresh eggs are 80 cents. Storage eggs are 63 cents. Potatoes are becoming scarcer and are very firm at $5. Onions are $7. Several changes are reported in the fruit market. Lemons are from $5 to $6. Oranges from $6 to $7.50, and grapefruit $5.50. Western apples are from $4.75 to $5.

| | | |
|---|---|---|
| Flour, No. 1 patents, bbls., Man. | .... | 14 75 |
| Cornmeal, gran., bags | 6 00 | 6 10 |
| Cornmeal, ordinary | 3 85 | 3 90 |
| Rolled oats | .... | 11 75 |
| Rice, Siam, per 100 lbs. | 13 00 | 13 50 |
| Tapioca, 100 lbs. | 13 50 | 15 00 |
| Molasses | .... | 1 25 |
| Sugar— | | |
| Standard, granulated | .... | 12 10 |
| No. 1, yellow | .... | 11 60 |
| Cheese, New Brunswick | .... | 0 32 |
| Cheese, Ont., twins | .... | .... |
| Eggs, fresh, doz. | .... | 0 80 |
| Eggs, storage | .... | 0 63 |
| Breakfast bacon | 0 38 | 0 40 |
| Butter, creamery, per lb. | .... | 0 70 |
| Butter, dairy, per lb. | .... | 0 65 |
| Butter, tub | .... | 0 60 |
| Lard, pure, lb. | 0 32 | 0 32½ |
| Lard, compound | 0 30 | 0 30½ |
| American clear pork | 60 00 | 65 00 |
| Beef, corned, 1s | 4 00 | 4 20 |
| Tomatoes, 2½s, standard case | .... | 4 20 |
| Raspberries, 2s, Ont., case | 4 40 | 4 45 |
| Peaches, 2s, standard, case | 7 25 | 7 35 |
| Corn, 2s, standard, case | .... | 3 75 |
| Peas, standard, case | .... | 4 10 |
| Apples, gal., N.B., doz. | 4 75 | 5 00 |
| Strawberries, 2s, Ont., case | .... | .... |
| Salmon, Red Spring, flats, cases | .... | 19 50 |
| Pinks | 11 00 | 11 50 |
| Cohoes | 15 00 | 15 50 |
| Chums | .... | 9 00 |
| Evaporated Apples, per lb. | 0 22½ | 0 23 |
| Peaches, per lb. | 0 27½ | 0 28 |
| Potatoes, Natives, per bbl. | .... | 5 00 |
| Onions, Can., 100-lb. bag | .... | 7 00 |
| Lemons, Cal., case | 5 00 | 6 00 |
| Oranges, Cal., case | 6 00 | 7 50 |
| Grapefruit, Cal., case | .... | 5 50 |
| Apples, Western, box | 4 75 | 5 00 |
| Bananas, per lb. | 0 09 | 0 10 |
| Grapes, Malaga, keg | 11 00 | 13 00 |

### *HELPFUL ARTICLES IN FALL NUMBER*

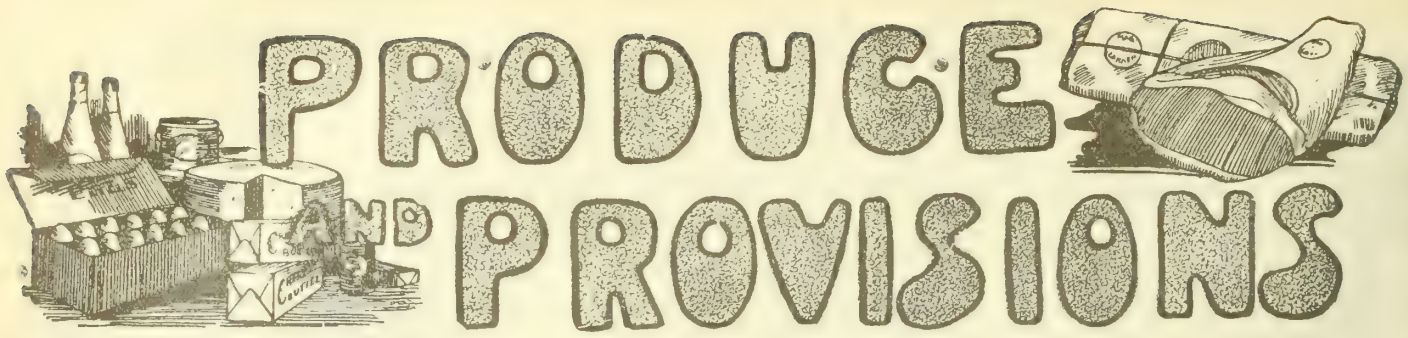
*"There are some very interesting helps in your Annual Fall Number which, I consider, a very good issue. The articles on window displays, store displays, and store advertising were perhaps the most important."—D. A. MacKenzie, Souris, Man.*

### *THE RETAILER'S BIBLE*

*Editor,* CANADIAN GROCER:—*Your Fall Number* CANADIAN GROCER *arrived yesterday. Many thanks.*

*I assure you it's a delightful number, full of merit, nicely arranged, and a work of the printer's art. Congratulations.*

*You call it the* CANADIAN GROCER, *but you left out one word. It ought to be called the Canadian grocer's "Bible." It is worthy of the name.*
—PARSONS & SCOVILLE.




# 1920 Hog "Run" Will be Short, Lower Prices Not Expected

"Unless There is a General Decline in the Values of All Essential Commodities, I Look for Higher Quotations on Pork Products in 1920," E. C. Fox, General Manager of Wm. Davies Co., Told Canadian Grocer

## Cost of Labor Will Maintain Prices

THE outlook for the coming year in so far as prices for bacon, pork, ham, lard and shortening are concerned, does not lend encouragement to the idea that they will be appreciably lower. With a view to getting some general idea of what prices will be in 1920, judging from present and immediate conditions affecting the situation, the CANADIAN GROCER interviewed a number of packers, both large and small, asking them their views of the whole matter. Owing to the activities of the Board of Commerce, they were somewhat diffident about expressing their opinions, but there was no difference of opinion among them as to the outlook. Lower prices they cannot see at present, but they all were careful to emphasize that it was next to impossible to estimate what the future will be. Primarily, the whole situation hinges on the hog run. All packers state that the run in 1920 will be short. One other most important consideration is labor costs, and there are no indications that these will be lighter during the present year. A still further important factor is the high price of feed, the result being that many farmers feel that it does not pay to raise hogs.

### Hog Run to be Short

"The hog run in Canada," said one packer to CANADIAN GROCER, "is going to be short. The indications are, however, that the American run will be larger, and that will have the tendency to pull our price down in spite of the short run." This packer did not mean to infer that this would mean lower prices, but that it would prevent a too rapid increase in prices of hogs. It was pointed out by another packer that it was hard to sell the bacon from the American hog in Canada.

So far as butter, eggs and cheese were concerned, it was stated by packers that there would be the usual seasonal reduction within a few months. They did not believe that there would be a great change in the price of lard or shortening. One large packer stated that, with the prospects of a poor run of hogs, he did not see how some of the big packers could possibly keep going during the whole of the year. Among the smaller packers the opinion was tersely expressed by one who said that, while it would be difficult for the big packers to get all the hogs they wanted, the "little fellow could slip in and get the crumbs that fell from the rich man's table."

### General Manager of Davies Co.

The general manager of the William Davies Co., E. C. Fox, made the following statement on the outlook for the coming year to CANADIAN GROCER:

"Relative to to-day's price of other essential commodities, livestock prices are lower than they have been any time in fifteen years, particularly has this been true with respect to the value of grains. As livestock in this country is largely dependent on grain for feed, it follows that the keeping of livestock these last few months has not been profitable. Under such conditions a liquidation of livestock usually takes place, and I look for a firmer tendency of values for 1920, unless there is a general decline in the values of all essential commodities.

"2. I have given you under section one reasons that lead me to this opinion, namely, that taking the relative value of livestock to other essential commodities any time within the last fifteen years that livestock stands low, and that it stands particularly low with respect to grain commodities, which are essential for the successful feeding of livestock.

"3. I know of no factors of business costs that are likely to lower during the year; it seems to me that essential commodities' prices have to come down before labor comes down, and I see no early prospect of this.

"4. Lard is relatively cheaper than shortening to-day. Owing to the comparative shortage of the cotton crop, cottonseed oil is scarce, with the result that the cost of shortening stands abnormally close to lard. This will place larger than normal consumption on lard. Oils and fats are relatively very high, owing, in a large measure, to the scarcity of them in Europe. If you will notice the normal scale of lard and shortening to the value of live hogs you will see they are very much up in price.

"As to the future of these, it is impossible to forecast the future value, but much depends upon the international exchange situation. I believe unless credit is given by the United States to many of the European countries, that lard is bound to come down, as there is certainly more being produced than can be consumed in the United States and England."

### *ANOTHER BOUQUET*

*Editor,* CANADIAN GROCER:—*We consider your fall number was exceptionally strong, both in advertisements and in reading matter. If manufacturers realized the value of good strong advertisements, especially when placing new lines and specialties on the market, they would not hesitate to place advertising with the* CANADIAN GROCER, *which we consider is the best trade journal published in its line in Canada.*—WOODMAN & MCKEE, *Coaticook, Que.*

# Produce, Provision and Fish Markets

## QUEBEC MARKETS

MONTREAL, Jan. 7—While the movement in the Montreal market is not as brisk as was reported during the recent holiday season, it is still very good. There are a number of advances this week and a general firming tendency.

### *Hog Situation Strong; Price Basis Unchanged*

Montreal.

FRESH MEATS.—There has been considerable firmness to the market for live and dressed hogs, and prices are up to $18.50-$19.00 for selects. There is an active demand, as is to be expected at this time of year.

| FRESH MEATS— | | |
|---|---|---|
| Hogs, live (selects) | 18 50 | 19 00 |
| Hogs, dressed— | | |
| Abattoir killed, 65-90 lbs. | 25 00 | 25 50 |
| **Fresh Pork—** | | |
| **Leg of Pork (foot on)** | .... | **0 31½** |
| Loins (trimmed) | .... | 0 35 |
| **Loins (untrimmed)** | .... | **0 32** |
| **Bone trimmings** | 0 18 | **0 21** |
| **Trimmed shoulders** | .... | **0 25** |
| **Untrimmed** | .... | **0 23** |
| Pork sausage (pure) | .... | 0 23 |
| **Farmer sausages** | .... | **0 18** |

| Fresh Beef— (Cows) | | | (Steers) | |
|---|---|---|---|---|
| $0 19 | $0 22 | Hind quarters | $0 26 | $0 28 |
| 0 12 | 0 14 | Front quarters | 0 15 | 0 17 |
| .... | 0 27 | Loins | .... | 0 38 |
| .... | **0 22** | **Ribs** | .... | **0 26** |
| .... | 0 12 | Chucks | .... | 0 14 |
| .... | 0 18 | Hips | .... | 0 19 |
| **Calves (as to grade)** | | | 0 22 | 0 28 |
| **Lambs, 50-80 lbs. (whole carcass), lb.** | | | .... | 0 28 |
| **No. 1 Mutton (whole carcass), 45-50 lbs., lb.** | | | .... | **0 18** |

### *Barrel Pork Easier; Hams Unchanged*

Montreal.

CURED MEATS.—A downward tendency is manifest for barrel pork. Clear fat heavy backs are marked at $55.00, and Canadian short cut is selling at $54.00. Bean pork, $48.00. Bacon is also slightly lower, breakfast selling at 48c, and picnic hams at 24c.

All grades of cured hams remain steady. There is a fairly active demand and the market is firm.

| | | |
|---|---|---|
| Hams— | | |
| Medium, smoked, per lb.— | | |
| (Weights) 8-10 lbs. | .... | 0 35 |
| 12-14 lbs. | .... | 0 36 |
| 14-20 lbs. | .... | 0 35 |
| 20-25 lbs. | .... | .... |
| 25-35 lbs. | .... | 0 30 |
| Over 35 lbs. | .... | 0 28½ |
| Boneless (for slicing), 4c advance over above prices. | | |
| Bacon— | | |
| Breakfast | .... | 0 48 |
| Cottage Rolls | .... | 0 32½ |
| Picnic Hams | .... | 0 24 |
| Barrel Pork— | | |
| Canadian short cut (bbl.), 25-35 pieces | .... | 54 00 |
| Clear fat backs (bbl.), 40-50 pieces | .... | 55 00 |
| Heavy mess pork (bbl.) | .... | 52 00 |
| Plate Beef | .... | 30 00 |
| Mess Beef | 23 00 | 28 00 |
| Bean Pork | .... | 48 00 |

### *Sausages Decline; Hams, Tongue Down*

Montreal.

COOKED MEATS.—Sausages are marked down 1 to 5 cents, and headcheese is lower and a good seller at 12½c. Jellied ox tongue has dropped to 53c, and cooked hams to 47c. Among the other meats, for which there is a fairly good demand, little change has been manifested.

| | | |
|---|---|---|
| Head cheese | | 0 12½ |
| Choice jellied ox tongue | | 0 53 |
| Jellied pork tongues | .... | 0 40 |
| **Jellied Pressed Beef, lb.** | .... | **0 32** |
| **Ham and tongue, lb.** | .... | **0 30** |
| Veal and tongue | .... | 0 23 |
| Hams, cooked | | 0 47 |
| Shoulders, roast | | 0 50 |
| Shoulders, boiled | | 0 43 |
| Pork pies (doz.) | .... | .... |
| Blood pudding, lb. | .... | 0 12 |
| Mince meat, lb. | 0 15 | 0 19 |
| Sausage, pure pork | 0 18 | 0 25 |
| Bologna, lb. | | 0 17 |

### *Butter Market is Very Firm*

Montreal.

BUTTER.—The butter situation is practically unchanged. A firm feeling prevails in the market, and there is somewhat lighter demand from usual sources.

| BUTTER— | | |
|---|---|---|
| Creamery, prints, fresh made | | 0 69 |
| Creamery, solids, fresh made | .... | 0 68 |
| Creamery No. 2, solids | .... | 0 67 |
| Do., prints | .... | 0 66 |
| Dairy, in tubs, choice | 0 61 | 0 62 |
| Dairy prints | 0 62 | 0 63 |
| Bakers' | .... | 0 55 |

### *Cheese Holding; Demand is Good*

Montreal.

CHEESE.—Cheese prices hold unchanged, and there is no indication of an alteration to existing prices. The demand is reasonably good, sales to the trade at this season being active.

| CHEESE— | | |
|---|---|---|
| New, large, per lb. | .... | 0 31 |
| Twins, per lb. | .... | 0 31 |
| Triplets, per lb. | 0 31 | 0 32 |
| Stilton, per lb. | .... | 0 35 |
| Fancy, old cheese, per lb. | .... | 0 35 |

### *Continued Selling Pure Leaf Lard*

Montreal.

LARD.—Prices in the lard market are maintained this week unchanged. The demand is continuing active from a domestic viewpoint and supplies are adequate.

| LARD— | | |
|---|---|---|
| Tierces, 400 lbs., per lb. | .... | 0 30 |
| Tubs, 50 lbs., per lb. | .... | 0 30½ |
| Pails, 20 lbs., per lb. | .... | 0 30¾ |
| Bricks, 1 lb., per lb. | 0 30 | 0 32½ |

### *Shortening Firm; Steady Demand*

Montreal.

SHORTENING.—Some dealers report an active demand for shortening, whilst others stated the demand is not as strong as it was. As an informant told CANADIAN GROCER, there is an enormous amount of home cooking done in this country, and, in consequence, shortening will always be in active demand. Prices are unchanged.

| SHORTENING— | | |
|---|---|---|
| Tierces, 400 lbs., per lb. | .... | 0 28 |
| Tubs, 50 lbs., per lb. | .... | 0 28½ |
| Pails, 20 lbs., per lb. | .... | 0 28¾ |
| Bricks, 1 lb., per lb. | 0 30 | 0 30½ |

### *No Change in Margarine Price*

Montreal.

MARGARINE.—Margarine is selling pretty freely, and the market is firm. Prevailing prices rule without change.

| MARGARINE— | | |
|---|---|---|
| Prints, according to quality, lb. | 0 39 | 0 40 |
| Tubs, according to quality, lb. | 0 31 | 0 34 |

### *Eggs Are Lower; Supplies Better*

Montreal.

EGGS.—New-laids are selling at 95c per dozen, and selects are 64c, which prices are lower than those prevailing last week. Supplies are not heavy, but there has been some improvement in stocks.

| EGGS— | | |
|---|---|---|
| No. 2 | .... | 0 52 |
| No. 1 | .... | 0 56 |
| Selects | .... | 0 64 |
| New laids | .... | 0 95 |

### *Poultry Market is Weakening*

Montreal.

POULTRY.—A weaker feeling has prevailed this week for poultry, although prices are held unchanged. Supplies have come forward more liberally than was expected, and, in consequence, the offerings are in excess of the demands made after the holiday season. Lower prices are probable.

| POULTRY (dressed)— (Selling Prices) | | |
|---|---|---|
| Chickens, roasting (3-5 lbs.) | 0 37 | 0 40 |
| Chickens, roasting (milk) | 0 42 | 0 44 |
| Ducks— | | |
| Brome Lake (milk fed green) | .... | 0 47 |
| Young Domestic | .... | 0 38 |
| Turkeys (old toms), lb. | .... | 0 48 |
| Do. (young) | 0 53 | 0 55 |
| Geese | .... | 0 32 |
| Old fowls (large) | .... | 0 34 |
| Do. (small) | .... | 0 30 |

| (Buying Prices) | Live | Dressed |
|---|---|---|
| Chickens, light weights | 0 19 | 0 24 |
| Do., heavy weights | 0 22 | 0 27 |
| Ducks, young | 0 30 | 0 34 |
| Geese— | | |
| Young | 0 23 | 0 26-0 28 |
| Old | 0 17 | 0 20-0 21 |
| Fowls | 0 18 | 0 21 |
| Turkeys | 0 43 | 0 48-0 50 |

### *Cold Weather is Help to Fish Sales*

Montreal.

FISH.—Arrival of colder weather is welcome to the fish men, for it always helps selling at this season of the year. Prices are maintained this week without change and sales have been quite heavy for various kinds of fresh frozen. With respect to supplies from the Atlantic seaboard, these are improving, but there is still some difficulty in getting ade-

quate supplies of oysters, etc. Haddock, cod, halibut, oysters and shell fish were in heavy demand for the holiday season.

| | | |
|---|---|---|
| **FRESH FISH** | | |
| Haddock | 0 08½ | 0 09 |
| Steak, cod | 0 11 | 0 13 |
| Market cod | 0 07½ | 0 08 |
| Mackerel | .... | 0 18 |
| Flounders | 0 08 | 0 10 |
| Prawns | .... | 0 40 |
| Live Lobsters | .... | 0 60 |
| Salmon (B.C.), per lb., Red | .... | 0 30 |
| Skate | .... | 0 12 |
| Shrimps | .... | 0 40 |
| Whitefish | .... | 0 16 |
| **FROZEN FISH** | | |
| Gaspereaux, per lb. | 0 06½ | 0 07 |
| Halibut, large and chicken | 0 18 | 0 19 |
| Halibut, Western, medium | 0 20 | 0 21 |
| Haddock | 0 07 | 0 07½ |
| Mackerel | 0 15 | 0 16 |
| Dore | 0 15 | 0 16 |
| Smelts, No. 1, per lb. | 0 16 | 0 18 |
| Smelts, No. 2, per lb. | 0 11 | 0 12 |
| Smelts, extra large | .... | 0 28 |
| Pike, headless and dressed | 0 11 | 0 12 |
| Market Cod | 0 06½ | 0 07 |
| Whitefish, small | 0 12 | 0 13 |
| Sea Herrings | 0 07½ | 0 08 |
| Steak Cod | 0 08½ | 0 09 |
| Gaspe Salmon, per lb. | 0 24 | 0 25 |
| Salmon, Cohoes, round | 0 19 | 0 20 |
| Salmon, Qualla, hd. and dd. | 0 13 | 0 14 |
| Whitefish | 0 15 | 0 16 |
| Lake Trout | 0 19 | 0 20 |
| Lake Herrings, bag, 100 lbs. | .... | 4 50 |
| Alewires | 0 05½ | 0 06 |
| **SALTED FISH** | | |
| Codfish— | | |
| Large bbl., 200 lbs. | .... | 20 00 |
| No. 1, medium, bbl., 200 lbs. | .... | 17 00 |
| No. 2, 200-lb. barrel | .... | 15 00 |
| Strip boneless (30-lb. boxes), lb. | .... | 0 20 |
| Boneless (24 1-lb. cartons), lb. | .... | 0 20 |
| Ivory (2-lb. blocks, 20-lb. boxes) | .... | 0 18 |
| Shredded (12-lb. boxes) | 2 40 | 2 50 |
| Dried, 100-lb. bbl. | .... | 16 00 |
| Skinless, 100-lb. boxes | .... | 16 50 |
| Pollock, No. 1, 200-lb. barrel | .... | 14 00 |
| Boneless cod (2-lb.) | .... | 0 23 |
| **PICKLED FISH** | | |
| Herrings, Scotch cured, half bbl. | .... | 12 00 |
| Do., Scotia, barrel | .... | 12 00 |
| Do., half barrel | .... | 6 50 |
| Mackerel, barrel | .... | 25 00 |
| Salmon, B.C., 200 lbs. | .... | 25 00 |
| Labrador Salmon, barrels | .... | 26 00 |
| Sea Trout, 200-lb. barrels | .... | 23 00 |
| Turbot, 200 lbs. | 20 00 | 22 00 |
| Codfish, tongues and sound, lb. | .... | 0 13 |
| Eels, lb. | 0 16 | 0 17 |
| **SMOKED FISH** | | |
| Haddies, BXs, per lb. | 0 11 | 0 12 |
| Fillets | 0 17 | 0 18 |
| Bloaters, box | .... | 2 50 |
| Kippers | 2 15 | 2 50 |
| Digby Chicks, in bundles, per box | .... | 0 24 |
| Boneless Smoked Herring, 10-lb. box, lb. | .... | 0 22 |
| **OYSTERS** | | |
| Cape Cod, per barrel | 13 00 | 15 00 |
| Batouche, per barrel | .... | 14 00 |
| Malpeques shell oysters, choice, bbl. | .... | 18 00 |
| Do., XXX, bbl. | .... | 16 00 |
| Scallops, gallon | .... | 4 00 |
| Can No. 1 (Solids) | 2 50 | 3 00 |
| Can No. 3 (Solids) | 7 50 | 8 40 |
| Can. No. 5 (Solids) | 11 20 | 12 00 |
| Can No. 1 (Selects) | 2 40 | 3 00 |
| Can No. 3 (Selects) | 6 75 | 9 00 |
| **SUNDRIES** | | |
| Paper Oyster Pails, ⅛ per 100 | .... | 1 50 |
| Paper Oyster Pails, quart size, per 100 | .... | 2 25 |
| Crushed Oyster Shells, 100-lbs. | .... | 1 50 |

# ONTARIO MARKETS

TORONTO, Jan. 9.—The tendency in the market for live hogs is towards easier levels. Packer are endeavoring to lower the price around $16.75 f.o.b. Pork products are at much the same prices, as have characterized the market now for some weeks. The butter market is very strong, as are also prices on eggs and cheese.

## *Hog Quotations Are Easier*

Toronto.

FRESH MEATS.—Hog quotations on the Toronto market are weakening, and packers are paying on the basis of $17.75, fed and watered. Fresh legs of pork are selling at 28 and 30 cents per pound. Tenderloin is selling freely at 47 and 48 cents per pound, and spare ribs are 20 and 22 cents. Beef prices are for the most part unchanged. The tendency in the live market is towards higher prices.

| | | |
|---|---|---|
| **FRESH MEATS** | | |
| Hogs— | | |
| Dressed, 70-100 lbs., per cwt. | 22 00 | 24 00 |
| Live off cars, per cwt. | .... | 17 50 |
| Live, fed and watered, per cwt. | 16 25 | 17 75 |
| Live f.o.b., per cwt. | .... | 16 75 |
| Fresh Pork— | | |
| Legs of pork, up to 18 lbs. | .... | 0 30 |
| Loins of pork, lb. | 0 35 | 0 37½ |
| Tenderloins, lb. | 0 47 | 0 48 |
| Spare ribs, lb. | 0 20 | 0 22 |
| Picnics, lb. | 0 22 | 0 24 |
| New York shoulders, lb. | .... | 0 24 |
| Boston butts, lb. | .... | 0 30 |
| Montreal shoulders, lb. | .... | 0 25 |
| Fresh Beef—from Steers and Heifers— | | |
| Hind quarters, lb. | 0 22 | 0 30 |
| Front quarters, lb. | 0 12 | 0 20 |
| Ribs, lb. | 0 18 | 0 32 |
| Chucks, lb. | 0 12 | 0 16 |
| Loins, whole, lb. | 0 25 | 0 35 |
| Hips, lb. | 0 15 | 0 22 |
| Cow beef quotations about 2c per pound below above quotations. | | |
| Calves, lb. | 0 20 | 0 29 |
| Spring lamb, lb. | 0 22 | 0 27 |
| Sheep, whole, lb. | 0 12 | 0 16 |
| Above prices subject to daily fluctations of the market. | | |

## *Smoked Meats In Active Demand*

Toronto.

PROVISIONS.—There is a good demand for all smoked meats, and quotations are holding at the same levels as for several weeks past. Hams and bacon are particularly active, and backs have been a little scarce. The dry salt meats are selling well at unchanged figures.

| | | |
|---|---|---|
| Hams— | | |
| Medium | 0 34 | 0 35 |
| Large, per lb. | 0 29 | 0 30 |
| Heavy | 0 28 | 0 29 |
| Backs— | | |
| Skinned, rib, lb. | 0 49 | 0 50 |
| Boneless, per lb. | 0 52 | 0 55 |
| Bacon | | |
| Breakfast, ordinary, per lb. | 0 40 | 0 45 |
| Breakfast, fancy, per lb. | 0 48 | 0 52 |
| Roll, per lb. | 0 29 | 0 30 |
| Wiltshire (smoked sides), lb. | 0 33 | 0 35 |
| Dry Salt Meats— | | |
| Long clear bacon, av. 50-70 lbs. | .... | 0 27 |
| Do., av., 80-90 lbs. | .... | 0 25 |
| Clear bellies, 15-30 lb. | .... | 0 28 |
| Sausages in brine, keg, 35 lbs. | .... | 7 35 |
| Fat backs, 16-20 lbs. | .... | 0 30 |
| Out of pickle prices range about 2c per pound below corresponding cuts above. | | |
| Barrel Pork— | | |
| Mess pork, 200 lbs. | .... | 42 00 |
| Short cut backs, bbl. 200 lbs. | .... | 50 00 |
| Picked rolls, bbl., 200 lbs.— | | |
| Heavy | .... | 50 00 |
| Lightweight | .... | 60 00 |
| Above prices subject to daily fluctuations of the market. | | |

## *Cooked Meats a Little Quiet*

Toronto.

COOKED MEATS—Cocked meats are selling only moderately. There is not a heavy demand for the same. Prices to the trade show no change.

| | | |
|---|---|---|
| Boiled hams, lb. | 0 47 | 0 50 |
| Hams, roast, without dressing, lb. | 0 50 | 0 52 |
| Shoulders, roast, without dress- | | |
| Head Cheese, 6s, lb. | 0 12 | 0 14 |
| Choice jellied ox tongue, lb. | .... | 0 55 |
| Jellied pork tongue | 0 49 | 0 50 |
| Above prices subject to daily fluctuations of the market. | | |

## *No Changes in Egg Quotations*

Toronto.

EGGS.—No changes are reported in egg quotations this week. Number one storage eggs are selling to the trade at 61 cents per dozen, the selects at from 66 to 67 cents, and new-laids at from 90 to 95 cents.

| | | |
|---|---|---|
| EGGS— | | |
| No. 1 storage, doz. | .... | 0 61 |
| Selects | 0 66 | 0 67 |
| Special new laids, in cartons | 0 90 | 0 95 |
| Prices shown are subject to daily fluctuations of the market. | | |

## *Cheese Market Steady and Firm*

Toronto.

CHEESE.—The market for cheese is very strong, but prices to the trade are unchanged.

| | | |
|---|---|---|
| CHEESE— | | |
| Large | 0 31 | 0 32½ |
| Stilton | 0 34 | 0 36 |
| Twins 1c higher than large cheese. Triplets 1½c higher than large cheese. | | |

## *Butter Market is Very Strong*

Toronto.

BUTTER—Butter continues as strong as ever, and prices, while showing no change, are very firm, and there is nothing to indicate lower levels at the present time.

| | | |
|---|---|---|
| BUTTER— | | |
| Creamery prints (fresh made) | 0 67 | 0 70 |
| Dairy prints, fresh, lb. | 0 58 | 0 60 |
| Dairy prints, No. 1, lb. | .... | 0 56 |

## *Margarine Sale is Now Active*

Toronto.

MARGARINE.—There is a very good demand for margarine, and prices to the trade are holding at unchanged levels.

| | | |
|---|---|---|
| MARGARINE— | | |
| 1 lb. prints, No. 1 | 0 36 | 0 37 |
| Do., No. 2 | 0 34 | 0 36 |
| Do., No. 3 | 0 30 | 0 31 |
| Nut margarine, lb. | 0 34 | 0 35 |

## *Lard Selling at 29 and 29½ Cents*

Toronto.

LARD.—Lard is selling at from 29 to 29½ cents per pound, tierce basis. The market is steady and firm.

| | | |
|---|---|---|
| LARD— | | |
| Tierces, 400 lbs., lb. | 0 29 | 0 29½ |
| In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces. | | |

## *Shortening Sells At 27 and 28 Cents*

Toronto.

SHORTENING.—There is a good inquiry for shortening at from 27 to 28 cents per pound.

| | | |
|---|---|---|
| SHORTENING— | | |
| Tierces, 400 lbs. | 0 27 | 0 28 |

## *Halibut is Slightly Lower*

**Toronto.**

FISH.—There is a good demand for frozen and smoked fish, and prices show little change as compared with a week ago. Chicken and medium halibut is slightly easier, the former at from 18 to 19 cents per pound, and medium at from 20 to 21 cents. Round pike is selling at from 8½ to 9½ cents, and headless and dressed pike at 10 and 11 cents.

| | | |
|---|---|---|
| FRESH SEA FISH. | | |
| Cod Steak, lb. | .... | 0 09 |
| Do., market, lb. | .... | 0 07 |
| Haddock, heads off, lb. | .... | .... |
| Do., heads on, lb. | .... | .... |
| Halibut, chicken | .... | .... |
| Do., medium | .... | .... |
| Fresh Whitefish | .... | .... |
| Fresh Herring | .... | .... |
| Flounders, lb. | .... | .... |
| Oysters, No. 1 can | .... | 3 40 |
| Do., No. 3 can | 9 50 | 9 80 |
| Do., No. 5 can | .... | 16 00 |
| Blue Point oysters, 800s | .... | 15 75 |
| Do., 1600s | .... | 14 00 |
| FROZEN FISH | | |
| Salmon, Red Spring | .... | 0 24 |
| Do., Cohoe | 0 20 | 0 22 |
| Do., Qualla | 0 11½ | 0 12 |
| Halibut, chicken | 0 18 | 0 19 |
| Do., medium | 0 20 | 0 21 |
| Do., jumbo | 0 19 | 0 20 |
| Whitefish, lb. | .... | 0 11 |
| Herring | 0 05 | 0 09 |
| Mackerel | 0 12 | 0 13 |
| Flounders | 0 10 | 0 11 |
| Trout | 0 17 | 0 18 |
| Pickerel, dressed | .... | 0 14 |
| Smelts | 0 11 | 0 16 |
| Fresh mackerel | .... | .... |
| Pike, round | 0 08½ | 0 09½ |
| Do., headless and dressed | 0 10 | 0 11 |
| SMOKED FISH | | |
| Haddies, lb. | 0 12 | 0 14 |
| Fillets, lb. | .... | 0 17 |
| Kippers, box | .... | 2 50 |
| Bloaters, box | .... | 2 60 |
| Ciscoes, lb. | .... | 0 18 |

## *Poultry Has Active Inquiry*

**Toronto.**

POULTRY.—Following the activity in poultry prior to and during the holiday season, there is maintained a very good demand for the same. Prices are strong, although turkeys are selling at slightly easier figures, to the trade at 55 cents per pound. Spring chickens are from 28 to 35 cents per pound. Geese are 28 and 33 cents per pound.

**Prices paid by commission men at Toronto:**

| | Live | Dressed |
|---|---|---|
| Turkeys, old, lb. | $0 35 | $0 45 |
| Do., young, lb | 0 35 | 0 48 |
| Roosters, lb. | 0 19 | 0 25 |
| Fowl, over 5 lbs. | 0 25 | 0 28 |
| Fowl, 4 to 5 lbs. | 0 23 | 0 27 |
| Fowl, under 4 lbs. | 0 20 | 0 25 |
| Ducklings, 3½ lbs. up | **0 25** | **0 30** |
| Geese | 0 18 | 0 28 |
| Guinea hens, pair | 1 25 | 1 50 |
| Spring chickens, live.. | 0 20- 0 22 | 0 26- 0 30 |

**Prices quoted to retail trade:—**

| | Dressed |
|---|---|
| Hens, heavy | 0 32 |
| Do., light | 0 28 |
| Chickens, spring | 0 35 |
| Ducklings | 0 34 |
| Geese | 0 33 |
| Turkeys | 0 55 |
| Whitefish, dressed | 0 12½ 0 13½ |
| SMOKED FISH | |
| Bloaters, Eastern, per case | 2 60 |
| Do., Western, 20-lb. boxes | 2 40 |
| Haddies, per case, 15 and 30 lbs. | 0 15 0 16 |
| Kippers, Eastern, 20 count | 2 40 |
| Do., Western, 20-lb. boxes | 2 30 |
| Fillets, 15-lb. cases, per lb. | 0 20 |
| SALT FISH | |
| Cod Steak, 2s, per lb. | 0 16 |
| Acadia Cod, 1s and 2s | 0 16 |

# WINNIPEG MARKETS

## *Hogs Firmer; Supplies Heavier*

**Winnipeg.**

LIVESTOCK.—Shipments of cattle for the first two weeks have been very light, much under the corresponding two weeks of last year. Prices are very firm with advances showing favor 25 to 50 cents per cwt.

The hog market is reported firmer with an advancing tendency; supplies are slightly heavier, with a keen demand. Prices are:

| | | |
|---|---|---|
| Selects | .... | 17 00 |
| Heavies | .... | 15 00 |
| Lights | .... | 15 00 |
| Sows | .... | 13 00 |
| Steers, fair to good | 9 50 | 11 00 |
| Heifers | 7 00 | 9 00 |
| Cows | 6 50 | 8 00 |
| Do., medium | 5 75 | 8 25 |
| Do., Canners | 5 00 | 5 50 |
| Bulls | 6 00 | 6 75 |
| Oxen | .... | 8 25 |
| Calves, good | 7 00 | 8 00 |
| Common | 5 00 | 6 25 |
| Sheep and lambs— | | |
| Lambs, good | 14 00 | 15 00 |
| Sheep, good | 10 00 | 12 00 |

## *Cheese Market Very Firm*

**Winnipeg.**

CHEESE.—No change is reported in the market for cheese. Prices are very firm.

| | | |
|---|---|---|
| Ontario, large, per lb. | .... | 0 33 |
| Do., twins, per lb. | .... | 0 33½ |
| Do., triplets, per lb. | .... | 0 34½ |
| Manitoba, large, per lb. | .... | 0 31 |
| Do., twins, per lb. | .... | 0 32 |

## *Butter and Eggs Remain Unchanged*

**Winnipeg.**

BUTTER AND EGGS.—There is little change in butter and eggs. They remain very firm with a slightly higher tendency. Vegetables are in heavy demand with scant supplies reported.

| | | |
|---|---|---|
| Creamery butter, finest, in cartons | .... | 0 70 |
| Do., solids | .... | 0 69 |
| Do., choice, in prints | .... | 0 69 |
| Do., solids | .... | 0 68 |
| Dairy butter, finest prints | .... | 0 64 |
| Do., choice, prints | .... | 0 54 |
| Do., solids | .... | 0 52 |
| Eggs, cartons, per doz. | 0 69 | 0 71 |
| Do., candled | 0 59 | 0 61 |
| Do., loose | 0 57 | 0 59 |
| Margarine, per lb., prints | .... | 0 39 |
| Do., selects | .... | 0 38 |

## *Lard Unchanged; Prices Strong*

**Winnipeg.**

LARD.—The market for lard is unchanged and very strong.

| | | |
|---|---|---|
| LARD | | |
| 1-lb. cartons | .... | 0 35 |
| 3-lb. tins, 20 to case | .... | 19 80 |
| 5-lb. tins, 12 to case | .... | 19 72 |
| 10-lb. tins, 6 to case | .... | 19 65 |
| 20-lb. tins, 4 to case | .... | 25 90 |
| 20-lb. wood pails, each | .... | 6 90 |
| Tierces, per lb. | .... | 0 32 |

## *Fish in Light Demand*

**Winnipeg.**

FISH.—Fish for the past two weeks has been in light demand. The market is very steady, showing little change in prices.

| | | |
|---|---|---|
| FRESH FROZEN FISH | | |
| Brills | .... | 0 09½ |
| Herring, Lake Superior | .... | 0 04½ |
| Halibut | 0 17 | 0 18 |
| Jackfish, dressed | .... | 0 10 |
| Pickerel | .... | 0 13 |
| Salmon, Cohoe | 0 20½ | 0 21½ |
| Do., red | 0 23½ | 0 24½ |
| Soles | .... | 0 09½ |
| Tullibees | .... | 0 09½ |

Fruit Growers' Exchange, Los Angeles.

### SAID TO BE BIG LOTS OF MAPLE PRODUCTS

In speaking with John Grimm, of the Grimm Manufacturing Company, Ltd., Montreal, who deal extensively in Canadian pure maple products, Mr. Grimm told CANADIAN GROCER that he believed there were very considerable quantities of maple sugar in the country, the present estimate being that, in the neighborhood of 100 carloads were held in this part of the country. This, considering the lateness of the season, is a large quantity, and the ruling prices for these products would mean that a very large value was attached to these holdings.

Asked as to the trend of the market, Mr. Grimm stated that he expected little reduction of price just now, the supplies being held for high returns by those who had bought them up. He also indicated that the present high market for maple products was doubtless militating against a more extended sale for both sugar and syrup. At the prices ruling on sugar, for instance, if it is melted back again into syrup, the cost to the consumer reaches a price which the latter is likely to look upon as out of his reach. When these supplies are sent to far-away consumers, the consumer price is quite decidedly prohibitive, and particularly for the average householder.

### A BOOK ON WINDOW DRESSING

A little booklet on window displays has come to our attention which is brimful of practical sugestions.

It is entitled "Salesmanship in Fruit Displays," and as the name would indicate, it points out ways in which successful stores have made their fruit displays pay dividends for the entire store as well as for the fruit and vegetable department. The booklet is well illustrated with a number of photographs taken throughout the country showing a wide variety of fruit display arrangements adapted for any size of store.

Groceries as a whole have been a little slow to appreciate the profits and sales opportunities offered in a well-managed fruit and vegetable department, and as a consequence in a number of cities this valuable class of trade has been largely won away by specialized fruit stores. These stores require but little capital as they turn their complete stock at least once a week and many of their lines several times in a week. They thus make fifty-two or more net profits on their invested capital in a year as compared with the average full line grocery, whose annual stock turnover is only ten or twelve.

This interesting and instructive booklet is being distributed free by the Dealer Service Department of the California

# The Growth of a great Packing House

SIXTY-FIVE years have passed by since THE WILLIAM DAVIES CO., Limited, was first established for the purpose of curing and exporting Hams and Bacon to the Old Country.

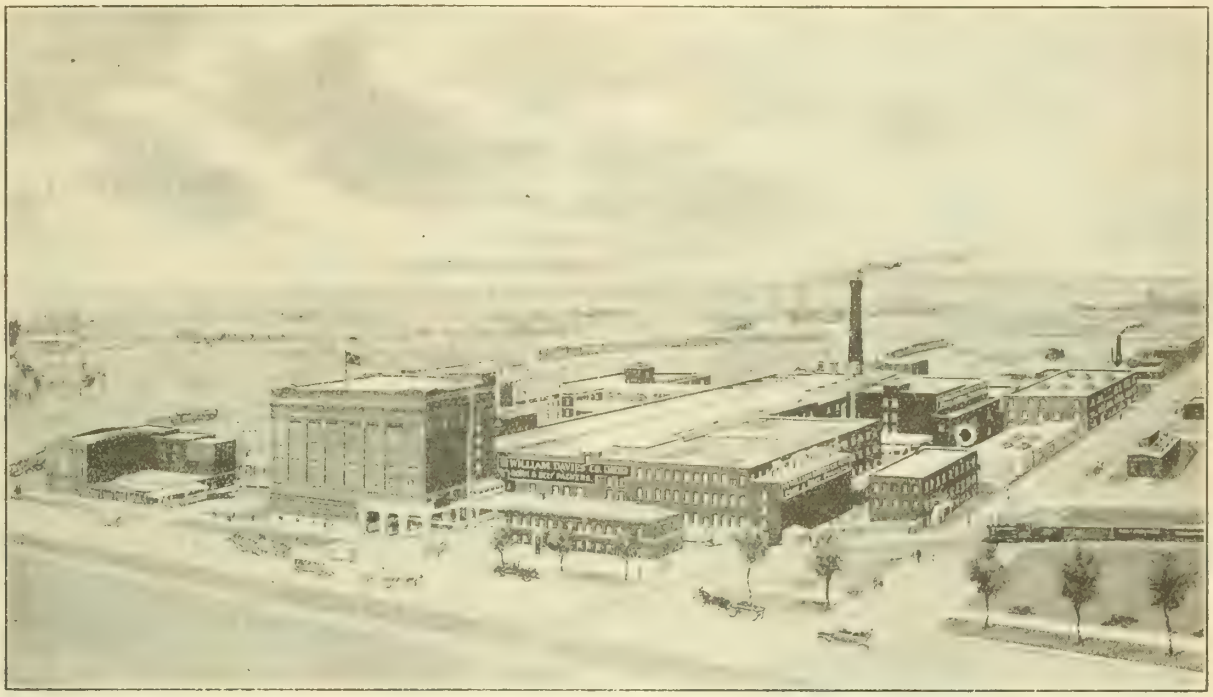
The beginning was an unpretentious one—the original plant being erected on a site not very far from where the present up-to-date factory now stands. At that time Toronto was little more than a village, and it may be said that both the city and the concern grew up together.

There is no secret about the growth and development of THE WILLIAM DAVIES CO., Limited. Steady, persistent, well-directed effort, combined with a fixed determination to "play the game" and give a square deal to everyone, without fear or favor, have constituted the foundation upon which the firm's success has been built up day by day and year by year.

Steadily and surely the business has expanded, until, from a modest bacon-curing factory, has evolved the immense organization of to-day, which now operates in a wholesale way throughout Canada and the British Isles, and combines under one head all the departments necessary to a large, up-to-date packing house.

THE WILLIAM DAVIES CO., Limited, of to-day, can lay claim to the proud distinction of being the largest curers of bacon and hams under the British flag. This is no idle boast, for besides the headquarters of the Company in Toronto (illustrated above) the firm also has other large plants at Montreal, Que., and Chicago, U.S.A.

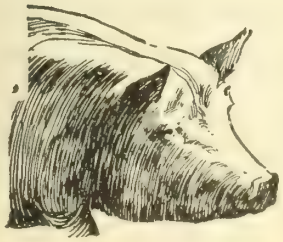
With the addition of the new beef abattoir, coolers and cattle pens erected last year in connection with their Toronto establishment, THE WILLIAM DAVIES CO., Limited, now have one of the most modern and best equipped plants in Canada. Machinery has been installed to do practically all the heavy work, and carcass beef is moved easily from place to place by means of track conveyors, thus eliminating as much as possible manual labor, and making it unnecessary for the meat to be touched by hand. The various floors are lofty and well-lighted, and cleanliness is a rule which is rigidly enforced in every department.



The beef "cooler" building is a triumph of constructional engineering and refrigerating skill. It stands seven floors in height, each floor being kept at the required temperature by a modern system of sprinkler refrigeration. The several floors set apart as beef coolers are so adapted and screened with glass partitions that should any warm air enter when doors are opened it quickly condenses before reaching the meat, which is thus kept in a dry condition and at a uniform temperature.

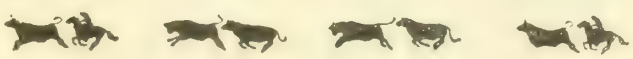
The Company has just absorbed the packing plant of the John Agar Company of Chicago, the physical equipment of which is supplementary to their own plant, so that they already possess there a well-rounded-out organization. The Company's three packing plants at Toronto, Chicago and Montreal rank, in point of efficiency and equipment, with the most progressive houses in America. The management is concentrated, and the work of all the Company's branch houses is co-ordinated from one central point, thus avoiding overlapping and confusion.

Davies' Wiltshire Bacon is a product which enjoys a unique reputation and an increasing sale in Great Britain to-day, not only on account of its distinctive merit, but by reason of the careful manner in which it is packed and shipped, insuring arrival at the point of destination in perfect condition. It is a mild cured product, suitable for quick consumption, and has established itself firmly and permanently on the British as well as on the Canadian market on account of its uniform excellence.



THE WILLIAM **DAVIES** COMPANY LIMITED

TORONTO - MONTREAL



## SCHNEIDER'S

Sausage and hams will please your most discerning customers. Now is the time to make up an attractive Sausage display—cold mornings are "Sausage" mornings.

Schneider products win satisfaction on both sides of the counter.

**Order to-day.**

**J. M. Schneider & Sons, Ltd.**
KITCHENER - ONTARIO

*Drop us a card for Sausage and Smoked Meat quotations. Satisfaction guaranteed on all mail orders.*

SALT PLANT, WINDSOR, ONTARIO

**Handle the brands that have proved their quality and firmly established their reputation as "pure foods."**

**Of course, you handle**

**Windsor Table Salt**
Made in Canada

**THE CANADIAN SALT CO., LIMITED**
WINDSOR, ONT.

# Fresh Pork Sausage

Cold weather brings with it a bigger demand for pork sausage as a breakfast dish.

Let us put you down for daily or weekly shipment. Made fresh every day and under Government inspection.

**F. W. FEARMAN CO.**
LIMITED
HAMILTON

Once more we are privileged to
express our appreciation
of
the business with which you have entrusted us
during another year
and
to extend to you and yours
the wish
that the New Year may be the happiest
and most prosperous
you have yet enjoyed

**Swift Canadian Co.**
Limited
Toronto Winnipeg Edmonton

# Making Cases for Brunswick Brand Sea Foods

THE above illustration shows one of Connors Bros.' large work rooms in their Box-Making Department, Black's Harbor, N.B.

Here thousands of packing cases are made in which their celebrated Brunswick Brand Sea Foods are shipped to all parts of Canada.

Tons of the choicest catches are brought in each day from far out in the clear, cool ocean depths to be carefully selected and processed in a factory where absolute cleanliness is observed in every method of preparation of this well-known brand.

This is the third of a series of advertisements depicting the most up-to-date method employed by Connors Bros., Ltd., in preparing Brunswick Brand celebrated fish foods.

## Connors Bros., Limited

BLACK'S HARBOR, N.B.

MARIGOLD

MARIGOLD

**"The Greatest Seller of Its Kind in the World"**

MORRIS & COMPANY, Chicago, U. S. A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

# The Beef Cubes that sell

OXO Cubes sell themselves. All you need do is to bring them to the notice of your customers. Their handiness—goodness and economy make an immediate appeal to all classes—men and women—rich and poor alike.

Once a customer buys OXO Cubes you are sure of repeat orders.

Millions of OXO Cubes are being sent out to meet the huge demand created by our extensive advertising.

Let us help you to get your share of the big things we are doing.

Oxo Limited

Montreal - 356 St. Antoine Street
Toronto - 441 King St. West
Winnipeg - 203 Bon Accord Block
and
London, England

OXO CUBES

# Something New in Appetizers

Made in conjunction with our famous Blue Seal Products and made from the very finest ingredients.

Fine for Fish and all kinds of grilled meats, and gives a delicious piquancy to salad dressings, Mayonnaise Sauce, etc.

Maroma will captivate your most particular customer. Try a little display.

**E. W. Jeffress**
**Limited**
Walkerville, Canada

W. G. Patrick & Co., Limited
Toronto and Winnipeg
Selling Agents for our Blue Seal Lines



# *It's Profitable Because—*

**100% PURE**

**COSGRAVE'S PURE MALT Vinegar**

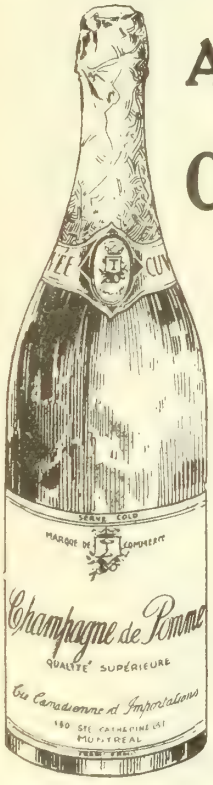
Better to sell this branded, bottled vinegar than the bulk article. No waste — no loss — no deterioration. Easily handled—makes fine display. Quality guaranteed.

**RETAILS**
**15c and 25c**

**WELL ADVERTISED**

**Write us or ask your jobber for trade prices.**






# A New Drink

# Champagne de Pomme

Made from the juice of Canadian apples. A most delicious and refreshing drink.

Put up in pints, bottles or splits.

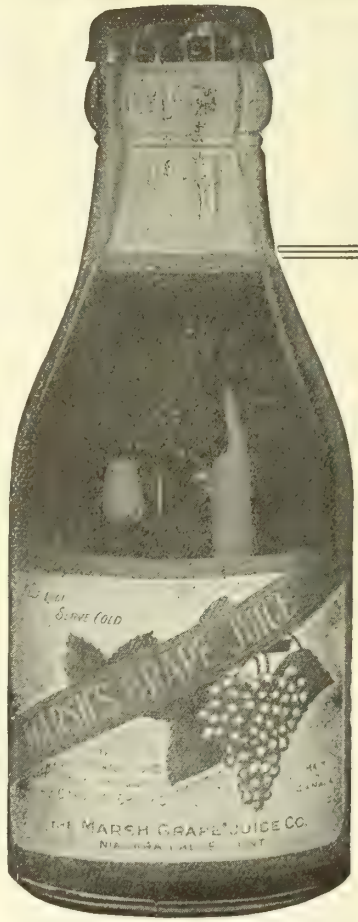
Every grocery store in Canada can sell this delicious beverage.

Packed 2 doz. to the case.

Order from your wholesaler or direct to

**Cie Canadien Importations**
**140 St. Catherine St. E., Montreal**






# MARSH'S

Suggest that name when your customers ask for Grape Juice. The delightful Concord flavor is sure to please them.

Once tasted Marsh's becomes the Grape Juice which your customers will subsequently order by preference.

**The Marsh Grape Juice Company**
**NIAGARA FALLS, ONT.**

Agents for Ontario, Quebec and Maritime Provinces:

**The McLaren Imperial Cheese Company Limited**
Toronto and Montreal

# THE BEST BREAD

FLEUR de LIS Flour is the baker's favorite. It enables him to make the best household and fancy breads, as well as the most delicious biscuits.

## Fleur de Lis Flour

***White and Pure as the Lily***

Used for bread making, either by hand or with bread machines. It will make better bread and more of it than any other flour.

*Quality, Quantity, Profit: this is what you will get by using Fleur de Lis Flour.*

FLEUR de LIS FLOUR is sold everywhere in 98 lbs. bags and in barrels of 98 and 196 lbs.

**ST. LAWRENCE FLOUR MILLS CO., Limited.**
MONTREAL.

# Fleur de Lis Flour

The above advertisement of **Fleur de Lis Flour** is one of a series that will appear from week to week, in the newspapers of the Province of Quebec. This advertising will create a large demand: is your stock sufficient to meet it?

Fleur de Lis Flour has won its reputation; it makes a superior bread and makes more bread than any other flour.

Be ready to meet the demand. We are in a position to fill your orders.

On sale everywhere in 98-lb. bags and 98- and 196-lb. barrels.

## St. Lawrence Flour Mills Co. Limited

MONTREAL

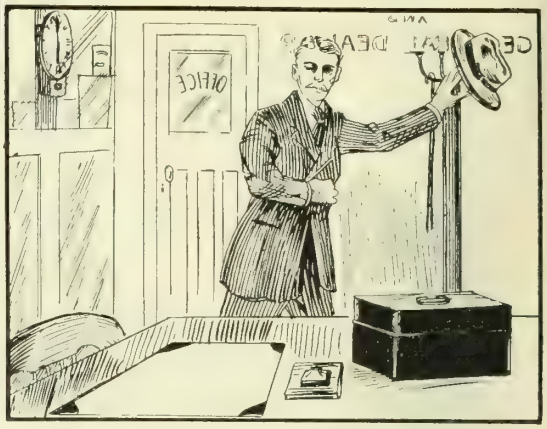
## THIS

Everything disorder and worry.

*Why Spend, Money, Time and Energy in Keeping Credit Records?*

OR

## THIS




Everything in order and contentment.

*If You Must Keep Credit Records, Then*

## THE SECURITY ENVELOPE FILE CHECK SYSTEM OF KEEPING ACCOUNTS

Will save your Money, Time and Energy and give you **PROTECTION**

The cost is small, and we will be glad to send you our Catalogue explaining in detail and also tell you what our customers have to say about it.

**EASTERN CANADA**
**The Security Envelope File Check System**
**29 Ontario St. - - Stratford, Ont.**

?

**WESTERN CANADA**
**The Western Distributors**
**205 McIntyre Block - - Winnipeg**

# KING GEORGE'S NAVY

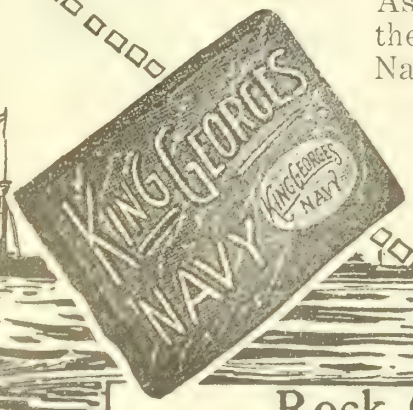
**CHEWING TOBACCO**

## A Favorite with Chewers Everywhere

Ask any grocer handling it about the selling value of King George's Navy Chewing Tobacco.

Public approval has placed this palatable chew in the front rank of best selling profit makers.

Are you selling it?




**Rock City Tobacco Co., Ltd.**

# Labels that attract the eye— and create desire

Does the label on your product, Mr. Manufacturer or Packer, create a favorable impression of the contents within? Does it impel sales—is its appearance so attractive that grocers constantly use it in displays?

Our business is designing labels of this sort. Perhaps we can improve your present labels and give them these attention-compelling qualities now lacking. Write us—our years of experience designing labels, cut-outs and display cards, etc., is at your service.

## The Standard Lithographic Company

of Canada, Limited

28 Temperance Street Toronto, Canada

# V L I T

## THE TIME AND LABOR-SAVING FURNITURE POLISH

**V**lit
**L**essens
**I**ndoor
**T**oil

Prevents dry rot and fills hair cracks

Improves all woodwork

**Best and**

Sold only through the Wholesalers and Jobbers

R. C. HANNAN, Manager
(Formerly with Thomas J. Lipton)

VLIT
FURNITURE & AUTOMOBILE
POLISH
Velvet Finish Instantaneous,
Lighter Labour, Troubles Over.
VLIT is guaranteed to polish Paints, Varnishes, Enamelware, Pianos, Floors and Furniture. Also Burlap, Linoleum, Fancy Leathers and other things too numerous to mention.
VLIT does not contain one drop of acid which is the great destroyer of furniture.
VLIT prevents mud from adhering to automobiles.
VLIT makes old cars look new.
VLIT licks up dirt and polishes in one movement.
VLIT must make good or we will
Made in Canada
Direction-- Shake bottle, moisten lightly a soft clean cloth, rub briskly four or five movements are sufficient, when a brillant polish is the result DO NOT use a second cloth to polish.
The VLIT MFG. CO., Ltd.
MONTREAL

**V**elvet Finish
**L**ighter Labor
**I**nstantaneous
**T**roubles Over

A genuine furniture food

Contains no kerosene nor acids

Non-inflammable

**Goes Farthest**

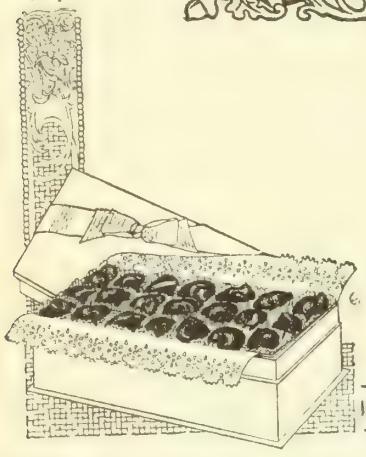
**Order Today**

THE VLIT MANUFACTURING CO., LTD.
223 McGill St. MONTREAL
Main 4927

# "PEERLESS" "ELGIN" "NOBILITY" CHOCOLATES

SELDOM will you find three such popular brands of chocolates. Their purity and quality are guaranteed to please the most fastidious candy lover and the price is most reasonable. Grocers find these three brands are excellent sellers and the margin of profit they yield is particularly good.

Try a sample order or renew your stock to-day or tear this out for future ordering.



**NOBILITY CHOCOLATES, LIMITED**
ST. THOMAS, ONT.

*Selling Agents:*
Scott & Thomas, Foy Bldg., Front St. W., Toronto
Maclure & Langley, Limited
Montreal Winnipeg

# No Decline in Condensed Milk Prices for 1920

In making this statement we conscientiously believe that we have weighed and considered all conditions affecting the manufacture of condensed milk.

There are so many reasons pointing to firm, and even higher prices that we feel certain that the trend of the condensed milk market for 1920, will be marked by a gradual increase as the year advances.

Here are a few of the reasons on which we have based our convictions—the high cost of feed, the general scarcity of milk cows, unprecedented export demands, the high cost of pure milk, and general high wages which present-day labor demands.

So our advice to you, Mr. Grocer, is order your requirements of Malcolm's Famous All-Canadian Milk Products in anticipation of firm, if not higher, prices.

*Malcolm Milk Products are made by Canadian Workmen in a Canadian Factory*

**THE MALCOLM CONDENSING COMPANY, LIMITED**
Makers of the well-liked Malcolm Milk Products
ST. GEORGE, ONTARIO

# ROYAL ACADIA

The name of a good, pure, dependable sweetener that wins the housewife's approval after a first trial.

The name of a Sugar that offers the retailer a better than usual profit.

Put up in 2 and 5-lb. cartons ; 10, 20 and 100-lb. bags ; half-barrels and barrels.

**The Acadia Sugar Refining Co., Limited**
HALIFAX, CANADA

## Grocers, You can recommend

# Wentworth BRAND Blended Jams

to your customers and feel that you are helping them solve the High Cost of Living. These delicious jams cost much less than pure jams and you can get them in any flavor.
They are put up in three sizes: Tumblers; 16-oz. size and No. 4 tins. Prices as follows:

| | |
|---|---|
| Tumblers | $1.65 per doz. |
| 16-oz. size | 3.00 per doz. |
| No. 4 tins | 0.78 each |

Freight paid on 10 cases or over to any part of Ontario.
Try a sample order.

**Order through your wholesaler.**

## The Wentworth Orchard Co.

*Canners and Preservers*

HAMILTON - - - ONTARIO

# Think About Your Oil Room

Think of the many minutes you lose in a day, handling gasoline and oil, minutes you could save by the use of up-to-date equipment.

Has each sale made actually paid you a profit, or have the profits gone glimmering, because of over-measure, oil spilled or lost through leakage and evaporation and too much time spent in handling?

A

BOWSER
ESTABLISHED 1885

## OIL STORAGE OUTFIT

will put your oil business on a clean profitable basis. It is leak and evaporation proof, accurate, convenient, absolutely clean and attractive and a great time saver. It will sell more oil with less effort. No loss of any kind. No odor.

LET US SEND YOU LITERATURE
PROVING OUR CLAIMS

**S. F. BOWSER CO., LIMITED**
66-68 Fraser Ave. - - - TORONTO, ONT.
*Sales Offices in All Centres. Representatives Everywhere.*

# Y & S
# STICK LICORICE
## in 10c Cartons

**Everything in Licorice for all Industries using**

## LICORICE

**in any form.**

*Made in Canada by*

**National Licorice Company**
**MONTREAL**

BROOMS, BRUSHES
CANADA BEAVER BRAND
Trade Mark
WHISKS & TOY BROOMS

# Canada Beaver Brand Brooms

A broom that will give satisfactory service even beyond the extent of your customers' expectations will surely be to your advantage to carry.

Household Brooms—10 Different Grades.
Toy Brooms—3 Different Grades.
Whisks—10 Different Grades.
Warehouse Brooms—A Specialty.

**Make out a trial order to-day.**

**The Canada Broom & Brush Co., Ltd.**
RIDGETOWN, ONT.

Sales Manager—M. Webber, London, Ont.

Western Sales Agency—Messrs. Nicholson-Rankin, 707-708 Federation Life Building, Winnipeg, Man.

# TEES AND PERSSE LIMITED

MANUFACTURERS' AGENT

## Here Since 1884

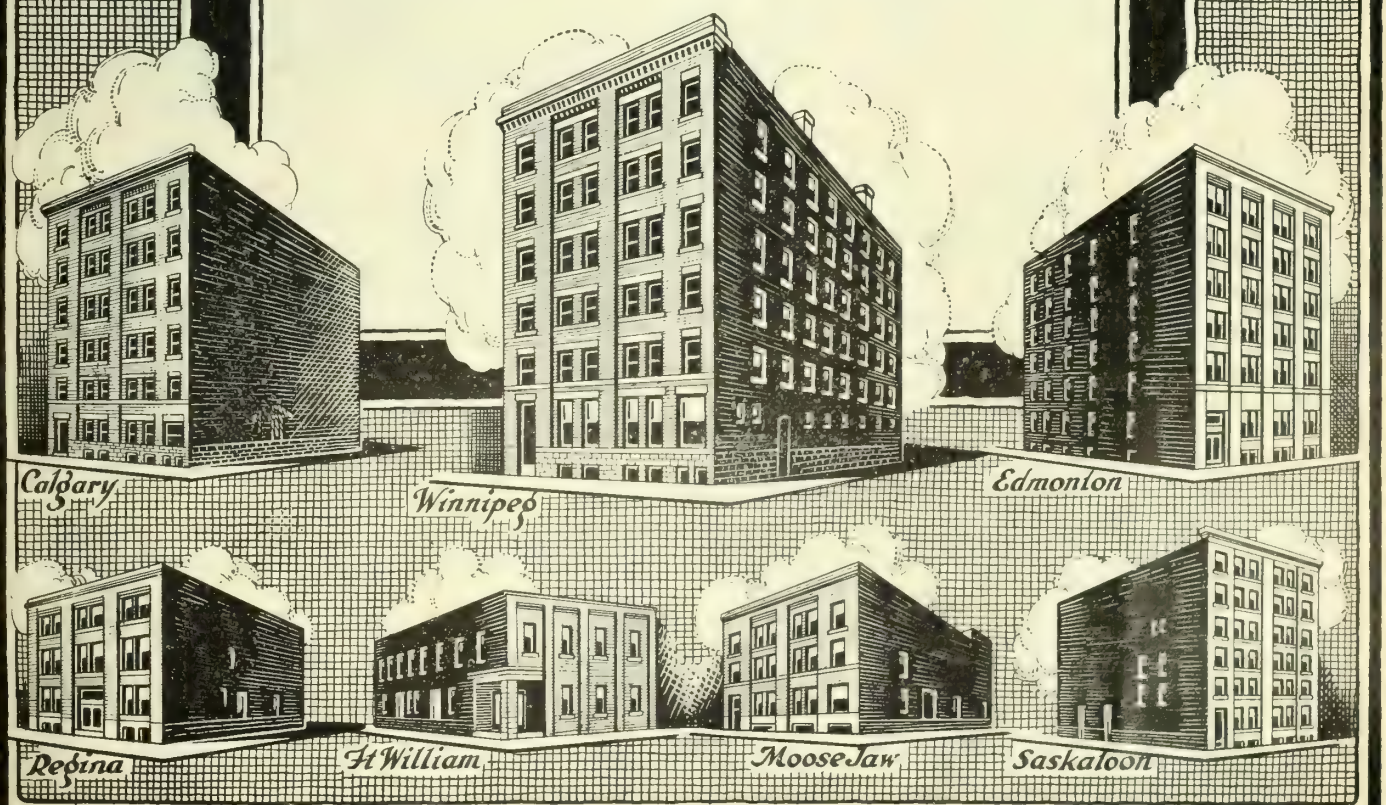
**"From the Great Lakes to the Rockies"**

Our present organization and chain of warehouses, totalling 31 acres of floor space, are silent tributes to the quality of the products we handle.

We are located at strategic points in Western Canada, giving our principals a daily contact with the wholesale and retail trade. Our progress is continuous—can we be of service to you?

**Winnipeg - - Man.**

**Fort William Regina Moose Jaw**
**Saskatoon Calgary Edmonton**



# YOUR STAR SALESMAN WHO IS HE?

**Extract from article by Retailer's Clerk in Dec. 4 issue Printers Ink.**

THE GOODS MUST BE THERE

I contend that because a manufacturer or a jobber advertises his wares, that does not necessarily tie me down to acting as a walking delegate for the line. What if he does advertise? That's fine for us but it's **his** business. I can't see why a shopkeeper or a clerk should champion goods that are advertised, just because they are advertised.

We all know that national advertising is wonderfully unselfish. It acts for the retailer as it acts for the man who makes the goods. No retailer should display a lack of interest in advertising and advertised goods. Still, it should place him under no binding, hard-and-fast obligation.

"Lux" is a serviceable laundry soap in an attractive form, and its advertising is more progressive than most propositions of the same character. But if another house, or several houses put out a better line, the "Lux" fellows would have to beat me into insensibility with a scrubbing board before they could make me promise to boost "Lux" first. I think you'd find, if you investigated properly, that clerks who amount to shucks bestow added interest and enthusiasm upon lines that well deserve it.

He is not even on your pay sheet. We refer to the retail merchant and his clerks, the star salesmen for somebody's goods. Are they well sold on your line? Are they enthusiastic about the merits of your goods? Or do you depend only on your customer advertising for the sale of your products?

There are a good many articles that the consumer buys once a month, once a year, or perhaps once in five or ten years, whereas, the retailer is selling these articles every day and in many cases, many times during the day. The retailer naturally is much better informed with regard to these goods than the consumer. The buyer realizes this fact and puts a good deal of confidence in the opinon of the retail salesman.

Did you ever think of the close intimacy there is between the dealer and most of his customers? Particularly is this so in rural districts, where the live merchant is the centre of activity in the community. Don't you think what he recommends to his customers would carry weight and influence his sales?

Every day, every hour, the merchant and his clerks are being questioned as to the merits of this or that article and it just depends how well you have him sold on your line whether that answer means increased sales for you.

In a good many lines, he cannot possibly handle all the brands of merit. For instance, take jam. There are about thirty-nine different brands on the market. The most any grocer will stock is three and the majority two. He picks out two brands that have merit and recommends these to his customers and what is more—he sells them. And even if some other brand is called for, he has no difficulty in selling the one he stocked, as the customer has faith in what he recommends. Don't spoil your consumer advertising by overloooking the dealer.

Did you ever think of the effect of big advertising in representative trade newspapers, and the tremendous impression you would make on the trade if you spent even half, or a quarter of your appropriation in this way? No waste circulation—every reader a buyer of your goods or your competitor's. Just try it, if you are prepared to increase your capacity considerably.

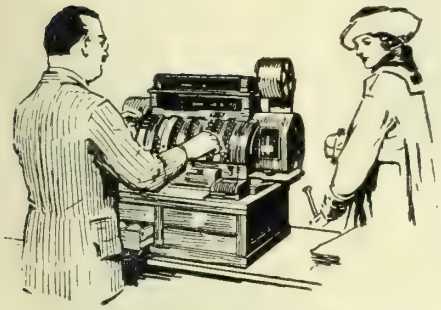
Below you will find the MACLEAN list of trade papers, each a leader and an authority in its field, closely read by buyers because it pays them to digest each issue carefully.

Send for a sample copy and rate card to-day. No obligation, we will not even send a representative to see you, if you do not desire it.

CANADIAN GROCER
BOOKSELLER and STATIONER
HARDWARE and METAL
SANITARY ENGINEER
DRUGGISTS' WEEKLY
DRY GOODS REVIEW
MEN'S WEAR REVIEW

MACLEAN PUBLISHING CO., Office of Publication, 149 University Avenue, TORONTO

# An up-to-date National Cash Register gives a merchant control of his business



IT forces each clerk, or the merchant himself, to make a record of every sale he handles. The record must be complete before change can be made or the transaction finished.

The record of each transaction is brought to the attention of the customer in two ways: by the electrically lighted figures at the top of the register and by the printed receipt which she receives.

The record is also printed and added automatically at the time the transaction takes place. These accurate records are the foundation of good storekeeping.

A merchant must have such records to control his business and to make up his income tax report. An up-to-date National Cash Register gives them to him cheaply, accurately, and quickly.

The National Cash Register Company of Canada, Limited

BRANCH OFFICES:

| | | | |
|---|---|---|---|
| Calgary | 714 Second Street W. | Quebec | 133 St. Paul Street |
| Edmonton | 5 McLeod Bldg. | Regina | 1820 Cornwall Street |
| Halifax | 63 Granville St. | Saskatoon | 265 Third Avenue, S. |
| Hamilton | 14 Main Street E. | St. John | 50 St. Germain Street |
| London | 350 Dundas Street | Toronto | 40 Adelaide Street |
| Montreal | 122 St. Catherine Street, W. | Vancouver | 524 Pender Street, W. |
| Ottawa | 306 Bank Street | Winnipeg | 213 McDermot Avenue |

FACTORY: TORONTO, ONTARIO

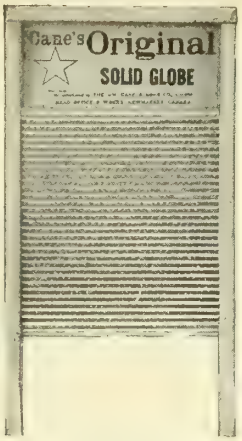
# Sani-Flush

( TRADE MARK REGISTERED )

In every community there is some unfilled demand for ***Sani-Flush*** because consumers do not know where it can be obtained. The merchant who displays ***Sani-Flush*** will convert that potential demand into sales.

We do not expect any merchant to push the sale of ***Sani-Flush*** except for his own personal profit. The aggregate sales of ***Sani-Flush*** are very satisfactory to us. What proportion of the business any merchant secures is contingent upon his own efforts.

**Harold F. Ritchie & Co.**
LIMITED
10-12-14 McCaul St.
TORONTO, ONT.




Well-made Washboards that give Long and Satisfactory Service.

That is the reputation which Can's have won for themselves.

A small display will save you the trouble even of suggesting. Any housewife can see that they will uphold their enviable reputation.

Send us your first order to-day. Repeats are sure to follow.

**Wm. Cane, Sons & Co.**
LIMITED
NEWMARKET, ONTARIO

## The Megantic Broom Mfg. Co., Ltd.

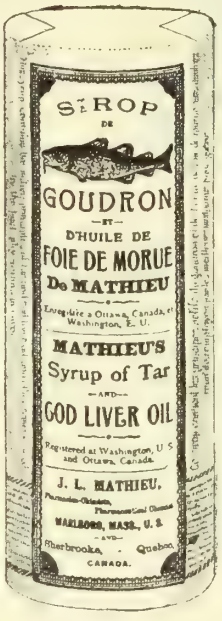
***Manufacturers of Brooms and Clothes Pins***

**Lake Megantic, Que.**

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S

# Always in Demand!



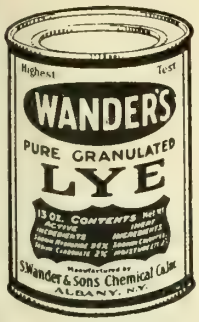

Winter, the time of coughs and colds, is here in earnest. Everywhere there is a ever-growing demand for a reliable cough remedy.

Mathieu's Syrup of Tar and Cod Liver Oil will answer that demand for you Mr. Grocer and net you a fine profit in the bargain.

Try a sample order and watch how quickly it sells.

**J. L. Mathieu Co.**
*PROPRIETORS*
SHERBROOKE - QUEBEC

HANDY SNAP TOP




A LYE that is TRUE

# Sanitary WANDER'S Products

NOW IS THE TIME

WANDER'S CHLORINATED LIME & WANDER'S HIGHEST TEST LYE

SELL FASTEST

THEIR DAILY USE KEEPS THE HOME SANITARY

## S. WANDER & SONS CHEMICAL CO., Inc.

Main Office and Factory : ALBANY, N.Y.

Represented by MacDONALD, ADAMS COMPANY, Winnipeg
And C. H. DOUGALL, LTD., Montreal

HANDY S NAP TOP

Kills Germs Bleaches
Destroys Odors

Furnivall's

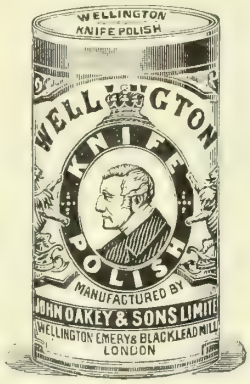
## Pure Jams

Grocers selling Furnivall's will tell you that there is always a good, big demand for these Fine Fruit Jams. And the margin on every sale is worth securing.
Ask any of our agents to ship you a supply.

**FURNIVALL - NEW**
**Limited**
**Hamilton - Canada**

Canada Food Board License
No. 14-167

AGENTS—**The City of Ottawa, Quebec and the Lower Provinces with the exception of Cape Breton:** Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. **Ontario:** McLaren Imperial Cheese Co., Ltd., Toronto, Ont. **Manitoba:** A. D. Norman, Scott Block, Winnipeg, Man. **Hamilton:** J. T. Price & Co., 35 Mary St., Hamilton, Ont. **Cape Breton, N.S.:** O. N. Mann, Turnbull Bldg, Sydney, N.S. **Saskatoon:** Gilbert Stroyan, Saskatoon, Sask. **Newfoundland:** E. J. Godden, St. John's, Newfoundland.




## OAKEY'S
## "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

**John Oakey & Sons, Ltd.**
*Manufacturers of*
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
**Wellington Mills, London, S.E.1., Eng.**
*Agents:*
F. Manley, 42 Sylvester-Willson Bldg., Winnipeg.
Sankey & Manson, 839 Beatty Street, Vancouver.

## A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

# RICE
# RICE FLOUR
# RICE MIDDLINGS

## Mount Royal Milling and Mfg. Coy., Limited

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
*Agents*
MONTREAL

# Sixty Replies To One Condensed Advertisement

A. H. Mealing, who recently offered his grocery business in Orillia, Ont., for sale, decided on this most direct means of securing a buyer—he used the

## *Want Ad Page of Canadian Grocer*

Result—60 replies to the one announcement and a most satisfactory sale.

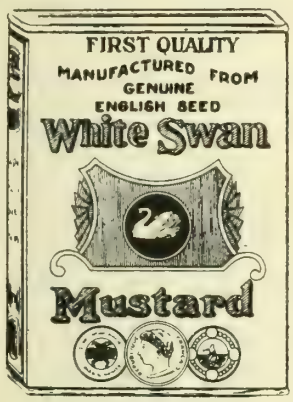
**To sell a business,**
**To purchase a business,**
**To sell a scale, slicer, cash or credit register or other fixture,**
**To buy a fixture,**
**To secure a manager or head clerk,**

or for any other WANT you may have, send along your copy for the Condensed Advertisement Page.

Rates : 2c per word, first insertion and one cent per word each subsequent insertion ; 5 cents extra per insertion to cover postage if replies are to be sent to box number in our care.

**CANADIAN GROCER**
143-153 University Ave. - - TORONTO

# Increase Your Profits and Your Prestige by Selling



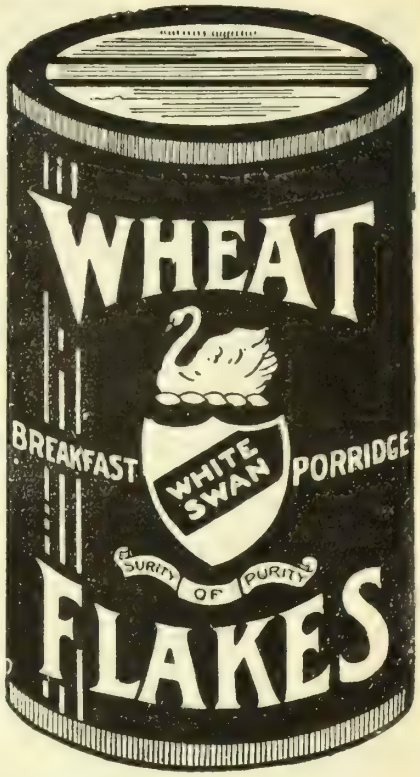

*"The Mustard with the Kick"*

White Swan Wheat Flakes and White Swan Mustard — two products of outstanding popularity with Canadian women.

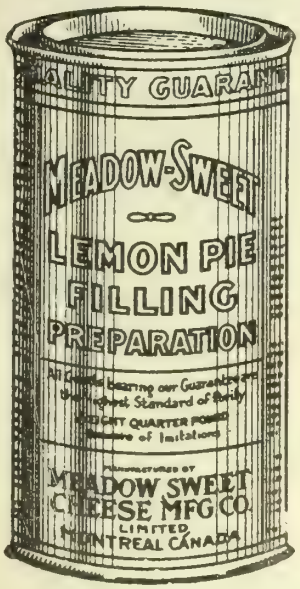
White Swan Wheat Flakes is a most delicious breakfast cereal. It is made from the highest grade White Winter Wheat rolled into thin, appetizing flakes. An excellent seller.

White Swan Mustard is a "Made - in - Canada" Mustard that is superior in strength and flavor to the best imported brands. It's a better mustard at a better price. In attractive packages.

¼ pound . . . . . $2.25
½ pound . . . . . 4.00




## White Swan Spices and Cereals, Limited
TORONTO, CANADA




# Four Delicious Lemon Pies

can be made from each package, and every pie so nice.

## "Tell Your Customers This"

You can work up a big trade by recommending our pie filling to your customers.

*Order Your Supply from Your Wholesaler*

T. M. Sibbald & Sons Toronto — Angevine & McLaughlin Eastern Provinces — D. M. Doherty Vancouver

## "Meadow Sweet" Cheese Mfg. Co.
MONTREAL LIMITED

# Strength

The great strength and purity of "Arm and Hammer Brand" Sal Soda and Cow Brand Baking Soda is well known to Canadian women.

Sal Soda is now put up in 2½-lb. cartons, 36 packages to the case, under the well-known "Arm and Hammer Brand." These packages are handy and attractive and the time saved in weighing, packing and wrapping is a matter that is worthy of your consideration. Send in your order to-day for prompt delivery.

## Church & Dwight, Ltd.
MONTREAL

**For the Present Year Make it Your Resolution**

to always have on your shelves a stock of

# Mapleine

You need the flavoring with the maple taste—enjoyed and craved by young and old alike.

The Mapleine flavor is **so** good in cakes, icings, sauces, desserts and candies.

It makes delicious maple-tasting syrup for hot cakes and waffles—prepared instantly at a 50% saving.

**Order now of your jobber or**

**F. E. Robson & Co., 25 Front St. East, Toronto**
**Mason & Hickey Box 2949 - Winnipeg**

M-491

## Dole Bros. Hops & Malt Co.

**BOSTON, MASS., U.S.A.**

**"SUPERIOR" BRAND HOPS**

**FOR FAMILY TRADE**

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

**R. E. BOYD & COMPANY**

*Agents for the Province of Quebec*

15 STE. THERESE ST. - - MONTREAL

# "FISH"

We have a full stock of Lake Superior herring in kegs and other pickled fish, also a quantity of frozen Georgian Bay trout, B.C. halibut and qualla salmon.

## LEMON BROS.

**Owen Sound, Ont.**

# TEA LEAD

*(Best Incorrodible)*

**Buy "PRIDE OF THE ISLAND" Brand**

as extensively used for years past by most of the leading packers of Tea in Canada.

## Island Lead Mills, Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used, 4th & 5th Editions. LONDON, E., England

Canadian Agents: HUGH LAMBE & CO., TORONTO.
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTRAEAL.


# QUOTATIONS FOR PROPRIETARY ARTICLES

**SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR**

### JAMS
**DOMINION CANNERS, LTD.**
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.
Screw Vac. Top Glass Jars, 16 oz.

| glass, 2 doz. case. | Per doz. |
|---|---|
| Strawberry | $4 60 |
| Currant, Black | 4 50 |
| Pear | 3 90 |
| Peach | 3 90 |
| Plum | 3 70 |
| Raspberry, Red | 4 50 |
| Apricot | 4 00 |
| Cherry | 4 30 |
| Gooseberry | 4 00 |

### "AYLMER" PURE ORANGE MARMALADE

| | Per doz. |
|---|---|
| Tumblers, Vacuum Top, 2 doz. in case | $2 80 |
| 12 oz. Glass, Screw Top, 2 doz. in case | 2 55 |
| 16 oz. Glass, Screw Top, 2 doz. in case | 3 25 |
| 16 oz. Glass, Tall, Vacuum, 2 doz. in case | 3 25 |
| 2's Tin, 2 doz. per case | 4 80 |
| 4's Tins, 12 pails in crate, per pail | 0 78 |
| 5's Tin, 8 pails in crate, per pail | 0 97 |
| 7's Tin or Wood, 6 pails in crate | 1 36 |
| 30's Tin or Wood, one pail in crate, per lb. | 0 20 |

### PORK AND BEANS
"DOMINION BRAND"

| | Per doz. |
|---|---|
| Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case | $0 85 |
| 1's Pork and Beans, Flat, Plain, 4 doz. to case | 0 92½ |
| 1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case | 0 95 |
| 1's Pork and Beans, Tall, Plain, 4 doz. to case | 0 95 |
| 1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case | 0 97½ |
| 1½'s (20 oz.), Plain, per doz. | 1 25 |
| Tomato or Chili Sauce | 1 27½ |
| 2's Pork and Beans, Plain, 2 doz. to the case | 1 50 |
| 2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case | 1 52½ |
| 2½'s Tall, Plain, per doz. | 2 00 |
| Tomato or Chili Sauce | 2 35 |
| Family, Plain, $1.75 doz.; Family Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case. | |

### CATSUPS—In Glass Bottles

| | Per doz. |
|---|---|
| ½ Pts., Aylmer Quality | $1 90 |
| 12 oz., Aylmer Quality | 2 35 |
| | Per jug |
| Gallon Jugs, Aylmer Quality | $1 62½ |
| | Per doz. |
| Pints, Delhi Epicure | $2 70 |
| ½ Pints. Red Seal | 1 45 |
| Pints, Red Seal | 1 90 |
| Qts., Red Seal | 2 45 |
| Gallons, Red Seal | 6 45 |

**BORDEN MILK CO., LTD.,**
180 St. Paul St. West,
Montreal, Can.

### CONDENSED MILK
Terms, net, 30 days.

| | |
|---|---|
| Eagle Brand, each 48 cans | $9 80 |
| Reindeer Brand, each 48 cans | 9 35 |
| Silver Cow, each 48 cans | 8 60 |
| Gold Seal, Purity, each 48 cans | 8 45 |
| Mayflower Brand, each 48 cans | 8 45 |
| Challenge Clover Brand, each 48 cans | 7 95 |

### EVAPORATED MILK

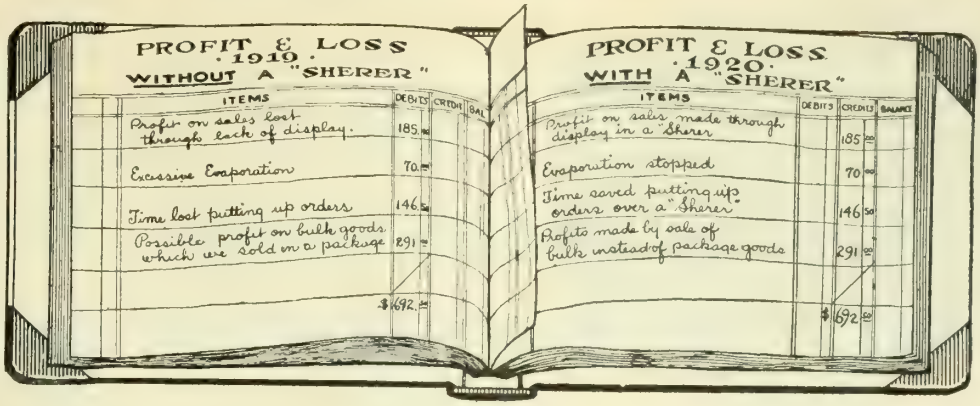
| | |
|---|---|
| St. Charles Brand, Hotel, each 24 cans | $7 15 |
| Jersey Brand, Hotel, each 24 cans | 7 15 |
| Peerless Brand, small, each 24 cans | 3 15 |
| St. Charles Brand, Tall, each 48 cans | 7 25 |
| Jersey Brand, Tall, each 48 cans | 7 25 |
| Peerless Brand, Tall, each 48 cans | 7 25 |
| St. Charles Brand, Family, 48 cans | 6 25 |
| Jersey Brand, Family, each 48 cans | 6 25 |
| Peerless Brand, Family, each 48 cans | 6 25 |
| St. Charles Brand, small, each 48 cans | 3 20 |
| Jersey Brand, small, each 48 cans | 3 80 |
| Peerless Brand, small, each, 48 cans | 3 30 |

### CONDENSED COFFEE

| | |
|---|---|
| Reindeer Brand, large, each 24 cans | $6 50 |
| Reindeer Brand, small, each 48 cans | 6 50 |
| Cocoa, Reindeer Brand, large, each 24 cans | 6 25 |
| Reindeer Brand, small, 48 cans | 6 50 |

### W. CLARK, LIMITED, MONTREAL

Compressed Corn Beef—½s, $2.90; 1s, $4.80; 2s, $8.95; 6s, $31.75.
Lunch Ham—1s, $6.95; 2s, $13.85.
Ready Lunch Beef—1s, $4.80; 2s, $8.95.
English Brawn — ½s, $2.85; 1s, $4.35; 2s, $8.80.
Boneless Pig's Feet—½s, $2.85; 1s, $4.35; 2s, $8.80.
Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef-Ham Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Asst. Loaves — ½s, $2.50; 1s, $4.50.
Geneva Sausage—1s, $4.45; 2s, $8.75
Roast Beef—½s, $2.90; 1s, $4.80; 2s, $8.95; 6s, $31.75.
Roast Mutton—1s, $6.25; 2s, $11.75; square cans, $42.
Boiled Mutton—1s, $6.25; 2s, $11.75; 6s, $42.
Jellied Veal—½s, $3.35; 1s, $4.80; 2s, $9.25.
Cooked Tripe—1s, $2.95; 2s, $4.95.
Stewed Ox Tail—1s, $3.25; 2s, $4.45.
Stewed Kidneys—1s, $4.45; 2s, $8.45.
Mince Collops—½s, $1.95; 1s, $3.85; 2s, $6.75.
Sausage Meat—1s, $3.95; 2s, $7.95.
Corn Beef Hash — ½s, $1.90; 1s, $3.20; 2s, $5.80.
Beef Steak and Onions—½s, $2.90; 1s, $4.80; 2s, $8.90.
Jellied Hocks—2s, $9.35; 6s, $30.
Irish Stew—1s, $2.90; 2s, $5.80.
Cambridge Sausage—1s, $4.45; 2s, $8.75.
Boneless Chicken—½s, $6.95; 1s, $11.45.
Boneless Turkey — ½s, $6.95; 1s, $11.45.
Ox Tongue—½s, $4.95; 1s, $12.00; 1½s, $18.50;; 2s, $23.95; 3½s, $44.00; 6s, $60.00.
Lunch Tongue—½s, $4.90; 1s, $10.45.
Mince Meat (tins)—1s, $3.45; 2s, $5.45; 5s, $15.95.
Mince Meat (bulk)—5s, 28c; 10s, 27c; 25s, 26c; 50s, 26c.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.05; 1s, $1.65; 2s, $2.35; 3s, $3.50.




# Before You

## "Turn over that new Leaf," Mr. Grocer, Look at the Ledger—then Read what we say—**it will Pay!**

Your ledger shows you a 1919 profit—Mr. Grocer?

"Yes"—you will say.

Wish it were larger—Mr. Grocer?

"Of course!" you reply.

Then let us show you $692.50 of 1919 profits you overlooked—lost—which you could have had to your credit in the bank at this moment—as easily as not!

But you will never bank those lost profits—Mr. Grocer—unless you know where they are. **We know where they are!** We have told other grocers—and will tell you—if you'll let us.

In the first place—the above ledger items — aggregating $692.50—are not exaggerated figures — they're **actual** figures. They represent **some** grocers' additional **profits** — and **your** actual **losses.** For they are the **actual** results of **actual** sales in an **actual** grocery store doing an annual $25,000 business.

We would like to have an opportunity of proving to you that if you are doing a business of $25,000 a year that you are **losing** $692.50 of profit which you might **make** if you had a 16-foot **Sherer Sanitary Food Container.**

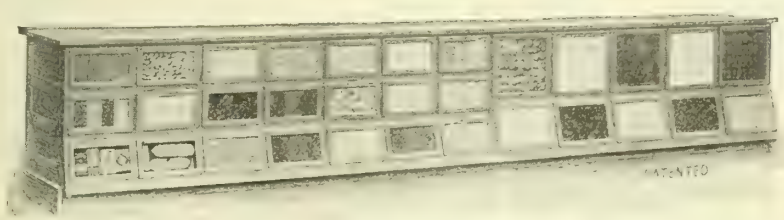
Start the New Year right, Mr. Grocer, by signing the coupon below and getting our **proof**—without obligation. You'll not regret it. Do it before you turn over the page. **It will pay!**

# Sherer-Gillett Company

**Patentees and Manufacturers of the**

## Sherer Sanitary Grocery Display Counter

**Guelph** **Ontario**




**The Up-to-date Sherer Food Container**

**The Sherer-Gillett Company,**
**Guelph, Ontario, Dept. 57.**

Gentlemen:—I want to be shown (without obligation) how you can save me $692.50 of profit a year!

Individual Name .....

Firm or Co. .....

Street .....

City ..... Province .....

# Lower Prices Unlikely

Owing to the high cost of flour and other raw materials, coupled with the increased cost of labor we cannot see how prices can drop until after the new crop in 1920. These facts are based on prices that are already contracted for, and we can see no lowering of prices for at least ten months.

**Should the Unforseen Happen**

we will immediately acquaint the trade through these columns. How is your stock to-day?

**Brodie & Harvie, Limited**

BLEURY STREET, MONTREAL



# Once Used, Always Used

**CREAM OF BARLEY, a delicious breakfast food, cooked in three minutes; a most healthful diet for youth and old age; the most sensitive stomach can retain it, and it is recommended by all the leading physicians. We are the originators and only manufacturers of CREAM OF BARLEY, PEARL BARLEY FLOUR for Babies and Invalids, and SISTER MARY'S PAN-CAKE FLOUR. Every package of CREAM OF BARLEY is guaranteed, and we say on label, "Use one-half package, and if not satisfied, return it to your grocer and he will refund your money." Our goods are recommended by Dr. McGill, chief analyst at Ottawa, so you take no chance when ordering goods from us. Our mill is the only exclusive barley mill on the continent. Use "CREAM OF BARLEY" and stop taking medicine, for it is the real Mackay and can be bought from all first-class wholesale grocers.**

Our trade mark is registered.

*MANUFACTURED BY*

**John Mackay & Co., Limited**

BOWMANVILLE, ONT.


With Plain Sauce—Ind., 95c; 1s, $1.60; 2s, $2.30; 3s, $3.30.

Chateau Brand Concentrated Soups—Celery, $1.25; Consomme, $1.25; Green Peas, $1.25; Julienne, $1.25; Mutton Broth, $1.25; Ox Tail, $1.25; Pea, $1.25; Scotch Broth, $1.25; Chicken, $1.60; Mock Turtle, $1.25; Tomato, $1.45; Vermicelli Tomato, $1.30; Mulligatawny, $1.30; Soups and Boulli, 6s, $14.45.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s, talls, $2.75; 6s, $8; 12s, $16.
Plain Sauce, Pink Label—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s (talls), $2.75; 6s, $8; 12s, $15.

Chili Sauce (red and gold label) Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s, $2.75.

Vegetarian Baked Beans and Tomato Sauce—2s, $1.90.

Sliced Smoked Beef—½s, $2.45; 1s, $3.45; 4s, $24.

Canadian Boiled Dinner—1s, $2.45; 2s, $4.95.

Peanut Butter ¼s, $1.90; ½s, $2.45; 1s, $3.40; in pails, 5s, 31c; 12s, 29c; 24s, 28c; 50s, 28c.

### HARRY HORNE & CO., Toronto, Ont.

| | Per case |
|---|---|
| Cooker Brand Peas (3 doz. in case) | 4 20 |
| Cooker Brand Popping Corn (3 doz. in case) | 4 20 |

**B.C. HOPS**

| | |
|---|---|
| Dominion Brand, quarters, per short weight pound | 0 30 |
| Dominion Brand, halves, per short weight pound | 0 29 |
| Maple Leaf Brand, ¼ lb. packages, per full weight pound | 0 40 |
| Maple Leaf Brand, ½ lb. packages, per full weight pound | 0 39 |

**COLMAN'S OR KEEN'S MUSTARD**

| | Per doz. tins |
|---|---|
| D.S.F., ¼-lb. | $2 80 |
| D.S.F., ½-lb. | 5 30 |
| D.S.F., 1 lb. | 10 40 |
| F.D., ¼-lb. | .... |

| | Per jar |
|---|---|
| Durham, 1-lb. jar, each | $0 60 |
| Durham, 4-lb. jar, each | 2 25 |

### CANADIAN MILK PRODUCTS, LIMITED, Toronto and Montreal

**KLIM**

| | |
|---|---|
| Hotel | $20 00 |
| Household size | 9 00 |

F.o.b. Ontario jobbing points, east of and including Fort William.

THE CANADA STARCH CO., LTD. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—

| Boxes | Cents |
|---|---|
| 40 lbs., Canada Laundry | $0 10 |
| 100-lb. kegs, No. 1 white | 0 10½ |
| 200-lb. bbls., No. 1 white | 0 10½ |
| 30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. | 0 12 |
| 40 lbs., Benson's Enamel, (cold water), per case | 3 25 |
| Celluloid, 45 cartons, case | 4.70 |

Culinary Starch.

| | |
|---|---|
| 40 lbs., W. T. Benson & Co.'s Celebrated Prepared | 0 11¾ |
| 40 lbs. Canada Pure or Challenge Corn | 0 10¼ |
| 20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. | 0 16½ |

(20-lb. boxes, ¼c higher, except potato flour.)

**CROWN BRAND CORN SYRUP**

| | |
|---|---|
| 2-lb. tins, 2 doz. in case | 5 45 |
| 5-lb. tins, 1 doz. in case | 6 05 |
| 10-lb. tins, ½ doz. in case | 5.75 |
| 20-lb. tins, ¼ doz. in case | 5.70 |

(Prices in Maritime Provinces 10c per case higher.)

| | |
|---|---|
| Barrels, about 700 lbs. | 0 08¼ |
| Half bbls., about 350 lbs. | 0 08½ |

**LILY WHITE CORN SYRUP**

| | |
|---|---|
| 2-lb. tins, 2 doz. in case | $5 95 |
| 5-lb. tins, 1 doz. in case | 6 55 |
| 10-lb. tins, ½ doz. in case | 6 25 |
| 20-lb. tins, ¼ doz. in case | 6 20 |

(5, 10, and 20-lb. tins have wire handles.)

**GELATINE**

| | |
|---|---|
| Cox's Instant Powdered Gelatine (2-qt. size), per doz. | 1 50 |

### INFANTS' FOOD
### MAGOR, SON & CO., LTD.

| | Doz. |
|---|---|
| Robinson's Patent Barley—1 lb. | $4 00 |
| ½ lb. | 2 00 |
| Robinson's Patent Groats—1 lb. | 4 00 |
| ½ lb. | 2 00 |

**NUGGET POLISHES**

| | Doz. |
|---|---|
| Polish, Black, Tan, Toney Red and Dark Brown | $1 15 |
| Card Outfits, Black and Tan | 4 15 |
| Metal Outfits, Black and Tan | 4 85 |
| Creams, Black and Tan | 1 25 |
| White Cleaner | 1 25 |

### IMPERIAL TOBACCO CO. OF CANADA, LIMITED
### EMPIRE BRANCH

| | |
|---|---|
| Black Watch, 10s, lb. | $1 20 |
| Bobs, 12s | 1 00 |
| Currency, 12s | 1 00 |
| Stag Bar, 9s, boxes, 6 lbs. | 1 08 |
| Pay Roll, thick bars | 1 25 |
| Pay Roll, plugs, 10s, 6-lb. ¼ caddies | 1 25 |
| Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs. | 1 08 |
| Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes | 1 30 |
| Forest and Stream, tins, 9s, 2-lb. cartons | 1 44 |
| Forest and Stream ¼s, ½s, and 1-lb. tins | 1 60 |
| Forest and Stream, 1-lb. glass humidors | 1 75 |
| Master Workman, 2 lbs. | 1 12 |
| Master Workman, 4 lbs. | 1 12 |
| Derby, 9s, 4-lb. boxes | 1 08 |
| Old Virginia, 12s | 1 50 |
| Old Kentucky (bars), 8s, boxes, 5 lbs. | 1 25 |

### JELL-O
Made in Canada

| | |
|---|---|
| Assorted case, contains 4 doz. | $5 40 |
| Lemons, 2 doz. | 2 70 |
| Orange, 2 doz. | 2 70 |
| Raspberry, 2 doz. | 2 70 |
| Strawberry, 2 doz. | 2 70 |
| Chocolate, 2 doz. | 2 70 |
| Cherry, 2 doz. | 2 70 |
| Vanilla, 2 doz. | 2 70 |

Weight, 8 lbs. to case. Freight rate second class.

### JELL-O ICE CREAM POWDERS
Made in Canada.

| | |
|---|---|
| Assorted case, contains 2 doz. | $2 70 |
| Chocolate, 2 doz. | 2 70 |
| Vanilla, 2 doz. | 2 70 |
| Strawberry, 2 doz. | 2 70 |
| Unflavored, 2 doz. | 2 70 |

Weights, 11 lbs. to case. Freight rate second class.

**BLUE**

| | |
|---|---|
| Keen's Oxford, per lb. | $ 24 |
| In cases 12-12 lb. boxes to case | 0 25 |

### COCOA AND CHOCOLATE
### THE COWAN CO., LTD., Sterling Road, Toronto, Ont.

**COCOA**

| | |
|---|---|
| Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. | $5 25 |
| Perfection, ½-lb. tin, doz. | 2 75 |
| Perfection, ¼-lb. tins, doz. | 1 45 |
| Perfection, 10s size, doz. | 1 10 |
| Perfection, 5-lb. tins, per lb. | 0 42 |
| Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz. | 3 00 |
| Soluble Cocoa Mixture (Sweetened), 5 and 10-lb. tins, per lb. | 0 28 |

(Unsweetened Chocolate)

| | |
|---|---|
| Supreme Chocolate, 12-lb. boxes, per lb. | 0 41 |
| Supreme Chocolate, 10c size, 2 doz. in box, per box | 1 90 |
| Perfection Chocolate, 10c size, 2 doz. in box, per box | 1 90 |

| SWEET CHOCOLATE | Per lb. |
|---|---|
| Eagle Chocolate, ¼s, 6-lb. boxes | 0 32 |
| Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case | 0 31 |
| Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs in case | 0 32 |
| Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case | 0 33 |
| Diamond Crown Chocolate, 28 cakes in box | 1 10 |

**CHOCOLATE CONFECTIONS**

| | |
|---|---|
| Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. | $0 45 |
| Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. | 0 45 |

# Now for 1920

After a fascinating business in 1919 the race is on for 1920 and we're off to a good start. Orders are coming in thick and fast, and of good volume—this demonstrates more than one thing—first, it means that our prices are right, and next it indicates that we are giving service. While it pleases us immensely to be always able to offer value—yet our greatest pleasure comes of being able to give good service, for after all good values are soon forgotten in the mad rush, but the memory of service remains steadfast and is a sure prompter to send further business our way.

This is what we aim to merit—inclination on your part to send us the order. We desire to impress on you **now**, that we are out for the business and will do our utmost by way of values and service to warrant you in giving us a good share of your trade this year.

**H. P. ECKARDT & CO**

**WHOLESALE GROCERS**

CHURCH STREET & ESPLANADE TORONTO

# A New Broom Sweeps Clean

## and so does an *old* one---if it is a

# SIMMS'

SIMMS' Brooms are made to wear. They do not shed their stock in the wake of the sweeping, like the ordinary broom.

Only the best grade of corn is used in making SIMMS' Brooms and they are so perfectly constructed as to outlive any other broom made.

The housekeeper who knows broom values always asks for SIMMS'.

Show her our "LITTLE BEAUTY"—6 ounces under the average weight—handle piano finished to prevent blistering of the hands—perfectly balanced.

It will sell on sight.

Hold her trade by stocking our Better Brooms and Brushes.

**Brooms** — **Shoe Brushes**
**Whisk Brooms** — **Stove Brushes**
**Paint Brushes** — **Scrubbing Brushes**
**Lather Brushes**

**Communicate with our nearest branch for prices, etc.**

## T. S. Simms & Co., Limited

*Makers of Better Brooms and Brushes for 54 years.*

HEAD OFFICE: ST. JOHN, N.B.

MONTREAL LONDON TORONTO


| | |
|---|---|
| Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. | 0 45 |
| Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. | 0 45 |
| Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. | 0 45 |
| Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb. | 0 45 |
| No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. | 0 45 |
| Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. | 0 41 |
| Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. | 0 41 |
| No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. | 0 41 |
| No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, lb. | 0 41 |
| No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. | 0 36 |
| No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. | 0 41 |
| No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. | 0 36 |
| Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. | 0 60 |
| Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. | 0 60 |
| **NUT MILK CHOCOLATE, ETC.** | |
| Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per lb. | 0 46 |
| Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per lb. | 0 47 |
| Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb. | 0 43 |
| Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box | 2 35 |
| Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 32 boxes to case, per box | 2 50 |
| Fruit and Nut Milk Chocolate Slabs, per lb. | 0 42 |
| Milk Chocolate Slabs, with Assorted Nuts, per lb. | 0 43 |
| Plain Milk Chocolate Slabs, per lb. | 0 42 |
| **MISCELLANEOUS** | |
| Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz. | $6 00 |
| Maple Buds, fancy, ½ lb., 1 doz. in box, per doz. | 3 00 |
| Assorted Chocolate, 1 lb., ½ doz. in box, per doz. | 6 00 |
| Assorted Chocolate, ½ lb., 1 doz. in box, per doz. | 3 00 |
| Chocolate Ginger, full ½ lb., 1 doz. in box, per doz. | 4 35 |
| Crystallized Ginger, full ½ lb., 1 doz. in box, per doz. | 4 35 |
| Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per lb. | 0 46 |
| Triumph Chocolate, ¼s, 4-lb. boxes, 35 boxes in case, per box | 0 47 |
| Triumph Chocolate, ½-lb. cakes, 4 lb., 35 boxes in case, per lb. | 0 46 |
| Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross | 1 15 |
| 120—1c Milk Chocolate Sticks, 60 boxes in case | 0 80 |
| **5c LINES** Toronto Prices Per box | |
| Filbert Nut Bars, 24 in box, 60 boxes in case | $0 95 |
| Almond Nut Bars, 24 in box, 50 boxes in case | 0 95 |
| Puffed Rice Bars, 24 in box, 50 boxes in case | 0 95 |
| Ginger Bars, 24 in box, 50 boxes in case | 0 95 |
| Fruit Bars, 24 in box, 50 boxes in case | 0 95 |
| Active Service Bars, 24 in box, 50 boxes in case | 0 95 |
| Victory Bar, 24 in box, 60 boxes in case | 0 95 |
| Queen's Dessert Bar, 24 in box, 50 boxes in case | 0 95 |
| Regal Milk Chocolate Bar, 24 in box, 50 boxes in case | 0 95 |
| Royal Milk Cakes, 24 in box, 50 boxes in case | 0 95 |
| Cream Bars, 24 in box, 50 boxes in case, per box | 1 00 |
| Maple Buds, 5c display boxes, 5c pyramid packages, 5c glassine envelopes, 4 doz. in box | 1 90 |
| **W. K. KELLOGG CEREAL CO.** | |
| Kellogg's Toasted Corn Flakes, Waxtite | 4 15 |
| Kellogg's Toasted Corn Flakes, Ind. | 2 00 |
| Kellogg's Dominion Corn Flakes | 4 15 |
| Kellogg's Dominion Corn Flakes, Indiv. | 2 00 |
| Kellogg's Shredded Krumbles. | 3 50 |
| Kellogg's Shredded Krumbles, Ind. | 2 00 |
| Kellogg's Krumbled Bran | 1 85 |
| **BRODIE AND HARVIES** | |
| XXX Self-Raising Flour, 6 lb. packages, doz. | $5 70 |
| Do., 3 lb. | 2 90 |
| Superb Self-Raising Flour, 6 lb. | 5 50 |
| Do., 3 lb. | 2 80 |
| Crescent Self-Raising Flour, 6 lb. | 5 60 |
| Do., 3 lb. | 2 85 |
| Perfection rolled oats (50 oz.) | 3 00 |
| Brodie's Self-Raising Pancake Flour, 1½ lb. pack., doz. | 1 50 |

**BLACKWOODS'**
**BAKING POWDER**

| | Per doz. |
|---|---|
| 8-oz. tins, 4 doz. to case | $ 1 50 |
| 12-oz. tins, 4 doz. to case | 2 25 |
| 16-oz. tins, 4 doz. to case | 2 50 |
| Qt. Sealers, 1 doz. to case | 5 00 |
| 3-lb. tins, 1 doz. to case | 6 50 |
| 5-lb. tins, 1 doz. to case | 10 50 |

**CORDIALS**

| | |
|---|---|
| Black Cherry | St. Julien Claret |
| Mondego Port | Grape Vino |
| Hot Todd | Ginger Wine |
| Sloe Gin | Creme de Menthe |

Packed 1 doz. qts. to case.
Per case $4 50
Bulk, per gallon 1 85

**LIQUEURS**

| | |
|---|---|
| H. T. Special | Ginger |
| Creme deMenthe | Black Cherry |
| Hot Todd | Port |
| Grape | Claret |
| Sloe Gin | Trench Rum |

Packed 1 doz. qts. to cs. Per cs. $6 35
Bulk, per gallon 2 85

**CONCENTRATED FRUIT CIDERS**

| | |
|---|---|
| Orange | Cherry |
| Peach | Loganberry |
| Lemon | Strawberry |
| Grape | Raspberry |
| | Blackberry |

Per doz.
Packed 24, 2½-lb. tins to case $7 20
Apple, pkd. 24, 2½-lb. tins to cs. 7 40

**EXTRACTS**

Blackwoods' Government Standard. All flavors. Per doz.—

| 2-oz. | 2½-oz. | 4-oz. | 8-oz. | 16-oz. |
|---|---|---|---|---|
| $1 75 | 2 00 | 3 25 | 5 75 | 11 25 |

Heather Brand. Fifty per cent. over Government Standard. Per doz.—

| 2-oz. | 2½-oz. | 4-oz. | 8-oz. | 16-oz. |
|---|---|---|---|---|
| $2 25 | 2 60 | 4 25 | 7 50 | 14 00 |

**OYSTER COCKTAILS** Per doz
Packed 5-doz. 4-oz. botts. to cs. $0 85

**OLIVES** Per doz

| | |
|---|---|
| Queens, packed 24, 8 oz. to cs. | $2 20 |
| Queens, packed 24, 16 oz. to cs. | 3 35 |
| Pimento Stuffed, 24, 8 oz. to cs. | 3 00 |
| Pimento Stuffed, 24, 16 oz. to cs. | 4 50 |

**BLACKWOODS' DE LUXE PICKLES**

| Ozs. | 10 | 16 | 18 | 20 | Qts. |
|---|---|---|---|---|---|
| Sr. Mix | 2.10 | 2.80 | 3.15 | 3.50 | 4.75 |
| Chow | 2.15 | 2.85 | 3.25 | 3.60 | 4.90 |
| Onions | 2.25 | 3.00 | 3.50 | 3.75 | 5.00 |
| Gherkins | 2.65 | 3.50 | 3.60 | 4.30 | 5.75 |
| Sw. Mix | 2.25 | 3.10 | 3.50 | 3.85 | 5.15 |
| Sw. Onions | 2.50 | 3.30 | 3.60 | 4.10 | 5.25 |
| Sw. Gherkin | 2.90 | 3.80 | 4.00 | 4.65 | 6.15 |

**PICKLES IN TINS** Per doz.

| | |
|---|---|
| Sr. Mix, 2½-lb. tins | $3 25 |
| Chow, 2½-lb. tins | 3 40 |
| Sw. Mix, 2½-lb. tins | 3 50 |
| Sr. Gherkin, 2½-lb. tins | 4 25 |
| Sw. Gherkin, 2½-lb. tins | 4 50 |
| Dills, 2½-lb. tins | 2 50 |
| Kraut, 2½-lb. tins | 1 90 |

**PICKLES IN BULK**
Spring Top Gallon Jars

| | |
|---|---|
| Sr. Mix | $1 15 |
| Chow | 1 25 |
| Sw. Mix | 1 40 |
| Dills | 1 00 |

| Pails | 1 gal. | 3 gal. | 5 gal. |
|---|---|---|---|
| Sr. Mix | $1 40 | $3 00 | $4 60 |
| Chow | 1 45 | 3 25 | 4 90 |
| Sw. Mix | 1 70 | 4 25 | 6 50 |

**RELISHES** Per doz.

| | |
|---|---|
| Horse Radish, 10-oz. bottle | $2 40 |
| English Picalilli, 8-oz. | 2 25 |

## California Fresh Vegetables

We are now receiving fruit and vegetables from California regularly, consisting of—

*Celery, Cauliflower, Iceberg Head Lettuce*

Also direct shipments of—

*Spanish Onions*

in large and three-quarter size cases.

*New Messina Lemons, Fresh Navel Oranges and Stripes Brand Grape Fruit*

The best quality and fullest pack coming from Florida.

We are correcting our mailing list for our weekly price list of fruits and fish. If you are not receiving one and desire to have one mailed regularly, please advise us.

**WHITE & CO., Limited**
TORONTO Branch of HAMILTON

## Golden Orange Brand

### California Navels

We are now offering this high quality brand of Southern fruit.

The quality does not vary. They are the same top grade throughout the box.

Grown on the fertile slopes of Arlington Heights under Mount Rubidoux — California's best orange section. Order some to-day.

***The House of Quality***

**Hugh Walker & Son**

Guelph Established 1861 Ontario

# Parchment Butter Wraps

**WALTER WOODS & CO.**
Hamilton and Winnipeg

## Wishing you a Prosperous New Year

Went to War 1914 Home Again.

I have my old job back, saving Mrs. House wife all the trouble of making her coffee. I serve her instantly.

I am not de-naturized, de-caffeinized nor de-anythinged. Oh! yes, I am DE-LICIOUS. Let me make your coffee service perfect.

Washington's REFINED Coffee

*Originated by Mr. Washington, 1909*
Distributed by Grocers Specialty Company, 169 William Street, Montreal

# Prestige
## is a
# Selling Factor

Why not take advantage of the selling value that Prestige gives to

# Shirriff's
## True Seville
# Orange Marmalade

It enjoys a Canada-wide prestige among housewives who demand the highest standard of Quality.

This reputation shortens the stay of Shirriff's on your shelves.

Shirriff's won its high place in the esteem of Canadian women because it is made from nothing but Seville oranges imported from Spain and pure cane sugar.

Add to your business this valuable asset—the selling value of a well-deserved reputation for quality.

Order a case or two now.

We have available for our dealers handsome new window cards which will be sent on request.

## Imperial Extract Company

Toronto - Ontario


# INDEX TO ADVERTISERS


A

Acadia Refining Co. ..... 71
Aron & Co., Inc., J. ..... 3

B

Bain & Co., Donald H. ..... 20
Baird, Ltd., Alex. ..... 20
Berg & Beard ..... 88
Bickle & Greening Co., John W. 27
Blackwoods Ltd. ..... 13
Borden Milk Co. ..... 1
Bowser & Co., Ltd., S. F. ..... 72
Braid & Company, Wm. ..... 5
British Columbia Hop Co. ..... 18
British Columbia Mfg. Co. .... 6
Brodie & Harvie ..... 82

C

Calgary Storage & Cartage.... 22
California Associated Raisin Co 17
Canada Nut Co. ..... 19
Canadian Broom & Brush Co... 72
Can. Cereal & Flour Mills Co..
Inside back cover
Canadian Importations (H. Daoust) ..... 66
Canadian Fish & Cold Storage 18
Canadian Salt Co. ..... 69
Cane & Sons, Wm. ..... 76
Church & Dwight ..... 79
Clark Ltd., W. ..... 7
Clayoquot Sound Canning Co... 19
Climax Baler Co. ..... 87
Columbia Macaroni Co. ..... 22
Cockburn Co., F. D. ..... 99
Connors Bros. ..... 64
Cosgraves Pure Malt Vinegar.. 66
Cowan Co. .....Inside front cover

D

Davies Co., Wm. .....60, 61
Des Brisay & Co., M. ..... 19
Dodwell & Co. ..... 17
Dole Bros. Hops & Malt..... 80
Dominion Canners B.C., Ltd... 19
Dominion Sales Co. ..... 24

E

Eckardt & Co., H. P. ..... 83
Edgett Ltd., W. H. ..... 19
Escott Co., Ltd., W. H. ..... 28
Estabrooks Ltd., T. H. ..... 27
El Roi-Tan ..... 23

F

Fearman, F. W. ..... 62
Fidelity Collection Agency .... 87
Field & Co. ..... 1
Freeman & Co., J. L. ..... 24
Furnivall-New Co. ..... 77

G

Gaetz & Co. ..... 24
Gauvreau, Paul F. ..... 24
Grant Co., C. H. ..... 20
Gray & Co., John ..... 25

H

Hall Co., Harry ..... 18
Hanson Co., Ltd., J. H..... 24
Hargraves, Ltd. ..... 23
Henderson Brokerage, B. M. .... 22
Howe, McIntyre & Co. ..... 24
Huntley & Palmers, Ltd. ..... 12
Hygienic Products ..... 76

I

Imperial Extract Co. ..... 86
I.X.L. Spice & Coffee Co. ..... 9
Imperial Grain & Milling Co... 18
Island Tea Lead Mills Ltd..... 89
Imperial Tobacco Co...Front cover

J

Jeffress Ltd., E. W. ..... 66
Joyce, H. S. ..... 24

K

Kkovah Health Co. ..... 8

L

Lambe, W. G. A. ..... 23
Lemon Bros. ..... 89
Lund & Co., Peter ..... 19

M

McDavid & Co. ..... 24
McLauchlin, J. K. ..... 23
McLay Brokerage Co. ..... 20
Macdonald Reg'd., W. C. ..... 26
Mackay Co., John ..... 82
Mackenzie, W. L. ..... 20
Macleod & Co., D. J. ..... 22
Maclure & Co., A. M. ..... 20
Maclure & Langley ..... 23
Magor, Son & Co., Ltd. ..... 28
Malcolm Condensing Co. ..... 70
Manley, F. ..... 20
Mann & Co., C. A. ..... 87
Maple Crispette Co. ..... 14
Mapleine ..... 80
Marsh Grape Juice Co. ..... 66
Marshall, H. D. ..... 23
Mathieu Co., Ltd., J. L. ..... 76
Meadow Sweet Cream Cheese Co. 79
Megantic Broom Mfg. Co. .... 76
Mickle, George T. ..... 87
Moore & Co., R. M. ..... 87
Morris & Company ..... 65
Mount Royal Milling Co. ..... 77

N

National Biscuit Co. ..... 17
National Cash Register Co. .. 75
National Licorice Co. ..... 72
Nicholson & Rankin ..... 28
Nelson, C. T. ..... 19
Nobility Chocolates ..... 70
Norcanners, Ltd. ..... 16
North Amer. Dye Corp. ..... 4

O

Oakeys & Sons, Ltd., John.... 77
Oxo Co., Ltd. ..... 65
Oversea Export Co. ..... 2

P

Pacific Box Co. ..... 10
Pacific Cartage Co. ..... 22
Parkinson Cereal Co. ..... 27
Pastene, P. ..... 19
Patrick & Co., W. G. ..... 23
Pennock & Co., H. P. ..... 21
Perry & Co., H. L. ..... 21
Pullan & Co., E. ..... 14

R

Red Rose Tea ..... 27
Regina Cold Storage ..... 22
Rex Chemical Co. ..... 24
Roberts, A. H. ..... 88
Rock City Tobacco Co. ..... 68
Rose & Laflamme ..... 24

S

Salada Tea Co. ..... 25
Sarnia Paper Box Co. ..... 87
Scott-Bathgate Co., Ltd. ..... 22
Schneider & Sons, J. M. ..... 62
Security File Check ..... 68
Sherer-Gillett Co. ..... 81
Sibbald & Co. ..... 23
Sichel & Co., Regd., Martin M. 8
Silcocks & Drew ..... 24
Solman, O. M. ..... 24
Smalls Ltd. .....Back cover
Simms & Co., T. S. ..... 84
So-Clean, Ltd. ..... 87
Standard Lithographic ..... 69
St. Lawrence Flour Mills..... 67
Store Helps Mfg Co. ..... 87
Sutcliffe & Bingham ..... 8
Swift Canadian Co. ..... 63

T

Taylor & Co., A. E. ..... 68
Tees & Persse Co., Ltd..... 73
Teco Mfg. Co. ..... 11
Thompson & Co., J. C. ..... 24
Toronto Salt Works ..... 87
Toronto Pottery Works ..... 87
Trent Mfg. Co. ..... 87

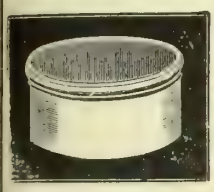
V

Vlit Mfg. Co. ..... 69

W

Walker & Son, Hugh ..... 85
Wallace Fisheries, Ltd. ..... 17
Wander Sons Co., S. ..... 77
Washington Sales Co. ..... 85
Watson Bros. Fishing & Packing 16
Wentworth Orchard Co. ..... 71
Wethey Co., Ltd., J. H. ..... 15
Western Salt Co. ..... 59
Watson & Truesdale ..... 21
White & Co. ..... 85
White Cottell's ..... 87
White Swan Spices & Cereals Co. ..... 79
Wiley, Frank H. ..... 20
William Storage Co. ..... 21
Windsor Co., Ltd., J. W. ..... 16
Woods & Co., Walter ..... 85

# BUYERS' MARKET GUIDE
## Latest Editorial Market News



**STONEWARE**

Buy Now—Butter Crocks Jugs, Churns, Flower Pots etc. Ask for latest catalogue.

The Toronto Pottery Co. Limited
Dominion Bank Bldg.
TORONTO

---

We are now located in our new and more spacious warehouse at

**60-62 JARVIS ST.**

**TORONTO SALT WORKS**

GEO. J. CLIFF

---

**WHITE-COTTELL'S**
*Best English Malt Vinegar*
**QUALITY VINEGAR**
White, Cottell & Co., Camberwell, London, Eng.
Agent:
W. Y. COLCLOUGH, 592 Kingswood Road
Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD.
Vancouver, B.C.
BAIRD & CO., Merchants, St. Johns

---

Order from your jobber to-day.

**"SOCLEAN"**
the dustless sweeping compound
**SOCLEAN, LIMITED**
Manufacturers TORONTO, Ontario

---

**Shuman Pricing Outfits**
for
Groceterias and Stores which price-mark their goods—we have the right system.
For full particulars write:
Store Helps Manufacturing Company
12 Sheppard Street, Toronto,
and
Calgary, Alberta.

---

**A GOOD TIME TO BUY FRUIT JARS**

The trade will be well advised to buy fruit gems now for future requirements, owing to the possible scarcity at the time when they are most needed. Wholesalers are quoting them to the trade and some dealers are urging their customers to stock up for the time when there will be an active demand. The Crown and Imperial gems are quoted at $11.50 for the small ones; $12 for the medium size and $15 for the large ones. Perfect seal are selling to the trade at $12.50 for smalls, $13 for mediums and $12.25 for large ones. Imperial measure, Crown style, pints, quarts and half gallons are quoted at $12, $13 and $17 respectively.

---

**CLIMAX PAPER BALERS**
ALL STEEL-FIREPROOF
*"Turns Waste into Profit"*
12 SIZES
*Send for Catalogue*
CLIMAX BALER CO.
Hamilton, Ont.

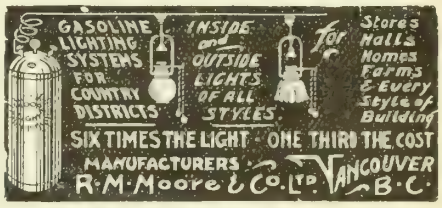
---

**FOR SALE**

Selected eggs, creamery butter, fancy dressed poultry. It will pay you to buy your supplies from

**C. A. MANN & CO.**
LONDON, ONT.
Phone 1577

---


GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES
for Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT ONE THIRD THE COST
MANUFACTURERS R·M·Moore & Co. Ltd. VANCOUVER B·C·

---

**The SARNIA PAPER BOX CO., Ltd.**
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk Pickles, Mincemeat, etc.

---

**BEANS**

Handpicked or Screened

*Ask for quotations*

**Geo. T. Mickle, Ridgetown, Ont.**

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

**The TRENT MFG. CO., LTD.**
TRENTON - - ONTARIO

---

**Fidelity Collection Agency Ltd.**
Canadian Bank of Commerce Bldg., Winnipeg
*Collections and Adjustments*
"We collect anything anywhere"
References: Can. Bank of Commerce and Molsons Ban

---

These one-inch spaces only $2.20 per insertion if used each issue in the year.

# Wanted

## Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

### SITUATIONS WANTED

WANTED — BY TRAVELLER WITH GOOD connection, covering Maritime Provinces (or who can give results), agency on commission with reliable house. Box 786, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—SITUATION AS MANAGER OF grocery department by married man, age 28. Twelve years' experience, eight years as manager. Duties to commence March 1st. Can furnish best of references. Box 906, Canadian Grocer, 153 University Ave., Toronto, Ont.

### HELP WANTED

EXPERIENCED CLERK FOR GENERAL store in country village, must have good appearance, be congenial, smart and good salesman. Capable of helping to take charge if necessary. Must furnish good reference. To start work any time before March. Write stating salary expected with other details. T. R. Craig, Martintown, Ont.

### Business Opportunities

ADVERTISER IS OPEN TO ENTERTAIN PURchase of a first-class grocery or flour and feed business which will stand thorough investigation. Give full particulars first letter, cash required, turnover, net profits. Ontario cities ten thousand and over considered. Box 908, Canadian Grocer, 143 University Ave., Toronto.

IF YOU ARE INTERESTED IN A GROCERY and confectionery business on main corner in east end of Toronto, in quickly growing district, with turnover of seventy-five thousand annually, which must be sold as a going concern, buildings and lot included, write owner. Box 910, Canadian Grocer, 153 University Ave., Toronto.

WANTED—A PARTY TO TAKE HALF INTEREST in grocery and meat business, able to take full charge of either department, in live Ontario town. Apply to Box 898, Canadian Grocer, Toronto.

**WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER**

### FOR SALE

ONE OF THE BEST COUNTRY GENERAL stores and stock in Grey County, stock about $10,000, annual turnover about $33,000, right on railway, stock well assorted and clean, buildings all in splendid shape. Possession right away. Box 53, Ceylon, Ont..

FOR SALE — GROCERY STOCK AND FIXtures, about $4,000; annual turnover about $40,000. Selling on account of ill health. Address Box 53, Ingersoll, Ont.

FOR SALE—FIRST-CLASS GROCERY BUSIness on Wellington Street, Sherbrooke, Que. Stock and Fixtures about $12,000. Apply Box 788, Canadian Grocer, 153 University Ave., Toronto, Ont.

COFFEE MILL STANDS ON FLOOR, GOOD condition, $10. McCaw, Galley and Roncesvalles Ave., Toronto, Ont.

FIXTURES FOR SALE.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

Opportunities are offered every week on this page.

Are you making use of them?

A serious young man, 25 years old, talking both languages, and having six years' experience in wholesale groceries, desires to better his position in travelling or representing on commission a firm of Ontario in Province of Quebec. Best references and further particulars can be furnished on application. Apply to P.O. Box 119, Riviere du Loup Station, Que.

IF YOU WISH TO PLACE your goods on the British Markets we can guarantee to do it and save a lot of worry for you.

LARGE FIRMS OF FOOD IMPORTERS and Distributors desire Sole Agencies for goods suitable for the Grocery, Provision, Baker and Confectionery Trades.

Apply in the first instance to Box 619, c/o T. B. Browne's Advertising Offices, 163, Queen Victoria Street, London, E.C. 4, England.

**WANTED**

AGENCIES FOR

**Butter, Flour, Cheese, Oats, Beef and Dried Fish, Pork Products.**

Area: Guiana and West Indies

**A. H. ROBERTS**

GEORGETOWN - DEMERARA

When writing to advertisers kindly mention this paper.

**RID OF RATS**

**The only non-poisonous Rat and Mouse exterminator in the world**

Millions are using it in all civilized countries. Fully guaranteed. Exclusive territories granted to responsible dealers or agents.

**Price—15 cents per box, $1.80 per doz.. $1.00 per lb. in bulk.**

**BERG & BEARD MFG. Co., Inc.,**

**100 Emerson Place, Brooklyn, N.Y.**

*Get our prices on Split Peas, Pot and Pearl Barley, Manitoba Blended and Ontario Wheat Flour.*

# This new package
## will make customers for you

Quality Rolled Oats is guaranteed by us to please both you and your customers.

It is made from the finest Canadian oats in a plant where cleanliness is paramount.

The delicious "Nutty Flavor" so apparent in Quality Brand is due to our exclusive "Pan Dried," semi-cooked process. Note the whole, dustless flakes. Busy women find on this account the porridge is not lumpy and cooks quickly.

Our excellent shipping facilities and the great daily capacity of our plant assures you of prompt deliveries.

## Canadian Cereal & Flour Mills Co., Limited

**TILLSONBURG, ONTARIO**

**Head Office: - - Stratford, Ont.**

# SMALL'S

# FOREST-CREAM

Did not think the Maple Cream you were preparing was so delicious. No doubt it is in great demand. How could it be otherwise?

EUGENE TARTE,
La Patrie, Montreal

Your Maple Cream is delicious.

H. WEST,
27 Oakfield St.
Roath,
Cardiff,
South Wales

Small's Maple Cream is delicious.

MRS. E. C. FREEMAN,
50 Grove St.,
New York,
N.Y.

Could not help but note the superiority of your Cream over any others we have tasted.

MILFORD SYPES & CO.
48 Shelby St., Detroit, Mich.

# CAKE-ICING

## Or BREAD SPREAD —

in 3 colors and White, Maple, Chocolate, Honey and Cocoanut, taking the place of Butter. Sales are enormous. Write for particulars. Through jobbers only.

Small's Ltd., Montreal

# CANADIAN GROCER

Member of the Associated Business Papers---Only Weekly Grocer Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE: TORONTO, JANUARY 16, 1920 No 3

WHITTALL CANS

*for*

Meats Vegetables Milk
Syrup Fish Paint Etc.

*PACKERS' CANS*

Open Top Sanitary Cans
and
Standard Packer Cans
with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.
MONTREAL
*Established 1888*

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation.
Copy of report will be sent on request to anyone interested.

# PRODUCTS WORTHY OF YOUR CONFIDENCE

## *This Tells You Why*

A SPLENDID turn-over, with satisfactory profit, is possible to every dealer who stocks O-Cedar Products. A still better turn-over — with correspondingly greater profits—may be ensured by recommending O-Cedar to the housewife and the motorist.

Those dealers who are careful to recommend only "Quality Products" are asked to test O-Cedar Polish for their own satisfaction **before** they recommend it to their customers.

First examine the polish—let the bottle stand as long as you please — you'll note there is no sediment. This means that it is not necessary to "shake the bottle" in order to mix it—which means that the polish cannot harm the surface through forgetfulness of the user.

Now put O-Cedar to the acid test—pour a drop on a varnished surface and let it stand over night. This test proves that O-Cedar, with continued application, cannot damage a painted, varnished or lacquered surface. The reason is that it contains no vinegar, acid, alcohol or other injurious substance.

Neither has it any gum or grease. You can **prove** this by cleaning a window or mirror with it.

Nor does it contain any "quick dryer." That is why water is used in conjunction with O-Cedar—also to form the soft soapy lather which cleans the surface, leaving just enough O-Cedar to revive the varnish and bring out the grain-beauty of the wood.

O-Cedar Polish Mops, O-Cedar Dusting Mops, and O-Cedar Dusters are treated with O-Cedar Polish—that is why they give such great satisfaction to all who use them.

Prove the worthiness of these articles—as suggested above—then tell your customers the result of your investigation.

# O-Cedar Polish

## CHANNELL CHEMICAL CO., LIMITED, TORONTO, CANADA

CANADIAN GROCER, published every Friday. Yearly subscription price, $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

# INCREASE YOUR PROFITS

*Suggest*
*to your customers*
*to use*

# *Borden's*

## — ST. CHARLES Brand —

# EVAPORATED MILK

NO OTHER MILK IS NEEDED

Always ready --- always pure---
Borden's Evaporated Milk is the all-purpose Milk--- a household necessity.
Reduced to the thickness of rich cream.
It is the year round, every day
reliable Milk.

IT IS TRUTHFULLY SAID THAT BORDEN'S IS

*"The Milk that cuts the cost of Cooking"*

The *Borden* Co., Ltd.

MONTREAL VANCOUVER

OWING to the continual advance in the grain, we are forced to make firmly effective, February 1st, the following advanced prices:

| | |
|---|---|
| **Quaker Oats, round or square, 20s** | **$6.50** |
| **Tillson's Oats, round or square, 20s** | **6.50** |
| **Quaker Oats, square, 36s** | **4.85** |
| **Quaker Oats, square, 18s** | **2.42½** |

Until the close of business, January 31st, your wholesaler has been placed in position by us to accept your orders for prompt shipment at the previous basis, namely:

| | |
|---|---|
| **Quaker Oats, round or square, 20s** | **$5.60** |
| **Tillson's Oats, round or square, 20s** | **5.60** |
| **Quaker Oats, square, 36s** | **4.00** |
| **Quaker Oats, square, 18s** | **2.00** |

You will be well advised to protect yourself freely on this offer and in these times we hope that each one of you will recognize, under the circumstances, your obligation to protect your customers also at the old basis, namely, 35c for the large size packages, 15c for the regular size.

We see nothing in the market indications on which to base expectations for lower prices, and we see much that is likely to force a still higher basis upon us.

**The Quaker Oats Company**

Peterborough Saskatoon

Canada

WE are in a position to offer the Canadian Trade large quantities of all varieties and grades of California Dried and Canned Fruits for prompt shipment from our New York and San Francisco Warehouse.

**We solicit correspondence with Wholesale Grocers throughout the Dominion of Canada.**

# J. ARON & COMPANY, Inc.
## NEW YORK

***Canadian Representatives:***

A. T. Cleghorn, Vancouver
Alex. F. Tytler, London
Nicholson-Rankin Ltd., Winnipeg
Lind Brokerage Co., Ltd., Toronto
Hughes Trading Co. of Canada Ltd., Montreal
Henry M. Wylie, Halifax

Representations solicited for the cities of Quebec, Sherbrooke, Charlottetown, The Sydneys, St. John, Ottawa, Hamilton, Peterboro

# JAMS
# MARMALADES
# PEELS

## John Gray & Co., Ltd., Glasgow

**Established over a Century**

**Cable : Lamberton, Glasgow.**
**Codes : A.B.C. 4th and 5th Edition.**

# CONFECTIONERY
# MARZIPAN
# CHOCOLATE

*Agents:*
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

## "The Grocer's Encyclopedia"

This book gives concisely the history of all kinds of foodstuffs from A to Z. Well illustrated by half tones, many of them in color.

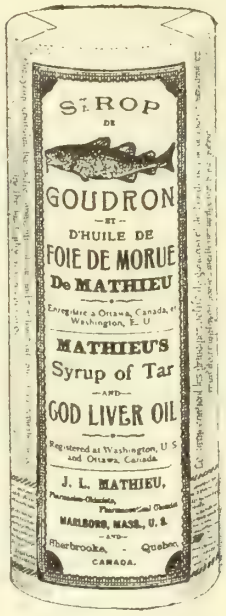
Contains 478 pages.
Is 11 x 9 inches in dimensions and 2 in. thick and well bound.

Gives you the information you want to know about the growth, origin, harvesting, etc., of all domestic and foreign goods sold in grocery stores.

Will assist you and your clerks in buying and selling.

**Price is $10.50**
**Sole Agents for Canada**

**MacLean Publishing Co., Limited**
**143-153 University Ave., Toronto**




## For Your Winter Displays

Feature Mathieu's Syrup of Tar and Cod Liver Oil in your winter displays and ring up a neat profit on this celebrated remedy.

For the most obstinate colds in all stages you will find Mathieu's Remedy the most dependable cold eliminator on the market.

Try a sample order.

**J. L. Mathieu Co.**
*PROPRIETORS*
SHERBROOKE - QUEBEC

# THE BISCUITS OF

# HUNTLEY & PALMERS, Limited

## READING AND LONDON

are renowned throughout the whole world as being the finest that are made, and unequalled both for quality and for keeping properties.

Amongst their greatest favourites are the following :—

| | |
|---|---|
| **BREAKFAST** | The most perfect type of unsweetened rusk. |
| **DIGESTIVE** | Made from selected meal. Short eating, highly nourishing and easily digested. |
| **DINNER** | Especially suitable for serving with soup or for use with butter or cheese. |
| **GINGER NUTS** | Unique, delicious and unrivalled. As popular now as in the days of our grandfathers. |
| **NURSERY** | An excellent food for children and invalids. For many years they have had a large and increasing consumption both in England and abroad. |
| **OSBORNE** | Often imitated — never equalled. Slightly sweet. |
| **PETIT BEURRE** | Favourites even when our parents were young. |
| **TEA RUSKS** | Very delicate and much appreciated at Afternoon Tea. |

***Representatives :***

NOVA SCOTIA and PRINCE EDWARD ISLAND
John Tobin & Co.
Matin Street, Halifax, N.S.

NEW BRUNSWICK
Angevine & McLaughlin
P.O. Box 5, St. John, N.B.

QUEBEC
Rose & Laflamme, Ltd.
500 St. Paul Street West, Montreal.

ONTARIO
The MacLaren Imperial Cheese Co., Ltd.
67 Front Street East, Toronto.

MANITOBA, SASKATCHEWAN and ALBERTA
W. Lloyd Lock & Co.
179 Bannatyne Avenue East, Winnipeg

BRITISH COLUMBIA
Kelly, Douglas & Co., Ltd.
Water Street, Vancouver, B.C.

NEWFOUNLDAND and LABRADOR
P. E. Outerbridge
P.O. Box 1131, St. John's, N.F.

# HUNTLEY & PALMERS, LIMITED
READING AND LONDON, ENGLAND

# CLARK'S CORNED BEEF

Ready to Serve

There is No Waste

Don't wait, Mr. Grocer, for your customer to ask for a can of Corned Beef. Offer her a can of Clark's. Tell her what a tasty and economical dish it is and the saving in labor and worry it will mean to her. She will appreciate your suggestion and the CLARK QUALITY will bring her back for more.

THIS LINE IS PROFITABLE FOR YOU

## W. CLARK, LIMITED
MONTREAL

# A. R. WHITTALL CAN COMPANY, LIMITED

MANUFACTURERS OF
ROUND AND SQUARE CANS FOR MEAT, FISH, FRUIT, MILK, SYRUP, PAINT AND VARNISH, ETC.
LEAD AND PUTTY IRONS

HEAD OFFICE AND FACTORY
MONTREAL

SALES OFFICES
TORONTO
WINNIPEG

MONTREAL

January 1920.

ANNOUNCEMENT TO THE TRADE.

We have appointed Mr. G.A.Willis as District Sales Manager for Ontario with offices and headquarters in Toronto, located at 202 Royal Bank Building, corner King and Yonge Streets.

We have opened this Sales Office in Toronto under Mr.Willis' management with a hope that we will be able to enlarge our business in Ontario and also to give better service to our present customers.

Mr. Willis will call on you in due course and will be in a position to quote you on your Can requirements, and we bespeak for him your esteemed orders which will receive our careful attention.

Very truly yours,

A.R.WHITTALL CAN COMPANY LIMITED.

President.

QUOTATIONS SUBJECT TO IMMEDIATE ACCEPTANCE, AND CONTRACTS TO CONTAIN STRIKE AND ACCIDENT CLAUSES AND TO AMENDMENT OR CHANGES IN CUSTOMS TARIFF OR TO ANY OTHER REASON BEYOND OUR CONTROL

# EUREKA
## REFRIGERATORS

### ECONOMY

The patented Eureka principle of cold, dry air circulation will keep your perishables fresh and firm for a longer period than the ordinary refrigerator, and its saving in ice makes it most economical.

Eureka refrigerators are made to last and their handsome finish and fine display features make them the best buy in the refrigerator world. We are specializing in grocers' refrigerators—there is a system for every need—so send for particulars now. Don't wait till the warm weather comes and refrigerators become a necessity.

**Eureka Refrigerator Co., Limited**
Head Office, Owen Sound
Branches: Toronto, Hamilton, Montreal

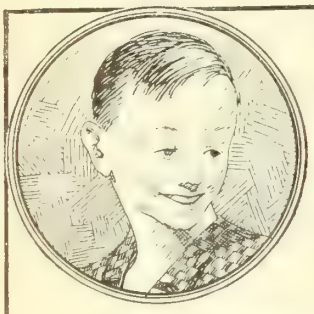
## The Supply That Never Fails

Get your customers into the "Klim habit" and protect them from the annoyance and loss due to a shortage of milk. Point out the economy of using powdered separated milk and the convenience of having a full supply always available.

Urge all present users of Klim to keep an extra tin on hand. This is good business—the more Klim there is in the homes, the more Klim will be used. Result—more sales.

**How is your stock.**

**CANADIAN MILK PRODUCTS, LIMITED**
TORONTO
Winnipeg Montreal St. John



## Want More?
### You Bet He Does!

You will never fill him up—but you can watch him growing daily in health and vigor when you give him plenty of

## *Wantmore*
## PEANUT BUTTER

Economical for so many dainty eatables—make its use regular on your table. It's good for the whole family.

*Your dealer has it, and also "Wantmore" Salted Peanuts*

R. L. FOWLER & COMPANY, LIMITED
CALGARY SASKATOON REGINA

# We create the demand

by consistent and desire-creating consumer advertising. Our extensive campaign running in daily newspapers and farm magazines each day is telling over two million readers about

## WANTMORE PEANUT BUTTER

and why they should specify "Wantmore." Cash in on this vast campaign. Stock up now with "Wantmore" Brand and be sure of good profits and customer satisfaction.

Let us co-operate with you in your local advertising. Electros of such advertisements as shown here will be furnished you free.

# R. L. FOWLER & COMPANY, LIMITED
CALGARY SASKATOON REGINA

# Bring Them Together!

With Satisfaction and Profit For All

NATIONAL BISCUIT & CONFECTION CO., LIMITED, VANCOUVER
NATIONAL BISCUIT CO., LIMITED - REGINA

## The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

## Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

*Your jobber can supply you.*

**NORCANNERS, LIMITED**
STAVANGER, NORWAY
American Headquarters:
105 Hudson Street, New York

Canadian Agents:
C. B. Hart Reg. Montreal
A. S. May & Co. Toronto
Donald H. Bain Co. Winnipeg

## DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

**Our agents are:**

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

**Dodwell & Co., Ltd.**
*Importers & Exporters*
VANCOUVER

## If Herrings Were Silverware!

"Wallace's" Would Be the Sterling Mark

**WALLACE FISHERIES LIMITED**
VANCOUVER

# HOPS

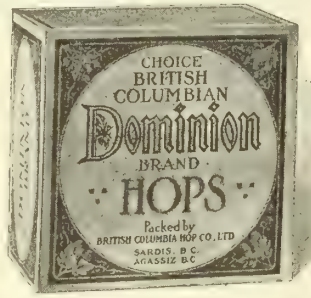
**In Quarter and Half Pound Full and Short Weight Packages**

***BUY DIRECT FROM THE PRODUCER***

**BRITISH COLUMBIA HOP CO., LTD.**

Ranches located at Sardis, Agassiz, B. C.

*Head Sales Office:*
235 Pine Street
San Francisco, California.




**Largest Hop Growers in Canada**

*Write for Prices—Samples*

AGENTS: For Western Canada—Donald H. Bain Co., Winnipeg, Man. Ontario—Raymond & Raymond, London, Ontario. Quebec and New Brunswick—Arthur P. Tippet & Co., Montreal, Quebec. Newfoundland—Globe Trading Co., St. John's, Newfoundland. Nova Scotia—Chisholm & Co., Ltd., Halifax, N.S.



*You can now make a substantial profit on*

# FLAT FISH SOLES, BRILLS

**Specify "Rupert" Brand to Your Wholesaler**

**SPEED UP YOUR FISH DEPARTMENT**

**It can be made the most profitable one in your store.**

Grocers everywhere are awakening to the value and the quick profits to be derived from handling "Rupert" Brand Fish. There is no waste time, no trouble when you handle "Rupert" Brand Frozen Fish. Caught in the clear, cold waters of the Northern Pacific Ocean, cleaned, headed, ready-to-cook and rapidly frozen in

***The World's Largest and Most Modern Fish Cold Storage Plant***

"Rupert" Brand Frozen Fish, Brills, Soles and Halibut will meet with your customers' quick appreciation.

**Retailers East of Winnipeg**
Procure your supply of "Rupert" Brand Fish from Toronto or Hamilton wholesale Dealers.

**Retailers of Winnipeg and Points West**
If you cannot get "Rupert" Brand Fish from your local wholesaler, please advise us.

**TO THE RETAIL TRADE:**
**Should there be any point on the handling or selling of "Rupert" Brand frozen fish, on which you desire information, please write us. We value your co-operation and stand ready to give you all possible support.**

**CANADIAN FISH & COLD STORAGE CO., LIMITED**

**PRINCE RUPERT, BRITISH COLUMBIA**



## *RECOMMEND*

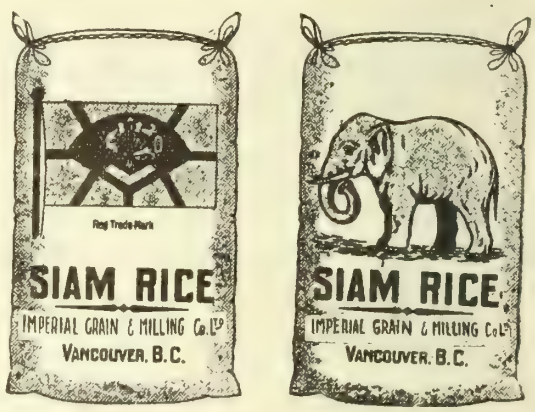
HALL BEST—Extra fancy Sockeye.
HALL RED—Fancy Blueback.
HALL FANCY—Fancy Redspring.
HALL CHOICE—Choice Redspring.
HALL CHOICE—Choice Cohoe.
HALL PINK—Choice Pink.
HALL GOOD—Choice Chum.

# CANNED SALMON

*Or anything with this Trade Mark*

# Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.




We are offering the best value in Rice on the Canadian market to-day.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

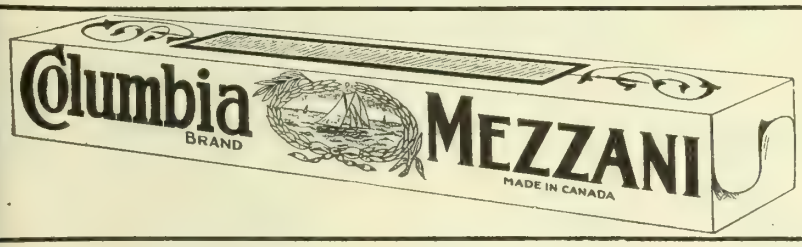
BRITISH COLUMBIA

## Squirrel Brand PEANUT BUTTER

**M. DESBRISAY & CO.**
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line. Our salesmen get results.

**C. T. NELSON**
Grocery Broker and Manufacturers' Agent
105 Hibben-Bone Bldg., Victoria, B.C. In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER.

**PETER LUND & COMPANY**
MANUFACTURERS AGENTS
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
*Interested manufacturers please communicate*
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.




**MACARONI**
The pure food that builds Muscle and Bone at small expense.
*The Meat of The Wheat*
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING
**FREE and BONDED WAREHOUSE**
CAMPBELL BROKERAGE CO
860 CAMBIE ST. - - VANCOUVER

**W. H. Edgett Ltd.**
Vancouver
Canada
Importers — Exporters
Car Lot Handlers: Beans, Nuts, Potatoes

**North West Trading Co., Ltd.**
*Importers of Australian and Oriental Produce*
*SALMON BROKERS*
DOMINION BLDG. VANCOUVER

EVERY MORSEL EDIBLE AND DELICIOUS

NO ONE CAN PACK PILCHARDS LIKE
**"ALBATROSS"**
unless they spend as much time on them as we do

Clayoquot Sound Canning Co., Ltd.
VICTORIA
AGENTS:
**Ontario and Quebec:** Alfred Powis & Son, Hamilton, Ontario
**Manitoba & Sask.:** H. P. Pennock & Co., Ltd., Winnipeg, Man.
**Alberta & British Columbia:** Mason & Hickey
J. L. Beckwith, Victoria, B. C.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

**A. M. Maclure & Co.**
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

**THE McLAY BROKERAGE CO.**
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
*Take advantage of our Service*
WINNIPEG MANITOBA

**ALEX. BAIRD LTD.**
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

**W. L. Mackenzie & Co., Ltd.**
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

**C. H. GRANT CO.**
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

**F. MANLEY**
Manufacturers' Agent
42 Sylvester-Willson Building
WINNIPEG

Mention This Paper When Writing Advertisers.

# Donald H. Bain Co.

## WHOLESALE GROCERY COMMISSION AGENTS

### Herewith are Some Facts on Product Marketing

We have a highly-specialized, keen brained staff of untiring sales promoters. We have your interests at heart, every hour of the day the moment you enlist our services. We have an enviable record of results, with satisfied customers to prove it.

Should you have a product that has not been successfully marketed, we are especially trained to market it in the Western field, in a way that it has never before been marketed—with the paramount of success.

**Get in touch with us.**

## Head Office: WINNIPEG

**Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER**
ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY


**FRANK H. WILEY**
Mfrs. Agent and Importer
Groceries and Chemicals
Bakers' and Candy Manufacturers' Supplies
**533-537 Henry Ave., Winnipeg**

MANITOBA
SASKATCHEWAN

*Wholesale Grocery Commission Brokers*

ALBERTA
WESTERN ONTARIO

## H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

*We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you uncxcelled facilities for marketing your products. Write us now.*

## The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for SERVICE.

**Williams Storage Co.**
WINNIPEG
and
Winnipeg Warehousing Co.

## Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

**Wholesale Grocery Brokers and Manufacturers' Agents**

TRACKAGE
STORAGE
DISTRI-
BUTION

"Always On The Job"

## The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

**As your Selling Agents, we can make a big success of your Account.**

STORAGE DISTRIBUTING FORWARDING

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN CANADA

CHRISTIE'S BISCUITS
AND
ROBERTSON'S CONFECTIONERY

are both marketed in Western Canada by us. Both lines are having big sales.

For the same reason your goods should be among the big sellers.

**Scott-Bathgate Company, Ltd.**

*Wholesale Grocery Brokers and Manufacturers' Agents*

149 Notre Dame Ave., East

**WINNIPEG**

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

**The Regina Cold Storage & Forwarding Co. Ltd.**

**Regina - Saskatchewan**

COLD STORAGE WAREHOUSING CAR DISTRIBUTION

ALBERTA

**D. J. MacLeod & Co.**

Manufacturers' agents and grocery brokers, 1060 One Hundred and First St., Edmonton, Alberta, and 215 Tenth Ave., W., Calgary, Alberta, open for new lines for Alberta. We do detail work.

**B. M. Henderson Brokerage, Ltd.**

Kelly Bldg., 104th St., Edmonton, Alta.

(Brokers Exclusively)

Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables.

**Western Transfer & Storage, Ltd.**

C.N.R. Carters C.P.R.

DISTRIBUTION - STORAGE - CARTAGE

P.O. Box 666, Edmonton, Alta.

Members of the Canadian Warehousemen's Association

WHEN WRITING TO ADVERTISERS KINDLY MENTION NAME OF THIS PAPER

**PACIFIC CARTAGE CO.**

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

*Distribution of Cars a Specialty*

Storage and Forwarding Prompt Service

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

**EL ROI-TAN PERFECT CIGAR**

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

**T. M. SIBBALD & SON**
*GROCERY BROKERS*
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

**MACLURE & LANGLEY**
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

**CRUICKSHANK & GUILD**
Manufacturers' Agents
32 Front St. W. TORONTO

**LOGGIE, SONS & CO.**
Merchandise Brokers
Manufacturers' Agents
*GROCERS, CONFECTIONERS and DRUG SPECIALTIES*
SERVICE | LOGGIE, SONS & CO. | SATISFACTION
TORONTO 32 Front CANADA St. West

**W. G. PATRICK & CO.**
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

**W. G. A. LAMBE & CO.**
TORONTO
Established 1885
SUGARS FRUITS

**H. D. MARSHALL**
*Wholesale Grocery Broker*
OTTAWA MONTREAL HALIFAX

**C. MORRIS & COMPANY**
Importers Exporters
Grocery Brokers
*Head Office:* TORONTO *U. S. Office:* CHICAGO, ILL.

ESTABLISHED 1899

## We Cover the West

SIX BRANCHES with SERVICE that SATISFIES

We have 20 SCIENTIFIC SPECIALTY SALESMEN

Who are anxious to introduce your lines

**W. H. ESCOTT Co.** Limited

WINNIPEG, MAN. | Calgary, Alta.
Saskatoon, Sask. | Ft. William, Ont.
Regina, Sask. | Edmonton, Alta.

Wholesale Grocery Brokers and Importers

*Consignments solicited.* *Write or wire us.*

## Looking Ahead!

WHEN planning for increased trade in the future, don't forget the little things that count.

Often enough it's the QUALITY in a *5 Cent* purchase that leads to a *5 Dollar* sale.

You may be sure that's one reason why the *growing* Grocery Stores sell

# OCEAN BLUE

In Squares and Bags

Order from your Wholesaler

**HARGREAVES (CANADA) Limited**
The Gray Building, 24 & 26 Wellington St. W., Toronto.

Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

QUEBEC

**ROSE & LAFLAMME**
LIMITED
*Commission Merchants*
*Grocers' Specialties*
MONTREAL TORONTO

**PAUL F. GAUVREAU**
WHOLESALE BROKER
Flour, Feeds and Cereals
84 St. Peter Street, - QUEBEC
If you need potatoes wire or write me for prices. Will quote good prices delivered your Station.

**WANTED**
Agencies fo. food products for the City of Montreal, best references.
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

**BRITISH GUIANA**
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
*Manufacturers' Representatives*
41 Robb Street, Georgetown, Demerara, British Guiana
*Exporters:* Cocoanuts, Coffee, Rice, Cocoa.

**EPPS COCOA**
*From now on*
J. C. Thompson Co. Montreal
F. E. Robson Co. Toronto

Established 1889
**HOWE, McINTYRE Company**
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL CANADA

CANADA'S EXPORT TRADE
Should be developed "more than ever"
The above is from a speech by C. C. Ballantyne, Minister of Marine.
Get in touch with Europe's largest buyers through
O. M. SOLMON
Commission Merchant
Importer and Exporter
4492 St. Catherine St. W., MONTREAL

**You Try This**

When you desire any information on matters pertaining to the trade it will be gladly furnished free upon application through the columns of this paper. If you enclose stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

**J. L. FREEMAN & CO.**
*Wholesale Grocery Brokers*
ROOM 122 BOARD OF TRADE BUILDING - Montreal

**AGENCIES WANTED**
For Food Products, Confectionery, etc. For the Dominion. Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

**Manufacturers' Agents**
with an energetic sales force covering all Eastern Canada, selling to wholesalers, want lines of canned goods, jams or any other similar lines on commission basis. Address Dominion Sales Company, 412 Birks Bldg., Montreal.

MARITIME PROVINCES

**GAETZ & CO.**
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

**REX PRODUCTS**
are now being sold in all parts of Canada. Are you selling them?
Rex Cedar Oil
Rex Floor Wax Rex Furniture Cream
Rex Washing Powder
Order from your Jobber or Wholesaler.
REX CHEMICAL CO.
*103 Wellington St., MONTREAL*

| | | |
|---|---|---|
| McDONALD ADAMS WINNIPEG | S. H. MOORE & CO. TORONTO | KING & SOUTHCOT VANCOUVER |
| GAETZ CO. HALIFAX | W. S. CLAWSON CO. ST. JOHN | J. N. DION QUEBEC |

**Dominion Spring Clothes Pins**

An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

**The J. H. Hanson Co., Ltd.**
**244 St. Paul St. West, Montreal**

# The biggest Increase in Sales we have ever had!

THE SALES OF

# "SALADA"

FOR THE YEAR 1919 WERE

## 1,536,789 pounds GREATER

than the sales in the corresponding twelve months of 1918. The nearest approach to this enormous increase in business was in 1912 when the sales exceeded those of the previous year by 1,223,437 pounds.

**The *increase alone* last year represents the contents of**

## SIXTEEN THOUSAND CHESTS OF TEA

**which if placed side by side would reach in a continuous line for nearly *nine miles* and this, please remember, is the INCREASE only.**

Prospects of trade for 1920 are the finest ever. We want them to be of mutual benefit. Unequalled (and unchanging) fine quality, which results (as we give evidence above), in an enormously increasing demand week after week, absolutely fair business methods and a service to YOU that is second to none. What better arguments do you need to persuade yourself?

## SALADA TEA CO. OF CANADA, Ltd.

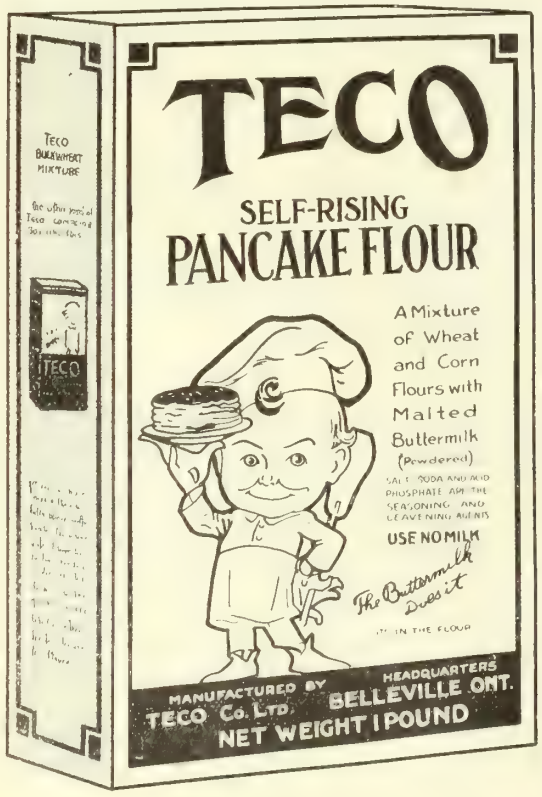
TORONTO : : MONTREAL

# *The "TECO CHAP" Makes His Bow to Canadians*

# TECO
## PANCAKE FLOUR

opens up a big avenue of sales, through grocery stores, which has, as yet, been practically untouched in Canada. Teco Pancake Flour is now made in our own mills at Belleville, Ontario.

Teco Flour has an enormous sale in the States where it is heavily advertised in the leading women's magazines. Such papers as Ladies' Home Journal, Good Housekeeping, Woman's Home Companion have a wide circulation in Canada. Your customers are already familiar with the Teco package and the "Teco Chap," the bright little fellow who distinguishes Teco Flour and makes people ask for it by the trade name. Teco Flour will be advertised in Canadian publications —commencing at once and continuing throughout the year.



**USE NO MILK**

*The Buttermilk Does it*

**It's in the Flour**

Teco Flour is different from other Pancake Flours because it has one unique ingredient—***powdered malted buttermilk.*** That is what gives the appetizing flavor to Teco Pancakes. It adds to the food value, too, and makes them an easily digested food.

Your jobber has Teco Pancake Flour in stock—order a case (30 packages) to-day.

These brokers are distributing Teco Flour to the trade:

**H. D. Marshall—Ottawa, Montreal, Quebec.**

**W. G. Patrick Co., Limited—Toronto and Western Ontario.**

**Kent Brokerage Company, Winnipeg.**

## The Teco Co., Limited
**Belleville, Ont.**

# Many other package teas have come and gone during the 25 years that Red Rose Tea has been gaining in sales and fame.

## Red Rose Tea has stood the test of time, because we put the Quality in at the start and have maintained the standard ever since.

## A time-tested product is a safe one to push.

**Furnivall's FINE FRUIT PURE JAM**

A PERFECT blend of juicy, sun-ripened fruit and pure cane sugar. Their popularity and prestige are to-day rewarding thousands of Canadian grocers with handsome profits and customer goodwill.

## FURNIVALL-NEW
**Limited**

**Hamilton - Canada**

AGENTS—**The City of Ottawa, Quebec and the Lower Provinces with the exception of Cape Breton:** Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. **Ontario:** McLaren Imperial Cheese Co., Ltd., Toronto, Ont. **Manitoba:** A. D. Norman, Scott Block, Winnipeg, Man. **Hamilton:** J. T. Price & Co., 35 Mary St., Hamilton, Ont. **Cape Breton, N.S.:** O. N. Mann, Turnbull Bldg., Sydney, N.S. **Saskatoon:** Gilbert Stroyan, Saskatoon, Sask. **Newfoundland:** E. J. Godden, St. John's, Newfoundland.

## We want to send you a show card like this

Just mail a postal card to-day. We'll promptly send you this attractive showcard to help you increase your sale of Colman-Keen Products.

*Canadian Agents:*

MAGOR, SON & CO., LIMITED, 191 St. Paul Street, MONTREAL

TORONTO BRANCH: 30 CHURCH STREET

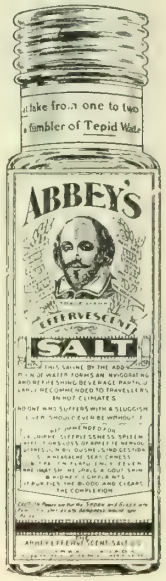
# Abbey's EFFERVESCENT SALT

Makes Life WORTH LIVING

## Every Grocer Will Benefit

by the big advertising being done for ABBEY'S SALT. All the leading papers and magazines are carrying this advertising. Cards in the street cars constantly remind the buying public of this popular Saline. So that every grocer who handles Abbey's Salt—benefits by this publicity.

Stimulate sales by keeping up your stock; by making window displays; by having Abbey's Salt on the counters to catch the eye of every customer. How is your stock of Abbey's Salt right now?




**The Abbey Effervescent Salt Co., Montreal**

CANADIAN GROCER

Vol. XXXIV. TORONTO, JANUARY 16, 1920 No. 3

# Grocers Protest Against Sugar Price Before Board of Commerce

## Deputation Asks That Grocers be Allowed Twenty Per Cent. on Cost Price. Margin of Profit With Present Fixed Price Ruling is Almost Negligible—Grocers Think Selling Figure Should be 18 Cents Per Pound at Present Cost

OTTAWA, Jan. 14 (Special).—W. C. Miller, of Toronto, secretary of the Ontario Retail Merchants' Association, with representatives of the Dominion board of the Retail Merchants' Association, waited upon the Board of Commerce here this morning, and asked to have the recent order of the Board, setting the retail price of sugar at 16 cents, rescinded. It was pointed out that with the present wholesale quotation of sugar on the basis of $14.50, Montreal delivery, and $14.71, Toronto basis, the margin of profit was so slight as to be almost negligible. A profit of twenty per cent. on the cost price was considered by the deputation as fair. The selling price, they believed, should not be deducted on the ad valorem basis. Allowing 20 per cent. on the present cost price would mean that the consumer would have to pay 18 cents per pound for sugar, figured on Toronto basis. The matter is now in the hands of the Board of Commerce.

The waiting of the deputation on the Board of Commerce was the outcome of a resolution passed at a largely-attended meeting of the Toronto Grocers' Section of the Retail Merchants' Association Monday evening, protesting against the fixed price of 16 cents per pound for sugar.

The new order of the Board of Commerce with regard to the price at which retailers must sell sugar still further reduces the percentage of profit permitted by the previous order, when a cent a pound was allowed. In handing out the order, the Board gives a review of the situation, which makes it necessary for them to issue a positive order that sugar must not be sold by the retailed for more than 16 cents per pound. European and United States buyers, the Board holds, are bidding against one another for the available supply of raw sugar, and supplies of the raw sugar are rapidly being exhausted. Canada's six refineries have made partial purchases of raw sugar for January, February, and March deliveries, and these are now beginning to arrive. A relative difference has ensued between the prices paid by one refinery and another, and with six refineries, the Board saw that it was impossible to maintain six different prices for sugar at the same time, as would result from the maintenance of the existing profit limitation order. The result would be a run on the refinery which would sell cheapest, and then that refinery must close down or buy sugar "at the market." This would entail 15-cent sugar for one half of the month and 20-cent sugar for the other half.

### The Board's Order

"So this Board," so read the order, "of its own motion, faced with the immediate prospect of 18-cent sugar upon the reopening at once of the refineries, which will then be manufacturing the expensive new crop sugar, is compelled to meet the situation with a positive limitation of the retail price at 16 cents a pound. The Board, which has only a profit-fixing as distinguished from a price-fixing jurisdiction, declares that it will hold that sales at a higher price than 16 cents a pound include unfair profits. The refiners and wholesalers are directed to sell at prices which will enable the retailers to resell at 16 cents per pound. The wholesalers and refiners will have to mutually arrange so that the retail price can be kept for three months at not higher than 16 cents.

"The Board is satisfied that refineries, wholesalers and retailers can all so arrange that, with fair profits to each of them, the retail price at 16 cents can be held for the next three months. If conditions improve, there can be a reduction made. The Board reserves the right to re-open the order for this purpose."

### How It Works Out

The working out of this new order does not take into consideration the higher cost of handling sugar the farther the retailer is from the point at which he purchases his supplies. He must sell at 16 cents a pound, no matter where he is; at least, he must not sell for more than that. Formerly, he was allowed a cent a pound profit. In Montreal the retailer will pay about $14.50 per hundred; he will sell at $16.00 per hundred. In Toronto he will pay about $14.74, and sell at $16.00. In London, the retailer will pay about $15.00, and sell at $16.00. And the farther he gets from Montreal, the more will he pay for his sugar and the less profit he will make. The profits are increased in certain localities and decreased in others.

Moreover, the margin of percentage is reduced. Whereas a retailer formerly made one dollar on $12.41 in Toronto, for instance, he now makes only a little more than that on $14.74. In Montreal the retailer is making about 9 per cent. profit; in Toronto, about 8 per cent., and in London, about 6¼ per cent. And it costs between 15 and 18 per cent. to do business.

This order does not meet with the approval of the Montreal retail grocery trade. The spread between the cost to the buyer, namely, $14.50 delivered, Montreal basis, and the fixed retail price of 16 cents per pound does not provide enough margin to make the handling of sugar profitable, and investigation reveals the fact that the margin is altogether too close.

### Costs More to Handle

In a general way the Montreal trade points out that the present cost of handling sugar is greater than it was at any time in the past. This is a fact which does not appear to have been taken into consideration by the Board of Commerce in making the price to the consumer 16 cents. Even under normal conditions sugar has not been a big profit yielder, and there has been little or no return on the investment. Under the

new ruling the retailer suffers considerably and in one particular he suffers more than any other factor handling sugar, between the producer of the cane and the consumer. That is to say, the average consumer buying sugar at the grocery store places the onus of responsibility upon the retailers who has had nothing whatever to do with increasing the price of this commodity. Some will accept his logical and reasonable explanation, but many will not, and will conclude that the retailer is responsible for the higher prices.

### Costs 2 Cents to Wrap 7 Pounds

"The necessary string and paper required to wrap up seven pounds of sugar is exactly 2 cents," said the manager of the grocery department of one of Montreal's biggest stores to CANADIAN GROCER. "When one takes into consideration the higher cost of paying the man who ties up the sugar and the man who makes the delivery, it is a simple matter to see how little the grocer can make under the new basis. To obtain a fair profit and a reasonable one, the grocer would be obliged to sell at from 17 to 18 cents per pound. Even at this price profits would not be more than 20 per cent., which would not be excessive."

### Never Was Profitable

Dionne and Dionne, of Westmount, Que., stated that there never has been much money in selling sugar. "When we paid 4 to 5 cents a pound for it we were able to get a cent profit on it, and now we get less than 1½ cents profit per pound on an investment more than three times as great, while the refiners will now get 2½ cents over the previous price of $12 per cwt."

"Sugar has been very unprofitable to handle, nearly always, and yet we must handle it or people will go to the man who does," said Mr. Isebell, accountant for this firm. "The grocer should be allowed enough profit to cover his overhead charges, and this would mean that we should get at least 18 cents per pound, with prices to us what they now are."

With regard to yellow sugars, Mr. Isebell stated that the public would not buy these, as a rule, and it was difficult to persuade them to take these even when the regulations of last year were so severe.

### Should be Cent Higher

John Robertson & Son, St. Catherine Street, Montreal, pointed out that the spread between the wholesale price and that charged to the consumer is ridiculously small. "I think it is absurd," was Mr. Robertson's comment, when asked his opinion by CANADIAN GROCER.

"When sugar was costing us 4 cents a pound we retailed it at 5 cents, giving us a spread of 1 cent a pound. To-day we have to pay $14.55, or three times the old price, with virtually the same profit in cents as we had on the small investment. In addition to this, instead of having the old cost of doing business, it costs us fully double what it did in 1914. We have about the same number of employees, but we have to pay them about double the salaries.

"It is only because of the advancing of markets that the grocer is enabled to keep going well, for, under present conditions, while the turnover is a very large one, the ratio of profit is much smaller than it was. If the price of sugar had been made 17 cents it would have been much fairer," concluded Mr. Robertson.

One retailer on St. Catherine Street stated that customers reported that they could purchase refined sugar from a neighboring grocer at 15½ cents per pound, and that this appeared to them to be unfair.

**REFINERS' POSITION**

**F. G. O'Grady, general manager of the Atlantic Sugar Refineries, Ltd., stated that an advance of $2.50 per hundred had been put into effect over the former basic price of $12 per hundred, this bringing the price to $14.50 per hundred. This advance was occasioned by the increased price by which it was necessary to pay for the raw material of the new crop, increased cost of refining, and other items.**

**Mr. O'Grady pointed out the advantage of the Canadian sugar situation over that in the United States where, in New York, it is now retailing at 17½ cents per pound with little being offered, and the market constantly waxing stronger. This in spite of the fact that Canadian refiners have to pay 37 cents more duty and 25 cents more freight charges than do those of the United States. This, he explained, was due to the fact that Canadian refiners beat United States and European buyers to the Cuban market about three months ago, when the market was much lower. He stated that the Cuban producers have disposed of about half of their new crop, and are now holding out for the more attractive prices being created by the American markets.**

### Cannot Clear Expenses

It is unquestionably evident that refined sugar must be sold at a distinct loss, if the 16 cent price obtains. This is the opinion of many.

Walter Paul, Ltd., University Street, Montreal, reports that there had been difficulty in selling the soft or brown sugars, and that, owing to the necessity of taking certain quantities of these from the refiner or jobber, it caused the retailer anxiety owing to the difficulty of making disposition of them. Also, because of the shortage of sugars that the consumer will buy, namely, refined, the grocer cannot secure the greater turnover that would result could these sugars be obtained. In other words, the same overhead expense is required to sell a limited tonnage as would be required to sell much more. With 10-pound paper bags costing one cent each, and twine nearly 70 cents, and all operating costs much higher, it was readily seen where the small margin of profit went.

A price of 17 cents, Mr. Paul thought, would have been conservative.

### Profits Too Small

"There isn't enough profit in selling sugar," said R. Barron, of Robert Barron Ltd., Yonge Street, Toronto, to CANADIAN GROCER, when asked for an opinion on the new order of the Board of Commerce. He pointed out, moreover, that profits differed in different localities. "They pay $14.54 in Montreal and $14.74 in Toronto, yet both sell for the same price," he said.

"It doesn't pay to handle sugar on that basis," said Mr. Simpson, of F. Simpson & Son, Yonge Street, Toronto. "In the United States they allow the retailer 2½ cents a pound; they buy at $14.75 and sell at $17.25. It is not enough for us to make when we have to deliver the sugar. I understand that that price is for cash and carry, and that some of the merchants are selling higher than 16 cents a pound if they deliver sugar. However, we are selling at 16 cents a pound. When people read in the papers that we are supposed to sell at 16 cents and if we ask more for it they think we are holding them up."

### London Grocer's Opinion

A London grocer stated that, according to the order as it appeared in the daily papers, it was very unfair to the grocers over the whole of Canada who have to pay a higher freight rate on their sugar. He figured out that sugar would cost 30 cents more in London than in Toronto on account of the longer freight haul. This would bring the cost of sugar up to 15 cents per pound, and as he had to sell at 16 cents per pound it meant only 6¼ per cent. profit, whereas the cost of doing business was between 17 and 18 per cent. He further pointed out that grocers in business further away from Toronto and Montreal would make still less gross margin. His opinion was that the Board of Commerce did not take this important factor into consideration nor apparently did they take into consideration that sugar would advance as much as it had, which would place it on a basis of 15 cents per pound to the retail trade in London.

## B. C.'S SALMON PACK

The total salmon pack of the Fraser River this year was 158,718 cases, according to a statement of the pack for British Columbia just issued by Mr. W. D. Burdis, secretary of the Salmon Canners' Association.

The Fraser River pack was composed of the following varieties of salmon: Sockeye, red springs, pink springs, white springs, blue backs, steelheads, cohoes, pinks and chums.

The total British Columbia pack was 1,393,156.

# Hard to Get 100 lbs in Sales of Broken Lots

## Interviews With Merchants in Different Parts of the Country Show That It is Practically Impossible to Get 100 Pounds of Sugar From a One Hundred Pound Sack, Selling in Small Amounts—Loss is Encountered in Weighing

### PREFER SALES IN 10 AND 20-POUND SACKS

**While it is evident from the accompanying interview, that sugar, particularly since there has been such a stringency, sells mostly in 25 and 50 cents' worth at a time, yet the feeling among grocers appears to be fairly general that they would prefer to sell it in the ten and twenty-pound bags. In sales of this kind they claim there is a possibility of some profit, but in the weighing out of 100 pounds of sugar, from a one-hundred-pound sack, it seems impossible to obtain that amount. In the case of the ten and twenty-pound gunnies, too, the selling costs of the grocer are reduced, according to general opinion of retailers. Taking into consideration the advancing prices of paper bags and twine, sales of sugar in the packages and the gunnies are, retailers urge, likely to be more profitable. One grocer says, for instance: "There doesn't seem to be any doubt about it that the grocer is right who says he can make more money selling ten and twenty-pound bags of sugar than he can by selling 100-pound sacks in broken lots.**

**"On account of the increase in the price of paper bags and other expenses, can you make any money at the present time and still observe the order of the Canadian Food Commission?"**

**"Can you sell 100 lbs. out of a sack for which you have paid at the rate of 100 lbs. net?"**

**"Are you making any net profit on sugar?"**

**"How do you sell most of your sugar — in bulk such as quarter's worth, half dollar or dollar's worth; or in two and five-pound packages or unopened bags of 10, 20 and 100 lbs.?"**

**"Do you ever lose any sugar by accident in delivery when sent out in paper bags?"**

These were among a number of questions submitted to a number of Canadian retailers in different provinces of Canada recently by CANADIAN GROCER. Their replies will prove very illuminating reading for the entire trade as they present many ideas on the sugar question and on the best methods of selling sugar to make the most out of it.

Let us look at their replies:

**Heuther and Todd, Guelph, Ont.**—"We are not making any profit on sugar. We are selling most of our sugar in ten and twenty pound lots, and by the quarter's and half dollar's worth. One cent per pound does not pay the cost of handling sugar. At least 20 per cent. profit should be allowed. The only way to make money in selling sugar is disposing of it in ten, twenty or 100-lb. lots. One hundred pound bags weigh exactly 100 pounds, and not a quarter of a pound over. In weighing the sugar out in 25 and 50 cents' worth at a time, we always find the 100-lb. bags to run short from one to one and a half pounds. Every merchant must give full 16 ounces to the pound."

**Lewis A. Kreig, Preston, Ont.**—"I don't make a cent on sugar. I sell quite a bit of sugar in the 100-lb. sacks, but a great deal is also sold in 25 and 50 cents' worth at a time. The 5-lb. cartons sell fairly well. Profit on sugar should not be less than two cents per pound.

**Schell Bros., Co., Kitchener, Ont.**—"We are not making any profit on sugar at the present time. Selling it in 25 cents', 50 cents' and a dollar's worth at a time, there is a certain amount of waste in handing, and it is hard to get 100 pounds of sugar from a hundred pound sack. Packaged goods costing more wholesale, people buy or prefer it in bulk."

**Always a Loss in Weighing**

**W. E. Preston, Midland, Ont.**—"To the first question I answer an emphatic 'no'. We sell most of our sugar in small lots, from two to five pounds. In the packages we sell in five and ten pounds. There is always some loss in weighing the bulk sugar. The margin of profit should not be less than 2½ cents per pound. More profit could be made out of sugar if put up in packages, as it would do away with waste."

**John Nott & Son, Dunnville, Ont.**—"We do not make any money on sugar. Sales of sugar range from 25 cents to $1 at a time. We don't think it possible to get 100 pounds of sugar, selling it in bulk from a 100-pound sack. Two cents a pound on sugar barely pays the cost of handling it. We believe we can parcel sugar into ten and twenty pound lots for less than the extra price charged by refiners, but for delivering the packages and small bags, assuring the customer getting the sugar in much better condition, the latter are the best."

**W. R. McCaw, Toronto, Ont.**—"I am not making anything on sugar with most sales in bulk. In the first place we sell it mostly 25 cents' worth at a time; secondly, 50 cents' worth, and thirdly, $1 worth. In packages we sell the 20-pound bags mostly. At least 1½ cents profit should be allowed. We can do better by selling sugar providing the Board of Commerce allowed us a reasonable profit in bulk. The majority of people ask for 25 and 50 cents' worth at a time. They do not ask for so many pounds. In this way we make our profit and weight accordingly. Whereas in packages, in Toronto, the large stores try to make sugar sales an advertisement by selling the 5, 10 and 20-pound sacks at cost, and having such merchants in your midst you have to do likewise or see your customers running to the cheap man."

**Should be in Sacks or Cartons**

**H. E. Cooke, Forks Road, Ont.**—"I sell most of my sugar in small lots and I am not making any profit. There is always a certain amount of waste in handling sugar. I think if sugar was put up in 5, 10, 15 and 25-pound sacks or cartons it would do away with all the waste that is attached to it now. It would be easier handled, and time and expense in wrapping would be saved."

**Loss in Every Bag**

**D. H. McIntyre, St. Thomas, Ont.**—"I sell most of my sugar in bulk. There is no profit in handling it. There is so much waste in weighing sugar, and if it gets damp it sticks to the bag, so that it is impossible to get 100 pounds out of every sack. With only a cent margin there is no profit. Two cents is necessary to make anything on it. We have tried selling sugar both in packages and in bulk, and I believe the packages are the most profitable."

**A Profit Only in Bulk Sales**

**R. B. Hamilton, Milbank, Ont.**—"We make a profit on sugar only when selling it in 100-pound bags. Bulk sales are largely for 25 cents' worth. Selling sugar in bulk is a loss as you can't get 100 pounds to a sack. I think there should be a margin of two cents per pound on small lots, and one cent per pound on sales of 100 pounds. I think the bulk way of selling, however, is best, as the packages cost more than paper bags."

**Albert S. Chrysler, Brantford, Ont.**—"I don't make any profit on sugar, and I sell it mostly in small lots. I can weigh 100 pounds of sugar from a 100-pound sack. I make more on bulk sugar because some retailers sell 20 and 100 pound bags as specials; that means they practically give it away. Most customers ask for 50 cents' worth and leave it to the merchant to give them all possible."

**F. Freeman, Haliburton, Ont.**—"I don't

make any profit on sugar. Sales are largely in 2 and 4-pound lots, and selling it in this way there should be at least a 3 cent margin. I would like to see sugar sold in ten and twenty-pound lots if this standard was generally adopted by the trade."

**Sugar Leaks From the Bags in Transit**

**Jno. Mayhew, Renfrew, Ont.**—"I find, after drawing sugar, that there will be some in the bottom of my wagon, and I can never get 100 pounds in a bag. I would much rather sell by packages but we cannot get our customers to buy that way. I expect they think they are paying for the package. There is no profit in sugar at the present time."

**Prefers Selling Sugar in Original Package**

**J. J. McKenzie, Fort William, Ont.**—"I have for some time been pushing sales of sugar in the original packages, and believe I am doing a more satisfactory style of business than otherwise. There is absolutely no loss through broken bags of sugar, filtering through barrel cracks, or coarse jute bags. Time is worth more now than it has been, hence I can put up sugar orders in about one-fifth the time taken in parcelling. There should be at least 1½ cents profit."

**J. McKellar, Galt, Ont.**—"I make 80 cents gross profit on 100 pounds of sugar. I sell it mostly in lots worth 25 and 50 cents. In the packages the 5-pound cartons and the 10-pound bags sell the best. It is difficult to get the 100 pounds from the 100-pound sacks as there is always a certain amount of waste in weighing and spilling. There should be a profit of at least a cent and a half per pound. It would be better to sell sugar in packages of ten and twenty pound bags, then you could get away from the time of weighing and the loss of spilling and overweight."

**Should Have at Least 1½ Cents on Sugar**

**J. R. Roper, Milton, Ont.**—"I sell sugar largely as the people ask for it, 25 and 50 cents' worth at a time. The profit is very small, if any, on sugar. I consider a cent and a half the least profit a grocer should have on sugar. I have never handled sugar in packages. I have always thought there would be a waste from broken packages on account of them not being properly sealed."

**A. D. Parsons, Midland, Ont.**—"It is absurd to talk about sugar paying a profit with a cent per pound allowed on it. This represents a fraction over 8 per cent., when all business men know it costs from 15 to 20 per cent to carry on business. It pays better to sell sugar in 10 and 20-pound sacks as there is no loss, except of handling it for less than it costs to do business."

**Believes Profit Should be 2½ Cents per Pound**

**J. Girard, Richmond, Que.**—"There should be 2½ cents allowed on every pound of sugar. The packaged sugar is certainly the most profitable. I never could get 100 pounds of sugar from a 100-pound sack. There is always a lot of it sticks to the bag."

**Bray Bros., Sherbrooke, Que.**—"We sell practically all our sugar in bulk, but we are making no profit on it. Sales are usually from two to five pounds. Profit on sugar should be from two to two and a half cents per pound. If sugar was plentiful we would prefer handling it in 10 and 20-pound cotton bags, but on account of the present scarcity we are obliged to cut customers' orders down to two and five pounds, otherwise it might be handled on a smaller margin of profit."

**H. H. Quay, Ltd., Victoriaville, Que.**—"We are not making any profit on sugar. We sell most of it in bulk. Two cents a pound is necessary to guarantee against loss. We think selling sugar in 10 and 20-pound bags would be more profitable than selling sugar in bulk."

**Cecil H. Burt, Fredericton, N.B.**—"There is no profit in sugar selling it in bulk at the present time. There is always a certain amount of loss in handling it. We should get a 2 cent per pound profit. There is certainly more money in selling sugar in packages because we sell it one cent above refiner's price, which includes cost of package. There was an article in CANADIAN GROCER recently that was not a bit overdrawn, where a man claimed it cost him five cents to sell one pound of sugar retail, figuring his time, putting it up, etc. Of course we could put it up in 2-pound, 5 pound, or 10-pound packages in the same time."

**M. H. Hastey, Kazubazua, Que.**—"There is more money in selling the sugar in packages. At present there is no profit in sugar, selling it in small lots. There is always a certain amount of waste in handling. A two-cent margin on sugar should be allowed."

**Should be 10 Per Cent. Profit**

**G. T. Wales & Son, St. Andrew's E., Que.**—"There should be at least 10 per cent. profit on sugar. We are making a profit on sugar and our sales are mostly in bulk, in lots of from two to five pounds. There is a certain amount of carelessness in weighing that makes it impossible not to have some loss on a sack of 100 pounds."

**Ryan Bros., Truro, N.S.**—"We sell most of our sugar out of barrels. We buy in large quantities and find the stock keeps much better in barrels. The barrels bring thirty cents each, and our clerks put up five and ten-pound sacks in spare time. This seems to work out better in our business. On sales of small lots there should be a profit of two cents, 1½ cents on ten-pound lots and 1 cent on 100-pound sacks."

**W. P. Noselv, Dartmouth, N.S.**—"I am making very little profit, if any at all on sugar. Sales of sugar in my store are for amounts from one pound up to 10 pounds. Sugar cannot be handled profitably under 15 per cent. I find my customers prefer to have the sugar in bulk, and the majority of them buy in only small quantities."

**S. S. Harrison, Campbelltown, N.B.**—"We are making no profit whatever on sugar. We are selling it mostly in bulk, in ten and twenty-pound bags. There should be at least 20 per cent. allowed on sugar. I would prefer selling in packages in 10, 20 or 100-pound bags, and particularly 100-pound bags, with a profit of 50 cents per bag. When it comes to retailing sugar in from 2 to 10-pound lots at one cent per pound profit, I am out of it. I would like to get it otherwise. Another reason I prefer the 100-lb. bag is that when sugar is scarce you can deal it out in small or large lots as the situation requires. Last year I received a considerable amount of ten and twenty-pound gunnies, and when sugar was scarce and I could not get the 100-lb. bags I had to open twenty-pound bags to tie up small lots of 25c and 50c which was to my disadvantage, as I had to pay a premium to get it that way."

"I think the Government very unfair to the retail grocers, as when all classes of labor receive higher wages they single us out and ask us to handle sugar at a loss. Why do we have to handle sugar at a loss to ourselves any more than any other merchant should handle part of his goods at a loss? The grocers are not making nearly as good a percentage on their goods as they did a few years ago, whereas rents are higher, wages are higher, fuel is higher, telephone, stationery, paper and paper bags, twine and equipment are all two or three times the price they were a few years ago."

**W. A. McMaster, Havelock, Ont.**—"I am not making any money on sugar. I sell it mostly in bulk in 25 and 50 cents' worth at a time. I can't weigh out 100 pounds of sugar from a 100-pound sack. There is a certain amount lost in weighing, and some sticks to the cotton bags. There should be a profit of two cents per pound. I think, perhaps, we could make more selling in packages and small bags as there would be no waste whatever, and whatever profit there was we would have."

**J. McCarthy, Galt, Ont.**—"I am not making any profit on sugar at the present time. I am selling it chiefly in bulk, in two and four-pound lots. There is too much handling of sugar in this way, thus creating a loss. Two cents per pound should be allowed. Taking into consideration the labor in handling sugar in bulk just now, and also the cost of bags, twine and accidents in delivering. I think it is more profitable in cotton bags."

**White & Co., Woodstock, Ont.**—"We are not making any profit on sugar at the present time. We are selling it mostly in bulk, 25 and 50 cents' worth at a time. We find the loss amounts to half a pound in a 100-pound sack. The profit should be two cents per pound gross. We make more money on bulk sugar than 10 and 20-pound bags. The latter cost from 40 to 60 cents per cwt. more, and retail at a lower price per pound. We can put up sugar in paper bags (10 and 25 lbs.) for less than the cotton bags cost us."

(This discussion will be continued in our next issue).

# Macaroni Grows in Use in Canada

## Interesting Process of Manufacture Described—Special Flour Made From Manitoba Wheat is Utilized for Macaroni—The Various Products Related to Macaroni—No. 2 of Series

IN the past few years the sale of macaroni has greatly increased in grocery trade, and with the end in view of letting the average grocer know something of what macaroni really is, and make him conversant with the manufacture of the same, this article is written. There are people who think that macaroni is the stalk of a plant, and that it is gathered with the reaper the same as wheat and other grains. Macaroni has been made for centuries, and is richer in gluten than bread. Although macaroni is generally a typically Italian food product, and while undoubtedly the credit for appreciating the food value of macaroni belongs to Italy, history points to the Chinese as the inventors, and the Germans are credited with having first introduced it into Europe. It is said that it is from the Germans that the Italians first learned of the product and how to make it. Before Columbus made his famous voyage, macaroni was well-known throughout Italy. It was later introduced into France with great success and it was introduced into England by travellers from the continent, in the time of Queen Elizabeth. However, it never became a popular dish there as it found its way only into the homes of the wealthy, although in late years, its consumption has greatly increased throughout England.

### Italians Lead in Manufacture

In the United States there was not a marked demand for macaroni until 1880, at which time the goods sold were mostly imported. Almost all of the macaroni then manufactured in America was made of flour and for that reason was inferior to the imported goods. The Italians have from the first excelled, and lead, not only in the manufacture of macaroni but in the consumption of it. Italy has retained that pre-eminence until within the past decade, when the United States and Canada has taken a leading place as a manufacturer of this ever increasingly popular food. The Japanese claim that macaroni was manufactured and consumed in Japan hundreds of years before it was credited to China. The Japanese are particularly partial to the small or fine type of macaroni known as vermicelli, cut in lengths of six to ten inches and tied in bundles. The peculiarity of this Japanese macaroni is that it is flexible, while other varieties are brittle.

### Hard Wheat Flour Essential.

The essential matter in the manufacture of macaroni is that the flour from which it is made must be from very hard wheat containing a maximum percentage of gluten, hence the wheat known as typically "macaroni wheat" is a variety of hard wheat, that contains a very large percentage of gluten. Some of the superior sorts of macaroni have been made however by blending the various grades of wheat. In Italy among the varieties used is that called taganrog, a hard variety of Manitoba wheat, which is raised not only in Russia but from Russian seed in Southern Italy and France. In Canada, the flour for macaroni manufacture is made from Manitoba wheat, and also some kinds are made from goose wheat, which corresponds to Durum wheat, brought to America from Southern Russia, and grown in the United States. Goose wheat, as it is popularly known, obtained its name from the peculiar way in which it was discovered. It was found in the crop of a wild goose that was shot down by the man who discovered this particular wheat, and because of the circumstances decided to call it goose wheat.

### Process of Manufacture.

By the original process of manufacture first practised in Europe, the wheat was first soaked in water, dried by artificial heat, ground and sifted, both the husks of bran and a considerable percentage of starch flour thereby being separated, leaving a coarse meal high in its percentage of gluten and corresponding quite closely to middlings, sold in our markets as farina and consumed as a cereal. In modern manufacture, closely ground flour from this particular Manitoba or goose wheat is moistened with the smallest possible quantity of boiling water and thoroughly mixed by machinery until it becomes a smooth and tough dough.

It is then kneaded in a special machine, the completed dough going into the cylinders of the press where tremendous hydraulic pressure is brought to bear upon it. It is slowly forced out through small holes in the plate at the bottom of the cylinder. Following a process in which they are cut or shaped in the various ways in which they are turned out, the long pastes are put over canes or poles for the purpose of drying, while the others are put upon screens. When sufficiently dried they are fully inspected, sorted, weighed and packed. In Italy the drying takes place out of doors, but in this country, that is impracticable, and special drying rooms or kilns are required. In drying out of doors great care has to be taken, for if the air becomes too moist, the entire lot of macaroni may be ruined by mildew or souring. If the weather is too hot, it may spoil by over rapid drying, resulting in cracking or damage to its texture.

### Various Macaroni Products.

The various products related to macaroni, such as spaghetti, vermicelli, noodles, elbow macaroni and alphabets, are all made from the same materials made into a dough, but passed through different moulds and presses. Noodles are made from semolin but have eggs added.

## SUGAR CONSUMPTION IS 94.95 POUNDS PER HEAD

### Above is the Amount of Sugar for Each Individual in the Dominion—Ontario, However, Has Heaviest Share

Ottawa.—The per capita distribution of sugar in Canada during the year 1919 was 94.95 pounds, and of this amount Ontario had the heaviest share, with 130.8 pounds per capita for her 2,820,000 people. Quebec, with 2,326,000 people, consumed only 68.98 pounds of sugar per capita, and this is thought to be chiefly due to the increased development of the maple sugar industry in the province.

The figures were issued by the Canadian Trade Commission, and are based on population figures supplied by the Bureau of Census and Statistics. They show that while in 1919 there was no control over the distribution of sugar the refiners treated all provinces fairly equally.

Ontario, New Brunswick, and Manitoba, which figure as the heaviest sugar users in the following table, use large quantities for the manufacture of candies and soft drinks.

The distribution and population by provinces follows:

| | Pop. | Dis. pounds |
|---|---|---|
| Nova Scotia | 515,761 | 80.09 |
| P. E. Island | 84,738 | 40.42 |
| New Brunswick | 368,760 | 110.81 |
| Quebec | 2,326,328 | 68.98 |
| Ontario | 2,820,000 | 130.80 |
| Manitoba | 553.860 | 106.78 |
| Saskatchewan | 647.837 | 71.13 |
| Alberta | 496.525 | 84.78 |
| Brit. Columbia | 918,660 | 72.71 |
| Totals | 8,545,566 | 94.95 |

Manitoba, Saskatchewan and Alberta population figures are accurate 1919 figures, while in the case of the other provinces they are the official estimates in each case.

# Invites Custom and Builds Sales

## Increases coffee sales 20 per cent. by advertising. Interesting information interestingly told the feature of this advertising.

Some New Biscuits
Came in the last of the week. It has been so hard to get anything new that we have great pleasure in asking you to come in and see these Several of these varieties are chocolate coated and are perfectly delicious. One in particular—a fruit cake cut in small squares and then coated with chocolate—appeals to all who try it.
Mixed Biscuits, 30c lb.
Mixed Biscuits, 35c lb.
Mixed Biscuits, 40c lb.
Mixed Biscuits, 50c lb
Rich Fruit Cake, 50c lb.
Our Vegetable Department
Has really been doing very well In spite of the dry weather we have been able to give our customers a good selection of nice fresh vegetables as well as fresh fruits. There's no doubt that being able to get fresh vegetables just when you want them is a convenience that is much appreciated You can buy here in perfect safety from day to day. Lettuce, Cabbage, Beets, Carrots, Beans, Peas Onions, Melons Tomatoes Corn, Cucumbers.
H. Malcolmson

"THE next worse thing to closing your doors, would be to stop advertising," remarked Hugh Malcolmson of Chatham, Ont., to CANADIAN GROCER, recently, and that, tersely, sums up the value that Mr. Malcolmson places upon his daily insertion in the local newspaper. He is thoroughly alive to the fact that advertising, if it is of the right sort, is a real asset to the business of any merchant. Mr. Malcolmson had advertised in the Chatham papers for a number of years, and he is absolutely convinced that it has been a feature well worth while in the daily conduct of his store. Day after day he has seen direct results of his advertising, and when he says that the next worse thing to closing his doors altogether, would be to stop advertising, he backs his statement up with concrete examples of just what advertising has done for him, in increasing his yearly turnover. It is not a spasmodic thing with Mr. Malcolmson, this matter of newspaper advertising, but is carried on regularly throughout the year, with considerable time and attention directed to its preparation.

### The One Column Idea

Mr. Malcolmson restricts himself to the one-column idea, and scarcely ever exceeds the column width, and about a quarter of a column in length. By following such a course, he believes it simplifies his advertisement, saves him time required in the preparation of large ads., and results in short, snappy matter, being sent to people from day to day. He always has the same position in the paper. He changes the copy every day. It may be the same subject on more than one occasion, but it is always treated from a different angle. He is particularly careful that the matter never becomes stereotyped by long continued use, as he believes that it is necessary to maintain the interest of the public, if advertising is to prove valuable to merchandising. "Be truthful in your advertising," is a slogan that

Good Potatoes Good Cooking Apples
You will find here the vegetables you want and we take pains to see that they are good vegetables. Whether it is for the regular cooking or for unusual things, such as making pickles, we can supply you
Hot Peppers.
Sweet Peppers.
Cucumbers.
Pickling Onions.
Good Cider Vinegar.
Fresh Tomatoes.
Our Biscuit Assortment
At 30 cents a pound has been a really good thing. As so many biscuits have been scarce and high priced with such a large variety to choose from, we're sure we can please you. Sixty varieties at prices 35c, 40c and 50c a pound
H. Malcolmson

Mr. Malcolmson adheres to, very religiously. It is the only successful policy to follow, for, as he added, it is fatal to business progress, to tell the public anything in the advertising columns of a daily newspaper that is read by almost every family in the town, that cannot be lived up to, or backed by actual sales over the counter. In the same way, Mr. Malcolmson believes, that it is very bad business to substitute for something asked for and not in stock, without first being assured by the customer, that the substitute meets with his or her approval. Very often much dissatisfaction is created by sending a woman something she did not order, without first consulting her in the matter.

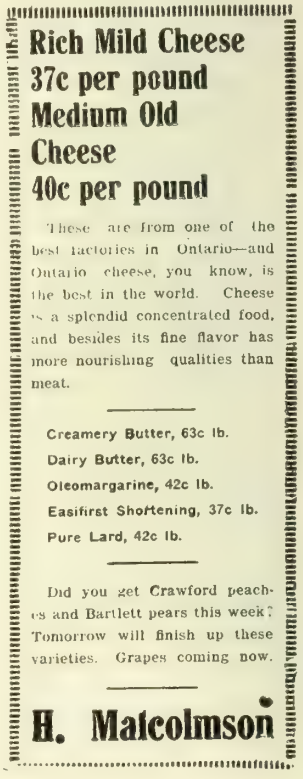
### Convincing Instances

There is nothing more assuring to a merchant, or convincing evidence that his advertisement is well advised, than to see business coming to his store, which it can be said is directly due to the advertising in the newspaper. If there is one instance more than any other, in the experience of Mr. Malcolmson, it is in the sales of teas and coffees. "I sell coffee twelve months a year," he remarked to CANADIAN GROCER. "By that I mean it is a steady, persistent business, that is good the year through. While I don't feature coffee at any particular season, I make it a point to mention it in almost every advertisement, sometimes very briefly, but always keeping it before the people." Last year, Mr. Malcolmson sold between six and seven thousand pounds of coffee, an increase of more than a thousand pounds over the preceding twelvemonth. He buys all his coffees green, does all his own roasting and grinding, and has made special study of blending.

### Talks That Pay

"Coffees have advanced, but the taste of our coffees *is always the same.*"

"Our fine coffee will make your breakfast taste just right. No other thing will start you off on your day's work as well, as a cup of our delicious coffee, freshly roasted and freshly ground—55 cents a pound."


Rich Mild Cheese 37c per pound
Medium Old Cheese 40c per pound
These are from one of the best factories in Ontario—and Ontario cheese, you know, is the best in the world. Cheese is a splendid concentrated food, and besides its fine flavor has more nourishing qualities than meat.
Creamery Butter, 63c lb.
Dairy Butter, 63c lb.
Oleomargarine, 42c lb.
Easifirst Shortening, 37c lb.
Pure Lard, 42c lb.
Did you get Crawford peaches and Bartlett pears this week? Tomorrow will finish up these varieties. Grapes coming now.
H. Malcolmson

# Advertising— the Open Door

Might almost as well close the store's doors as discontinue advertising. It brings business and keeps people interested in the store.

The above excerpts taken from two of Mr. Malcolmson's advertisements, illustrate the way he talks coffee to his patrons, and by so doing, he has brought his sales to the attractive figures already referred to. Tea sales have been built up in the same way, and Mr. Malcolmson sells almost exclusively his own particular blend of bulk tea.

### Advertising Apples

Fruits in season are very heavy sales in the Malcolmson store, and when it is at its height, and every housewife is preserving, Mr. Malcolmson does not lose sight of the opportunity to advertise kindred necessities at this time, in addition to fruit. Fruit jars, rings, spices, and such like, are always kept to the fore, and during the season just closed, by way of example, it might be stated that he sold 1,200 dozen rings. His apple trade is very large, and he makes a point of handling nothing but hand-picked varieties. "There is nothing more ruinous to a good apple trade, than to handle the fallen and lower grade apples," he told the GROCER representative. Having advertised a sale of apples one Friday he sold 10 barrels of Kings. They were all disposed of in bushel crates. Mr. Malcolmson supplies the farmers in the district with the crates. They fill them and bring them to the store. There is practically no handling entailed as far as the store staff is concerned. These were advertised in some such pointed way as this:

—BAKED APPLES

Nothing nicer or more healthful than a good baked apple. Our King apples are just the thing for this—they are ripe, have fine flavor, and bake deliciously—75 cents a peck, $2.75 a bushel.

**Baked Apples**

Nothing nicer or more healthful than a good baked apple. Our King apples are just the thing for this—they are ripe, have fine flavor and bake deliciously—75c a peck, $2.75 a bushel.

GOOD EGGS

Every egg that we sell is tested so that we know it is good. Eggs are too high priced to take a chance with. When you buy here you are sure.—60c a dozen.

FRESH BUTTER

We get fresh butter every day, so you get it at its best here. Buy only what you need, you will then get it fresher and best flavor—63c a pound.

COUNTRY SAUSAGE

We will have these almost every day now and they are by far the best sausage made. The very best pork and the finest of spices go into the making of these ,and once you try them no other kind will satisfy you—45c a pound.

OUR FINE COFFEE

Will make your breakfast taste just right. No other thing will start you off on your day's work as well as a cup of our delicious coffee, freshly roasted, and freshly ground—55c a pound

**H. Malcolmson**

**Fresh Butter**

Comes to us each morning. We are particular about this creamery butter and you can depend on getting it always good here—62 cents a pound.

Good Potatoes.
Cooking Apples.
Fresh Vegetables.
Crawford Peaches.
Bartlett Pears.
Fine Cheese.

We have some of the famous Black Creek cheese—the finest cheese made in Western Ontario. Some is quite fresh and some is medium old, and both are delicious in flavor—35c and 40c a pound.

Our Finest Coffee, 55c lb.
Pure Lard, 45c lb.
Fine Pickling Spices, 50c lb.
Pure Cider Vinegar, 50c gallon
White Wine Vinegar, 50c gallon.

**Our Biscuits**

Are strictly fresh, well made, and splendid flavor, assorted any way you wish—30c, 35c 40c a pound.

**H. Malcolmson**

### TWELVE POINTS THAT SAFEGUARD BUSINESS

Here are some matters in which many businesses are weak. They are points that should be carefully safeguarded, for the leaks from failure to observe these fundamentals are a fruitful source of failure:

1. Charge interest on the next amount of your total investment at the beginning of your business year, exclusive of real estate.

2. Charge rental on real estate or buildings owned by you and used in your business at a rate equal to that which you would receive if renting or leasing it to others.

3. Charge in addition to what you pay for hired help an amount equal to what your services would be worth to others; also treat in like manner the services of any member of your family employed in the business not on the regular pay roll.

4. Charge depreciation on all goods carried over on which you may have to make a less price because of the change in style, damage or any other cause.

5. Charge depreciation on buildings, tools, fixtures or anything else suffering from age or wear and tear.

6. Charge amounts donated or subscriptions paid.

7. Charge all fixed expenses, such as taxes, insurance, water, lights, fuel, etc.

8. Charge all incidental expenses, such as drayage, postage, office supplies, delivery expense of horses and wagons, telegrams and telephones, advertising, canvassing, etc.

9. Charge losses of every character, including goods stolen or sent out and not charged, allowance made customers, all debts, etc.

10. Charge collection expense not enumerated above.

11. When you have ascertained that the sum of all the foregoing items amounts to, prove it by your books, and you will have your total expense for the year; divide this figure by the total of your sales, and it will show you the per cent. which it has cost you to do business.

12. Take this per cent. and deduct it from the price of any article you have sold, then subtract from the remainder and what it cost you (invoice price and freight), and the result will show your net profit or loss on the article.

**Spanish Onions**
**Sweet Potatoes**
**Fresh Vegetables**

Whatever you may want in thee lines you will find it best here. Supplies come to us fresh each day and you can depend on good quality always.

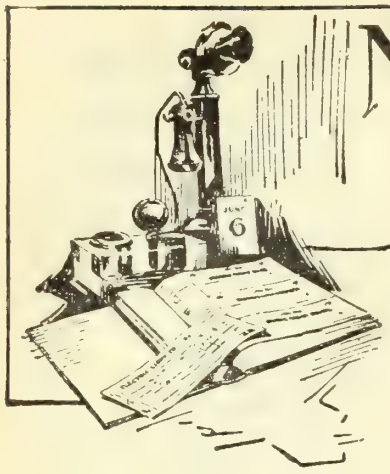
**Country Sausages**

Will be here again this week. You will remember the delicious sausages we had last fall; these will be just as nice.

**Extra Fine Cheese**

These Black Creek cheese have all the richness and fine flavor that really good cheese should have. Two kinds, medium strong, or mild—40c and 37c a pound.

**H. Malcolmson**



# Novel Schemes That Have Helped Business

The Coombs Grocery, 1085 Robson Street, Vancouver, does not adopt an extensive credit system, but they do permit a few weekly accounts, merely as a service to their customers. There are so few of these accounts that Mr. Coombs did not see the necessity of buying any of the excellent account keeping systems that are manufactured, but he has a good simple idea. He uses counter order forms that are already punched for filing, and he has a wall space over his desk set out with pairs of nails on which he can hang the bills. The total is always carried forward so that in fifteen minutes Mr. Coombs could find out his total outstanding accounts. A few clothes pins ensure that none flutters off the nail. This arrangement is very simple and cheap—but it does the trick, says Mr. Coombs.

### *FOLLOWING THE CUSTOMER*

A Western Canadian grocer, formerly employed in the mail order department of a large departmental store, made the remark the other day that one of the principles of this department was never to let a customer go.

"Once they have the name of a customer, they follow him to the grave," was the way he put it.

Describing the system, he said that a card index of all names was kept with a record of the dates on which orders were received. From time to time these cards were checked up, and if it was found that no business has been done with a certain customer for a number of months, he was immediately communicated with to find out the reason why. If he refused to answer another letter was sent out and still another and the answer usually came back eventually with some stated grievance. In such an event the policy was invariably the same, the matter must be made right with the customer even at the expense of refunding him the entire amount of the article he purchased.

From the standpoint of service, there is a lesson in this for the retailer. He must strive by every method in his power to hold his customers, and rectify any grievance that may occur, for it is in the constantly recurring orders of these customers that he depends for a living.

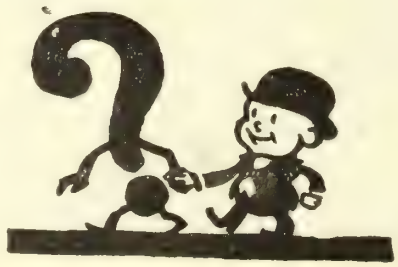
### *CIRCUMVENTING BAD DEBTS*

Fred D. Mann, of Devil's Lake, North Dakota, has made a reputation for novel and sound merchandising schemes. Here is a method of safeguarding credits: "A few years ago," says Mr. Mann, "we sometimes gave a small line of credit to people who came to work in town and told us that they needed it to live on until next pay day. But we had a few unpleasant experiences that most merchants encounter who pursue the same policy. After two or three weeks of prompt payment, the newcomer might buy a big bill of goods, get on the westbound train, and never again show his face in town.

"We get around this now by refusing an open account to anyone whom we do not know or who is not vouched for by a substantial customer. We ask him: 'How much merchandise will you need until next pay day?'

"'About $10 worth,' he may answer.

"We give him $10, then, in the store money that we use for buying produce of farmers; we charge that to him on the books. And we give him a new supply of store money when he pays up. He may get away with the $10, of course. But the plan guards us absolutely from the gradual increase of credit that the retailer has always to fear.



### *Special Sale Days Gain Customers*

A grocer in a large city has specials every Wednesday and Saturday. Wednesday may be "banana day" and Saturday may be "safety match day." He keeps a lookout in the market for something he can buy in good quantity and sell at an attractive price and yet make a small profit. The advantage of this plan is that it brings him new connections. People who have never traded with him before begin by ordering the daily specials, and as his store is an especially good one, they drift rapidly into the habit of becoming regular customers.

### *Putting Personality Into His Letters*

A writer in the "Retail Public Ledger" writes of a merchant in Sigourney, Ia., who was doing a business of a thousand dollars a week in a town of two thousand. The writer gives some hints as to the reason for this business in telling of a scheme the merchant had of putting into the letter which he sent out with his statements, a plain sheet containing some little item of information. Here are a few of the suggestions that were enclosed from time to time:

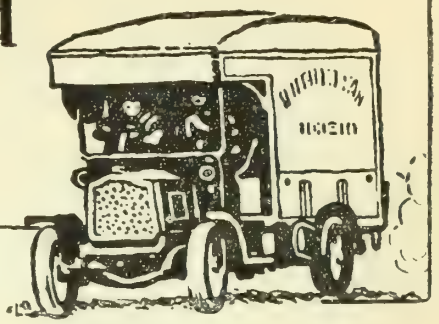
"Many people complain that their bread molds quickly during hot weather. We wish to say that owing to the influence of wheat shortage and high prices, a large content of cereal substitutes is being used in the flour now milled.

"Keep your bread in the ice box during hot weather and it will keep wholesome and fresh until used. It will rapidly spoil if kept in the ordinary tin boxes commonly used."

Sometimes it was a hint as to how to make a new dish (with his goods) or it may be a hint to household economy. One time he called attention to the fact that bottles which had contained soft drinks, would be bought back when emptied. "Have the boys bring them in," he suggested and the kids hurried the bottles back in short order.

At another time he suggested that

# Ideas That Have Proved Profitable To Other Grocers



those who sold eggs should gather their eggs oftener in hot weather. It meant that they would keep better and that they would bring a better price at the store.

In the spring, he suggested that the poultry raisers dispose of their cock birds. Sterile eggs sold better in the summer and brought a better price.

## *Gives Reasons For Preferring Cash*

A Michigan grocer, who conducts a strictly cash store, hands out a little card to all applicants for credit. On this card are given his reasons for not desiring to open credit accounts. He says that he is opposed to the granting of credit because a book represents money loaned without interest or security. Neither do book accounts pay bills or buy new goods. Very often, he says, the one who will pay to-morrow generally means next week, next month, next year, or perhaps never. The cash in hand is worth two on the book, and having the cash one is able to re-stock the shelves and discount bills.

## *Has Parking Place in His Yard*

A merchant of Galena, Kansas, who was blessed by having a large yard at the back of his store, has made capital out of the fact by making it a parking ground for automobiles, of which there are many. This merchant also has a "trouble car" ready to send out to anyone in difficulties. In these days, with so many light fingers tending to fall on the throttle of the automobile, a safe parking place is a real boon and it has meant big business to the store.

## *Holidays to Encourage Errorless Service*

With the determination to have, as far as it is humanly possible, an "errorless store," Lansburgh & Bro., Washington, D.C., have put into operation a plan for tracing mistakes on the part of salespeople and for rewarding carefulness. The salesperson who makes no mistakes in filling checks for one month are granted a full day's vacation with pay. A record of only one mistake during the month will entitle the clerk to a half day's vacation with pay. The time for the vacation will be arranged by the department head, or can be saved and added to the regular summer vacation. The firm classes as an error anything in making out a sales check that will mean expense to the firm or cause confusion to the office force.

Here are most of the common errors:

Omission of date of sale.
Omission of salesperson's number.
Omission of department number.
Incorrect calculation.
Wrong number of items.
Incorrect address — one of the most troublesome.
Name of person buying omitted in "purchased by" space.
Dollars and cents not placed in proper columns.
Incorrect price.
Illegible writing.
"How sold" omitted.
Check not signed by floorwalker.
"Amount received" omitted.
Cash register error of over seventy-five cents for one day.
Omission of sales number and department on refunds and charge credits.
Omission of customer's indorsement in "charge taken" sales.

## *Making the Public Read the Ads.*

A reward of one dollar is offered by a Boston store for any misleading or untrue statement found in the store's advertisements—whether the misstatement was intentional or accidental. This offer gives the merchant an unusual feature for his advertising and greatly strengthens the reader's confidence in it.

## *Making the Most of a Small Window*

With a small window for display purposes, the merchant's opportunities in this connection are necessarily limited. Especially is this the case if the retailer believes in devoting a trim to one particular article instead of a galaxy of goods.

A certain New York merchant is enabled to concentrate the window efforts on one particular line of goods by the very simple expedient of placing the following card in a prominent corner of the window:

"Our Window's Small—So is Our Rent. We can therefore sell cheaper than elsewhere. Bigger varieties inside."

The card, placed only temporarily, now occupies a permanent position in the window for all passers-by to see.

## *Making a Full Day*

Retail merchants of Troy, N.Y., have decided that better paying business is in store for them through the inauguration of a "Shop in the Morning" campaign. Special sales at bargain prices will be held in the morning hours, after the first of the year.

Merchants have lost much through the dullness of trading in the morning; the clerks have to idle away their time. There have been too many clerks in the morning and frequently too few in the afternoon. Women do their shopping from about 1.30 until 5 o'clock in the afternoon. The jam is often so great in those hours that proper service cannot be given.

It is believed that the new plan will equalize business through the entire day by giving special sales in the morning and showing the economical housewife that it will be to her benefit to trade in the morning.

# CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

*The Only Weekly Grocer Paper Published in Canada*

JOHN BAYNE MACLEAN - - - - - - - - President
H. T. HUNTER - - - - - - - - Vice-President
H. V. TYRRELL - - - - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1103 Union Trust Bldg.; Telephone 3449. Vancouver—39 Tenth Avenue West.

UNITED STATES—New York, Mrs. E. C. Gibb, Room 1606, St. James Building, 1133 Broadway (corner 26th Street), New York; Telephone 8971 Rector. Chicago—Room 1401, Lytton Bldg., 14 E. Jackson St.; Telephone Harrison 9133. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable address, Atabek, London, England.

SUBSCRIPTION—Canada, $3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4.00 a year. Single copies, 10c., invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

VOL. XXXIV. TORONTO, JAN. 16, 1920 No. 3


## *WORLD'S COST OF WAR*

THE FIRST comprehensive report on the "Direct and Indirect Costs of the War" was made by the Carnegie Endowment for International Peace and published in a volume under that title.

The direct cost for countries actually involved in the war are put at $186,000,000,000 and the indirect costs at $151,612,542,560. The latter total includes losses to neutrals which are put at $1,750,000,000. It also includes loss of production, put at $45,000,000,000, and war relief estimated at $1,000,000,000.

The capitalized value of soldier human life, also given among the indirect costs, is placed at $33,531,276,280. The property losses are divided as follows: On land, $29,960,000,000; to shipping and cargo, $6,800,000,000.

The number of known dead is placed at 9,998,771, and the missing presumed to be dead at 2,991,800.

## *IMPORTANCE OF BUSINESS PAPERS*

AN Association of Railway Executives undoubtedly represents the most capable and progressive business men on the continent. Practically all of them have worked their way up from minor positions and they know every phase of labor, business and public opinion. They should know it better than any other class in the community.

Recently the Association of Railway Executives of the United States wanted to lay before the country the fundamental facts of the railway situation. They selected a number of newspapers for this purpose. Out of the total number, 42 were purely trade and technical newspapers.

This is one more experience which we commend to the attention of the Dominion Government which employs M. E. Nichols at a bigger salary than he ever earned before, as Director of Public Information. The two daily newspapers which Mr. Nichols directed went insolvent. Mr. Nichols reported and passed his report to the Government that business newspapers were of no public value and were not entitled to admission to the newspaper mails. Should such a man who is so far behind the times be retained at such a high salary and in so important a public position?

## *POSTMEN THREATEN STRIKE*

LETTER carriers in Toronto and other Canadian cities are again threatening to strike. They say that this is apparently the only way in which they are likely to obtain any recognition of the claims they have been making for increased wages. The matter, they state, will very soon come to a showdown. It has very frequently been pointed out in CANADIAN GROCER that matters in connection with the management at Ottawa of the Post Office Department might be greatly improved. The business men of Ontario have been through one post office strike and know just how much inconvenience was involved. Inaction in investigating the claims of the letter carriers may cause another walk-out. The men would not be so dissatisfied apparently if they knew that something was being done, and that there was some hope of their case being considered. It is the everlasting inefficiency and red tape that exasperates them. It would seemingly be a simple matter for representatives of the department to consider the men's side of the matter. This would save a good deal of trouble and time and possibly avert a strike. Why not get busy and show some signs of life?

## *MOVE IN THE RIGHT DIRECTION*

THAT an entirely new page is opening in the relations between many employers and employees is shown by the long series of announcements that have been made in the past two weeks regarding the inception of insurance plans, profit-sharing plans and similar welfare work. Never in the history of Canada has there been such a series of announcements as came at Christmas, and have been coming ever since. Not only is work of this kind strikingly in evidence but John D. Rockefeller announces a gift of $100,000,000 for medical research work, and included in this sum is $5,000,000 for Canada. Happenings like these make one think that the era predicted by the poet Tennyson in "In Memoriam" is coming true when he writes of "the larger heart, the kindlier hand." It is truly a broader ideal and one which should go a long way to prevent labor troubles, when employers take steps to provide for those working for them. It is stated that even more of this work is planned, and if this is true it will mean better relations all round.

# Expense, Visible and Invisible

## How Scrutiny Revealed Unnoted Weaknesses—A Profit That Was a Loss

By Henry Johnson, Jr.

IT has not been expected, as I stated last week, that the grocery department in the big department store under review shall pay any profit, or even make all its expenses until sales reach $1,000,000 a year. But it is instructive to note how badly the management permitted itself to fool itself until its figures were examined by an accounting shark, as I expect to examine them now.

Think, then, as the examination progresses, how very easy it must be for the ordinary grocer to figure on a mistaken basis in view of how concerns fully equipped to reach correct conclusions sometimes fall down and figure wrongly.

Here is a transcription of the first statement form, taken at a time when sales were $17,000 a week, nearly $900,000 a year:

| | | | Per cent. |
|---|---|---|---|
| Gross Sales | | $34,252.98 | |
| Returns | | 24.58 | |
| Net Sales | | $34,228.41 | |
| Opening inventory | $18,629.60 | | |
| Purchases— | | | |
| Mdse | $30,455.95 | | |
| Petty cash | 160.75 | | |
| Freight | 84.95 | | |
| | 30,701.65 | | |
| | | $49,331.25 | |
| Closing inventory | 17,373.21 | | |
| Cost of sales | | 31,958.04 | |
| Gross progt (margin) | | $ 2,270.37 | 6.6 |
| Expense— | | | |
| Wages | $ 1,004.00 | | 2.93 |
| Buyer's salary | 230.76 | | .69 |
| Buyer's expense | ..... | | .... |
| Advertising | 421.11 | | 1.23 |
| Wrapping | 362.01 | | 1.05 |
| Supplies | 11.90 | | .03 |
| Ice and cold storage | 29.60 | | .086 |
| Laundry | 86.94 | | .25 |
| | | 2,146.02 | 6.26 |
| | | $ 124.35 | |

Taking 6.26 from 6.6 per cent., leaves a net profit of 34/100 per cent, or a fraction over one-third per cent net profit on sales.

### Some Very Serious Omissions

But surely such a list of expenses cannot cover the total of all charges. It seems odd that anybody should have thought it did. Yet the following were omitted until their absence was pointed

| | |
|---|---|
| Administrative Expense— | |
| Rent | $166.67 |
| Repairs | 2.40 |
| Interest | 50.00 |
| Heat, light, power | ..... |
| Insurance | 3 00 |
| Taxes | 1.00 |
| Depreciation on fixtures | .42 |
| | $223.49 |

If we take the total figure for net earnings, $124.35, from this extra total of expenses, we shall have a loss of $99.14, or just about 26/100 per cent. below zero—and that without any figure as yet to cover heat, light and power.

It should be fairly obvious, it should seem, to anybody, that no store can sell groceries at retail, no matter what the plan or grade of service, on a gross

Henry Johnson, Jr.

margin of 6.6 per cent. and have any net profit left. But this man had in mind an ultimate margin of 10 per cent. to be attained when the business should reach the status of a solid establishment with a regular lot of customers habituated to trade there, so he felt that he was on the right track.

### Further Unnoted Losses

But just as this man was preparing to congratulate himself on having found the solution to grocery retailing, the auditor gave him a sad shaking up and rude awakening, and that came about from this statement:

| | | | |
|---|---|---|---|
| Retail Stock Control— | | | |
| Opening inventory | | $20,968.40 | |
| Purchases | | $34,153.84 | |
| Transfers | | 39.77 | |
| | | $34,193.61 | |
| | | | $55,162.01 |
| Markdowns | | | |
| Regular | .11 | 40.53 | |
| Advtg. | 2.9 | 954.85 | |
| Spoilage | 12 | 43.12 | |
| | | $ 1,038.50 | |
| Markups | | 72.08 | |
| Total variations | | | 966.42 |
| Net stock value | | | $34,195.50 |
| Closing inventory | | | 18,996.20 |
| Retail value stock removal | | | $35,199.39 |
| Sales | | | 34,228.41 |
| Shrinkage | | 2.8% | $ 870.98 |

If we now note that the expenses noted above, plus those not formerly included, run to just about six and three-quarters per cent, and might be taken as seven per cent., then add this shrinkage of nearly three per cent., we find that it will take ten per cent. to operate this store.

The last statement was a real eye-opener to this manager—and it can well be the same to us. For how many among us know anything about how much figure our sales below regular price cuts? If something does not move at original price, we make the price lower. We keep on marking it down until it moves. That is the only right thing to do—except when careful study reveals the fact—as often is the case—that a mark UP will move it faster. But having done that we forget it and make no record. It is a safe gamble that most of us would be knocked clear off our pins if we could have laid before us a definite statement in black and white of just how much we lose by such price reductions.

### The Instructive Thing Is To Know

The point for us to take home and use is that this manager will KNOW where he is heading in before he goes along much further.

He knew a little more at once. He had been marking his perishables, for example, on a basis of 15 per cent. margin; but lately he has advanced the average ratio to 20 per cent.

Similarly, he probably will amend his ideas of necessary gross margin to 12 per cent. Then he will be on safe, profitable ground—and he will KNOW he is working safely. That is the principal point for us to get in this special study. It is a vital point; for this store experience shows the value of studying inside facts in our business—studying them all the time from first one angle, then another, and so on continually—so that we may have exact and detailed knowledge instead of guesses and theories.

Suppose, now, that the average gross is set at 12 per cent. in this self-serve grocery department and that it is settled down into the routine jog-trot of a well-established business with sales of upward of $1,000,000 a year, it surely will justify all the expectations of its founder. For such margin will yield $20,000 a year, net, on sales of that amount. As it grows to two or three millions—and $3,000,000 is what the management considers the capacity of the present space used—the earnings will be $40,000 and $60,000.

With such a rapid turnover as this store has, making about 25 to 26 complete turns a year, the department can be financed for not to exceed $60,000. So on sales of $1,000,000 the earnings will be 33 1/3 per cent. on capital; on $2,000,000 it will be 66 2/3 per cent.; and on the full quota of $3,000,000 it will be an even 100 per cent. a year.

Do you not think it pays to build up a business, or rebuild one already established, on such a far-sighted plan?

### Charge Markdowns to Advertising

In clothing and women's garment departments of big stores, the average markdowns for the year are well ascertained and understood, so the buyer always takes such factors into consideration on a basis of exact computation. He knows that the average on women's garments will be 20 per cent. He has that to consider in marking his prices. If he "uses" only five per cent. the first month of the season and ten per cent. the sec-

Continued on page 33

# CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

## MARITIME

A recent Government order made it imperative that all bread sold in the Province after January 1st should be wrapped. Many of the bakers were ready to comply but there were some who were not so ready. A deputation called upon the Minister of Health and asked for a postponement for a month. This was granted and it is expected that when the order comes into effect in February another cent will have to be added to the cost per loaf on this account. An increase in biscuits has also taken place.

Frank Rankine, of the biscuit manufacturing concern of T. Rankine & Sons, Ltd., is retiring after many years of active business life. Arthur F. Rankine, who returned a short time ago from overseas, is entering the firm which dates back to 1826.

Travellers from all parts of the Province of New Brunswick attended a very successful banquet in Bond's restaurant here recently, about 150 commercial men from all lines of houses being present. R. S. Sime presided and addresses were given by L. M. Owens, J. H. Pritchard and L. C. Armstrong. E. J. Fleetwood acted as secretary. Andrew Burns, of the Toronto Association; D. A. Walker, of the London Association, and W. A. Stewart, of the Dominion Association, were among those present.

## QUEBEC

D. R. Stewart, deputy warden of the port of Montreal, died in Montreal last week.

Mr. Gilbert, of M. Schafer and Co., Blackville, N.B., was in Montreal this week.

H. W. Redstone, of Keith, Redstone and Co., Havelock, N.B., was in Montreal this week for several days.

Mr. Huley, manager, and E. E. Brian, secretary of the Searle Provision Co., Ltd., Fredericton, N.B., were in Montreal early this week.

Harold Seddon, Montreal, Canadian representative for Lea and Perrins, England, is away to Western Canada points on an extended business trip.

W. H. Halford, managing director of the Murai Trading Co., Montreal, has returned from his business trip to New York.

A. E. Cox, Quebec representative of The Cowan Company in Montreal, is detained in the Homeopathic Hospital in that city.

The seriousness of a fire in the premises of the Metropolitan Fruit Co., 2268 St. Denis street, Montreal, required the firemen to pull down the walls of the store to get at the flames.

Montreal firemen were remembered for the effective work they performed a couple of weeks ago in fighting a fire in the stores of the Woolworth Company, the company sending them a letter of appreciation and a cheque for $50.

J. Aron & Company, Inc., coffee exporters and importers, New York City, have appointed the Hughes Trading Company of Canada, Limited, their agents in Montreal.

Mr. Silver, representative of the Pacific Coast Whaling Company, is in Montreal, concerning the sales of frozen whale meat which his firm is introducing into the Canadian markets.

## ONTARIO

W. A. Currie, Glencoe, Ont., has opened new grocery store.

McFaul's grocery store in Owen Sound was recently entered, and a quantity of merchandise was stolen.

The merchants of Galt are closing every Wednesday afternoon for eleven months of the year.

Craig Bros., successors to W. A. Perkins, Petrolea, have sold their business to Wm. Oxenham, recently of Sarnia Township.

Thomas Lynch, Dundas Street West, Toronto, was recently arrested for stealing a box containing 120 bars of soap from in front of Fred J. Perrin's store, 888 Queen Street West.

The Farmers' Co-Operative Company, of Peterboro, will shortly open a grocery store there. The premises will comprise two stores, and these have been stocked with the usual lines of groceries.

The Great War Veterans of Chatham have decided to establish a co-operative store. A meeting will be called shortly to discuss the question, and if sufficient stock can be subscribed the plan will be gone on with.

Insofar as numerical strength is concerned, merchants have the strongest representation in the new Ottawa City Council. Of the twenty-three members there are no fewer than seven merchants.

The grocery business formerly conducted by George Lawson and the late J. R. Bell on Hunter Street, Peterboro, has been purchased by A. E. Stinson, of Omemee, where he has been in the grocery business for a number of years.

J. L. Wyckoff, who has joined the CANADIAN GROCER staff as editor, has disposed of his business at Dundas and Ridout streets, London, Ont., to R. E. Reed. Mr. Reed has been conducting a grocery store at Waterloo and Central streets, London, and will operate both stores in future.

## BUSINESS CHANGES

### Quebec

T. R. Conn, grocer, Montreal, has sold to Chas. McDonald.

### Ontario

James Lowry, grocer, Actinolite, recently suffered a loss by fire. It was partially covered by insurance.

Roy S. Bristol, grocer, Hamilton, has sold to Douglas B. Gordon of the same city.

W. H. Ellis, grocer and meats, Hamilton, has sold his Cannon Street E. business to E. T. Worthington & Son.

G. H. Willey, grocer, Hamilton, has sold to Tulk & Little.

Isabel Swan, grocer, Toronto, has sold to Forster Bros.

J. C. Harper, grocer, Wallaceburg, has sold to Burgess & Cox.

## MERCHANT FARMER LOSES CASE

An action was taken in Montreal against the Canadian Express Co. to recover the sum of $230.85 as damages on the sale of some nine hogs. These, transported by the defendant company from Howick to Montreal, according to the plaintiff, had become unsaleable while in the custody of the carrier company.

In arriving at his finding, Mr. Justice Lafontaine argued that the plaintiff, who had for many years been conversant with shipping conditions, had failed to wrap the hogs properly. But, at the same time, he argued that the defendant ought not to have accepted the hogs unwrapped, and decided, therefore, to disallow the defendant company its costs.

## WILL SEE THAT BY-LAW IS ENFORCED

It is the intention of Secretary Miller of the Retail Merchants' Association to see that the Italian merchants observe the early closing by-law. It is claimed that there is an organized effort on the part of the Italian merchants to fight the by-law, with the result that many offenders have been summoned to the Police Court. The maximum penalty for the offense is $50 and costs.

## VISITOR FROM THE OLD COUNTRY

W. H. Collins, chairman and managing director of Cerebos, Ltd., Tower Hill, London, England, is in Canada at the present time. He has been visiting W. G. Patrick, of W. G. Patrick & Co., Ltd., Toronto, the Canadian agents of Cerebos. Mr. Collins will be returning to the Old Country, January 20.

## HAMILTON GROCERS FORM ORGANIZATION

Hamilton.—About one hundred of the four hundred retail grocers of the city met last week in the Board of Trade Building to form an organization. The wholesalers, it is proposed, shall be honorary members, and they have promised to contribute handsomely to the fund needed to establish the new organization. Retailers maintain there are many abuses in the trade that should be discussed thoroughly and rectified. such as price cutting, due to lack of knowledge of costs, keen competition, etc.

The following committee was appointed, with W. J. Hobson to continue the work of organization: W. N. S. Hunter, F. W. Pankhurst, Frank Smith, A. B. Gillies, G. L. Salton, S. T. Bailey, C. Wilcox, J. Adams, W. Dingman, and F. D. Saul, F. W. Dobson, F. Hutchison, C. E. Horning, F. W. Robinson, R. J. Thomas and F. W. Geety.

Another meeting of the grocers was called for Wednesday of this week.

## ANOTHER TERM

W. J. Crothers Co., Limited, biscuit manufacturers, Kingston, Ont., is another firm that has presented its employees with insurance policies. The policies range from $500 to $1,000 according to the length of their service.

Each employee with from one to five years' service is insured for $500, from five to ten years' service, for $700, and ten years and over, for $1,000. The amount will be increased $100 for each additional year of service until the maximum of $1,500 is reached. Employees engaged after December 19th, 1919, will be entitled to participate in this group insurance to the extent of $500 after having completed one year's service.

Morrow Bros., cereal manufacturers, Guelph, Ont., recently entertained their employees to dinner at the Wellington Hotel. In addition to this recognition of their services they presented each employee with a cheque at Christmas.

## CANADIAN CEREAL AGENTS

Cruickshank & Guild, 32 Front Street W., Toronto, have been appointed sales agents for Ontario by the Canadian Cereal & Flour Mills Co. for their Quality brand products. These products are made at the Tillsonburg mill, but in addition to the mill at Tillsonburg the Canadian Cereal & Flour Mills Company, Limited, have mills at Ayr, Galt, Lindsay and Stratford.

## NEW ADVERTISING MANAGER

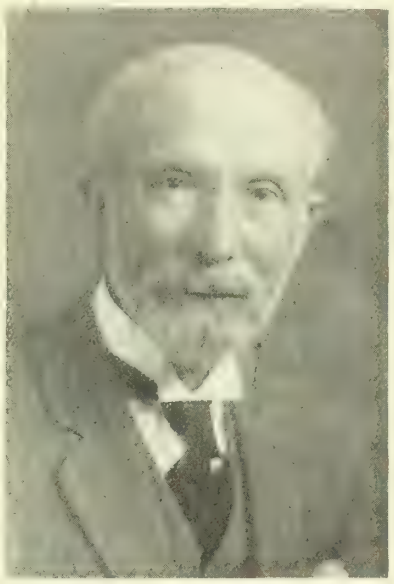
H. H. Connell has been appointed advertising manager of the Canada Starch Co., Ltd., Montreal. Mr. Connell has been with this firm for the past year, and prior to that time was engaged in the grocery trade.

The peach crop of California in 1919 amounted to about 435,000 tons of fresh fruit, according to E. E. Kaufman, field agent for the Bureau of Crop Estimates. U. S. Department of Agriculture. Of this tonnage, about one-third was dried.

## GOLDEN WEDDING

### Wholesale Grocer of Montreal is Recipient of Address and Presentation

Mr. and Mrs. J. C. Rose, of Montreal, quietly celebrated the fiftieth anniversary of their marriage, which took place at Scarboro, Ont., on December 23rd, 1869, Mrs. Rose being a daughter of the late William McIlmurray of that place. At the time of his marriage Mr. Rose was in the employ of W. W. Park & Co., of Toronto, afterwards with Jas. Shields & Co., of the same city, and then with Jas. Turner & Co., of Hamilton, a firm that for many years conducted one of the largest wholesale grocery businesses



J. C. ROSE
Of Rose & Laflamme, Montreal.

in Ontario. In 1882 Mr. Rose removed to Montreal, where he established the firm of Turner, Rose & Co., wholesale grocers, which subsequently became and still continues as Rose & Laflamme, Ltd., importers and manufacturers of bakers' and confectioners' supplies. Mr. Rose is one who preserves the even tenor of his way, industrious, interested in all civic reform and patriotic movements, and a friend of charity. He and Mrs. Rose were the recipients of congratulations from a large circle of friends, including a presentation to Mr. Rose of a gold-headed walking cane, accompanied by an illuminated address from the members of the staff. Mrs. Rose was also the recipient of a bouquet of Beauty roses from the staff.

## GROCER HUNG BY ROBBERS

Four robbers entered the grocery Saturday of Vincent Santarsier in New York and bound him hand and foot and hanged him by the neck from a wall bracket while they looted his safe and cash register of $418. A little girl sent to the store on an errand saw the body suspended and notified the police. The man was alive when cut down. After regaining breath he closed his store and went home.

## ENTERTAIN THEIR SELLING AGENTS

In March, 1919, S. H. Moore & Company, of Toronto, were appointed selling agents for Ontario for the line of jams and marmalades manufactured by the T. Upton Company, Ltd., of Hamilton, Ont.

In recognition of the work done by Mr. Moore and his staff of salesmen, W. J. Briggar, the president of the T. Upton Company, entertained them at dinner at the Royal Connaught Hotel, Hamilton, on Tuesday, Jan. 6.

Mr. Briggar gave a short address on the history of the T. Upton Company. This firm, he said, was the first in Canada to manufacture orange marmalade and their business on this line has, of course, gradually increased. Mr. Briggar also stated that the business for the year 1919 had been one of the most successful that the company had ever had and stated that it would be necessary to make some additions to the present plant if the business continued to grow as it had during the past year.

Short addresses were given by the various salesmen of S. H. Moore & Company, in which they related how enthusiastically the line of the T. Upton Company were received by the trade, and stated that the prospects for the ensuing year were bright indeed.

## EXPENSE VISIBLE AND INVISIBLE

Continued from page 31

ond, he can use up to forty and sixty per cent. the last month and not exceed his average of twenty.

In the grocery business the simplest way is to charge markdowns into the advertising account, because markdowns with us are always special and made to stimulate trade. So the right plan is to take the amount of total markdowns on any goods you reduce in price, credit the sum to merchandise account and charge it against advertising.

It may be just as well to have a separate account for markdowns, so you may know as you go on what this amounts to. It will serve to make you very cautious in buying. But at inventory and trial balance time, put that account into advertising.

I feel safe in saying that you will be surprised what the total sums up to in a year.

Not long since I heard a man talking about making "100 per cent." I remonstrated with him, telling him that such was not good business talk. He stuck to his statement, saying that "everybody understands that system and knows what we are talking about when we state things that way." But that is precisely the trouble—we do NOT know what we are saying when we talk that way. It is like that with markdowns. Let us try to know what we are saying.

## MILK IN PAPER CONTAINERS

One large distributing company in New York City which serves the East Side will begin the delivery of milk in waxed paper containers at 16 cents a quart, two cents under the prevailing rate.

# NEWS FROM WESTERN CANADA

## A New Travellers' Organization

**Protests Against The Employment of Chinamen As Travellers**

The Associated Commercial Travellers recently met in the Board of Trade Rooms, Calgary, for their annual meeting and protested against the employment of Chinamen as commercial travellers. Chas. E. Fenkell, president of the A. C. T., made a one-minute speech, saying the association had now reached the end of its first year and that it had been a most successful one. Efforts put forth firstly by the A. C. T., of Calgary, with a view to preventing the employment of Chinese as commercial travellers, have borne fruit in many parts of Canada, according to reports presented. The subject formed one of the principal topics of discussion. The matter has been taken up with the Retail Merchants' Association, and the North-West Commercial Travellers and other associations, and the campaign against Oriental employment is becoming Dominion-wide, and a letter in support of the Calgary A. C. T. was received from the Retail Merchants' Association, at Ottawa, Ont., and from the secretary of the North-West Commercial Travellers' Association at Winnipeg. This association is taking the matter up with the Eastern association so as to have, if possible, uniform legislation barring Orientals from membership.

Chas. Herring (Revillons' Wholesale, Ltd.) was elected president; H. A. Glennie (Dominion Tobacco Co.), 2nd vice-president; W. H. Dobson (Ogilvie Milling Co.), 1st vice-president; W. G. Cochrane (Can. Fairbanks Co.), secretary; H. L. Jackson (Plunkett & Savage), treasurer.

Treasurer H. L. Jackson read the financial statement for the year, showing the association to be in good financial standing.

**Western**

A. J. Burton, for several years manager of the J. F. Cairns Department Store in Saskatoon, has taken over the management of the Great West Department Store, on Railway street, Regina, owned by Joseph Schwartsfeld. Mr. Burton came to Regina from St. Louis, Missouri, where he held the management of one of the largest department stores in that city, as well as a number of stores in various cities in the United States.

The management of the Great West Stores intend to expand the business along several new lines, and to make it one of the most up-to-date stores in the province. Although the present stock is well over $200,000, it will be greatly increased in the near future by the addition of a new department.

Mr. Neil will devote his whole time to the cartage and draying business he has been operating in a small way for some time past.

Archie Middleton was for a number of years manager of the grocery department of the J. F. Cairns Department Store, and latterly city salesman for the Quaker Oats Company, while Robert Middleton has been for some time connected with the staff of the F. R. MacMillan Department Store.

## For the Betterment of the Merchants

**Saskatchewan Retail Merchants Will Inaugurate New Ideas to Make the Merchant a Better Merchant**

The Saskatchewan branch of the Retail Merchants' Association is constantly looking out for and inaugurating some new phase of work, that will help to make the merchant a better merchant and give him the best service possible. It has now made a successful commencement of a scheme that aims at embracing every merchant in the Province, in the formation of district branches. The idea has been conceived of mapping out the whole of the Province, wherever the steel has traversed, into districts, in some instances, embracing merchants who are serving scattered districts far from the steel, each district to include from 200 to 250 members. The first district branch has been formed in the Assiniboia district in the southern part of the Province, with D. S. Saunders as district secretary, and is proving eminently successful. One of the qualifications of the secretaries of these district branches is that they shall be duly qualified bookkeepers, in order that they may assist the merchants to put in the best bookkeeping system possible.

It has also been urged that the merchants should take an active interest in the social life of the farming community, especially in the summer time, by going out in their motor cars, and taking part in the periodical picnics organized in the country districts. One of the members also offered a prize for the best grown roots or vegetables grown by farmers in the district.

Another direction in which the district secretaries will be of great assistance to the members of these branches will be in assisting them to fill in their income tax returns, for experience has shown that large numbers of merchants are at sea in the filling up of these returns.

Another important department that has recently been established in the Provincial Office is the advertising department for the purpose of taking care of the advertising of any of the members.

## Foreign Element Disregard By-law

### Several Merchants Will Appear in Court for Infringement of the Same—Toronto Grocers' Section Discuss Situation—New Officers Elected

A LARGER representation of Toronto grocers were present at the regular monthly meeting last evening, than for some time past, the early closing by-law making such a condition possible. Robert Dowson, chairman of the Toronto grocers' section of the Retail Merchants' Association, was in the chair, and a good portion of the evening was given up to the discussion of the early closing by-law. The attitude of the foreign element conducting fruit and grocery stores, has been anything but favorable to the by-law, and a number of them appear in Court this week for infringement of the same. The grocers' section decided to await the outcome of these cases before any further action is taken.

The action of the Board of Commerce in setting the price of sugar at 16 cents per pound was discussed at the meeting, and a resolution was passed urging that the matter be taken up with the Government. The grocers urged that there should be at least 20 per cent. on the cost price, the selling price being 18 cents per pound instead of 16 cents.

Officers were elected for the ensuing year. Robert Dowson was re-elected chairman by acclamation; Jerry Burns, vice-chairman; John Whelpdale, 2nd vice-chairman; J. B. Folk, secretary, and D. McLean, treasurer. It was decided to hold two meetings each month, the first on the second Monday, and the second on the fourth Monday, the latter taking the form of a social gathering, and the former the regular business meeting. A social committee was elected as follows: W. J. Hooper, George Reilley, D. J. Leonard, D. Cameron, J. D. Booth, Lewis Stevenson and James Hussey.

The committee selected to arrange for the annual picnic will constitute the following Toronto grocers: D. W. Clark, W. J. Parks, D. J. Leonard, J. D. Booth, George H. Thornley, George Reilley, James Hussey, Nelson, Werrin, W. D. Frazer, E. Towler, J. Blood, W. J. Nichol, J. Oldham and W. Blyth.

George Reilley and W. J. Parks were appointed auditors.

# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

THE feature of the markets this week is the advance in the price of sugar. All refineries have advanced their quotations two and a half cents per pound. Grocery commodities are generally very strong. Dried fruits are selling well at strong figures. Soups also are in great demand and there is heavy buying of soap at present prices.

**MONTREAL**—The recent advance of sugar from $12.00 to $14.50 per 100 pounds came as a great surprise to the trade. Although an advance had been expected, this, which was the stiffest advance in the history of the trade, created a sensation. The market holds steadily at new prices and an active business is being done. While supplies are not yet materially improved, it is stated that it has generally been possible to meet all demands. All indications suggest a firmly held market for the immediate present. A few California fruits have reached this market. Supplies of canned goods are not good yet, especially in fruits. Shelled walnuts and almonds are very strong and the Spanish crop is reported to be practically exhausted. There are very few dates on the market, it is stated, and those available are imported direct from England. Prices in consequence will be higher. Beans have advanced and peas hold firmly. Rice and tapioca remain steady. Cane syrup has advanced $2.00, as it is stated that syrup is, in many cases, being used as a substitute for sugar. The demands are heavy and additional advances are to be expected. Teas are very strong, especially Ceylons, and higher prices are stated to be pending. With the exception of Rio, general advances are reported on practically all grades of coffee and trade is very brisk. Cocoa remains firm and the general activity of the market indicates an early advance. Spices are firming. Flour remains steady at unchanged prices and an active business is reported. Owing to the sharp advance for choice oats, oatmeal has advanced to $5.85. Graham flour is also advanced. Package oats are firm and it is stated that large cases of rolled oats that have remained unchanged for some months will be materially advanced soon. Owing to competition, it is stated, one brand of cornflakes is reduced from $4.15 to $3.50 per case. Crushed oats have sharply advanced and there is a good demand for shorts and bran. There is a fairly active demand for vegetables. Leeks are selling at $3.00 per dozen, an advance of $1.00 over last week's prices. Apples are scarce and Gravensteins are reported to be exhausted. Valencia oranges are advanced to $7.00. The feed market is particularly strong.

**TORONTO**—Grocery markets this week are marked by sharp advances in several lines. The feature, of course, is the advance in sugar, the new wholesale price being up two and a half cents per pound. The Toronto figure is now $14.71 per cwt. Supplies are coming forward in much the same way as they have been now for weeks and while there is no abundance there is ample for all requirements. It is expected that shipments will be freer at an early date. The refineries are beginning to operate again. New prices are named on packaged rolled oats. These, however, will not become effective until February the first. There is a sharp increase in these quotations. All dried fruits are very strong and some show tendencies to go higher. Fard dates are now being quoted at 38 cents per pound in New York, which is fully ten cents per pound higher than the spot price. Raisins are fully four and a half cents higher than the opening price. Supplies are scant and while there has been some improvement in this regard, they are by no means abundant. Grecian currants are fairly plentiful and are steady in price. Prunes in bulk are selling well at unchanged figures. Teas and coffees continue strong, with the trend steadily upwards. Rices also look very firm and while the market is a little quiet just now, easier prices are not looked for. Potatoes have advanced to new high levels and wholesalers are quoting them this week at $4 per bag, a jump of $1 per bag in a week.

The produce market, while very strong, shows no changes. Live hogs are selling around $17.25 and beef is holding firm. Lard is a cent per pound higher, but butter, eggs, cheese and margarine are holding firm at unchanged figures.

# QUEBEC MARKETS

MONTREAL, Jan. 16—The Montreal markets have been fairly active for the time of year and the only complaint concerns the difficulties of securing ample supplies. Sugar has created the greatest sensation of the week, being the biggest advance at one time in the history of the trade. There is an upward tendency to the general market, although some lower quotations are made this week.

## *Advance in Pastes and Gelatine*

**Montreal.**

GELATINE.—Cox's gelatine has advanced from $1.50 to $1.80 per dozen.

ALIMENTARY PASTES. — Casa cases of 30 16-ounce packages of alimentary pastes have been advanced from $3.60 to $4.50.

## *Sugar Remains Firm At Advanced Prices*

**Montreal.**

SUGAR.—As CANADIAN GROCER definitely forecast last week, all grades of sugar were advanced. The increase from $12.00 per cwt. for refined to $14.50 is, naturally, a very stiff one. Dealers state that no real shortage is being felt, and while the market has been rather bare of supplies, it has generally been possible to meet all demands. As an informant remarked to CANADIAN GROCER, "The people of this country should consider themselves rather fortunate in this respect when compared with the people of other countries." The refineries will shortly be working again. This will, of course, relieve the pressure, but all indications suggest firmly high markets, rather than lower, for the immediate future.

| | |
|---|---|
| Atlantic Sugar Company, extra granulated sugar, 100 lbs. | 14 50 |
| Acadia Sugar Refinery, extra granulated. | 14 50 |
| Canada Sugar Refinery | 14 50 |
| Dominion Sugar Co., Ltd., crystal granulated | 14 50 |
| St. Lawrence Sugar Refineries | 14 50 |
| Icing, barrels | 14 70 |
| Icing, 25-lb. boxes | 15 10 |
| Icing, 50-lb. boxes | 14 90 |
| Do. (50 1-lb. boxes) | 16 20 |
| Yellow, No. 1 | 14 10 |
| Do., No. 2 (Golden) | 14 00 |
| Do., No. 3 | 13 90 |
| Do., No. 4 | 13 70 |
| Powdered, barrels | 14 60 |
| Do., 50s | 14 80 |
| Do., 25s | 15 00 |
| Cubes and Dice (asst. tea), 100-lb. boxes. | 15 10 |
| Do., 50-lb. boxes | 15 20 |
| Do., 25-lb. boxes | 15 40 |
| Do., 2-lb. package | 16 50 |
| Paris lumps, barrels | 15 10 |
| Do., 100 lbs. | 15 20 |
| Do., 50-lb. boxes | 15 30 |
| Do., 25-lb. boxes | 15 50 |
| Do., cartons, 2 lbs. | 16 50 |
| Do., cartons, 5 lbs. | 17 00 |
| Crystal diamonds, barrels | 15 10 |
| Do., 100-lb. boxes | 15 20 |
| Do., 50-lb. boxes | 15 30 |
| Do., 25-lb. boxes | 15 50 |
| Do., cases, 20 cartons | 16 25 |

## *California Fruits Reach This Market*

**Montreal.**

CANNED GOODS.—Small supplies of California fruits have reached this market. Apricots are selling at $5.25 per dozen, Red cherries at $5.10, and Royal Ann cherries at the same price. Bartlett pears $5.50 per doz. 2 lb. tins of loganberries, $4.50 per doz. There is a steady demand for all canned goods which, generally, remain on an unchanged price basis. Supplies of canned vegetables are stated to be ample, but there is a falling off in deliveries of canned fruits. There is a slight change in canned salmon. Red Springs are selling at from $4.10 to $4.30. Cohoes have declined to $3.65. Pinks have advanced to $2.60. The undertone in this market is very firm.

### CANNED VEGETABLES

| | | |
|---|---|---|
| Asparagus (Amer.), mammoth green tips | 4 50 | 4 85 |
| Asparagus, imported (2½s) | 5 50 | 5 55 |
| Beans, Golden Wax | 1 75 | 1 85 |
| Beans, Refugee | 1 70 | 1 75 |
| Beets, new, sliced, 2-lb. | 1 00 | 1 35 |
| Corn (2s) | 1 62½ | 1 65 |
| Carrots (sliced), 2s | 1 45 | 1 75 |
| Corn (on cob), gallons | 7 00 | 7 50 |
| Spinach, 3s | 2 85 | 2 90 |
| Squash, 2½-lb., doz. | .... | 1 50 |
| Succotash, 2 lb., doz. | .... | 1 80 |
| Do., Can. (2s) | .... | 1 80 |
| Do., California, 2s | 3 15 | 3 50 |
| Do. (wine gals.) | 8 00 | 10 00 |
| Sauerkraut, 2½ lb. tins | .... | 1 60 |
| Tomatoes, 1s | 1 45 | 1 50 |
| Do., 2s | .... | 1 50 |
| Do., 2½s | 1 80 | 1 85 |
| Do., 3s | 1 90 | 2 15 |
| Do., gallons | 6 50 | 7 00 |
| Pumpkins, 2½s (doz.) | 1 50 | 1 55 |
| Do., gallons (doz.) | .... | 4 00 |
| Peas, standards | 1 85 | 1 90 |
| Do., Early June | 1 92½ | 2 05 |
| Do., extra fine, 2s | .... | 3 00 |
| Do., Sweet Wrinkle | .... | 2 00 |
| Do., fancy, 20 oz. | .... | 1 57½ |
| Do., 2-lb. tins | .... | 2 75 |
| Peas, Imported— | | |
| Fine, case of 100, case | .... | 27 50 |
| Ex. Fine | .... | 30 00 |
| No. 1 | .... | 23 00 |
| Apricots, 2½-lb. tins | 6 25 | 6 50 |
| Apples, 2½s, doz. | 1 40 | 1 65 |
| Do., new pack, doz. | .... | 2 20 |
| Do., 3s, doz. | 1 80 | 1 95 |
| Do., new pack | .... | 6 75 |
| Do., gallons, doz. | 5 25 | 5 75 |
| Blueberries, ½s, doz. | 0 95 | 1 00 |
| Do., 2s | 2 40 | 2 45 |
| Do., 1-lb. talls, doz. | 1 85 | 1 90 |
| Currants, black, 2s, doz. | 4 00 | 4 05 |
| Do., gallons, doz. | .... | 16 00 |
| Cherries, red, pitted, heavy syrup, No. 2½ | 4 80 | 5 15 |
| No. 2 | .... | 20 00 |

### CANNED FRUITS

| | | |
|---|---|---|
| doz. | 4 75 | 4 80 |
| Do., white, pitted | 4 50 | 4 75 |
| Gooseberries, 2s, heavy syrup, doz. | .... | 2 75 |
| Peaches, heavy syrup— | | |
| No. 2 | 3 65 | 4 00 |
| Do., gallon, "Pie," doz. | .... | 9 50 |
| Do., gallon, table | .... | 10 00 |
| Pears, 2s | 4 25 | 4 50 |
| Do., 2½s | .... | 5 25 |
| Do., 2s (light syrup) | .... | 1 90 |
| Pineapples (grated and sliced), 1-lb. flat, doz. | .... | 1 90 |
| Do., 2-lb. talls, doz. | .... | 2 30 |
| Do., 2½s | 4 00 | 4 50 |
| Plums, Lombard | 2 00 | 2 20 |
| Do., in heavy syrup | 2 40 | 2 45 |
| Do., in light syrup | .... | 2 45 |
| Gages, green, 2s | 2 40 | 2 45 |
| Raspberries, 2s, black or red, heavy syrup | 4 50 | 4 60 |
| Strawberry, 2s, heavy syrup | 4 50 | 4 65 |
| Rhubarb, 2-lb. tins | .... | 2 25 |

### CANNED FISH, MEATS, ETC.

| | | |
|---|---|---|
| Salmon— | | |
| Chums, 1-lb. talls | .... | 2 00 |
| Do., ½s, flat | .... | 1 20 |
| Sockeye, 48, 1s, doz. | .... | 4 75 |
| Do., 96, ½s, doz. | .... | 2 50 |
| Red Springs, 1-lb. tall | 4 10 | 4 30 |
| Do., ½ lb. | .... | 2 00 |
| Cohoes, 1-lb. tall | .... | 3 65 |
| Do., ½-lb. flat | .... | 1 90 |
| Pinks, 1 lb. | .... | 2 60 |
| Do., ½ lb. | .... | 1 30 |
| White Springs, 1s | .... | 2 00 |
| Chums, 1 lb., talls | .... | 2 00 |
| Do., ½s, flat | .... | 1 10 |
| Gaspe, Niobe Brand (case of 4 doz.), per doz. | .... | 2 25 |
| Labrador, 1-lb. flat | .... | 3 60 |
| Alaska, red, 1-lb. tall | 4 25 | 4 50 |
| Herrings, imported, tomato sauce | .... | 3 25 |
| Do., kippered | 2 85 | 2 90 |
| Do., tomato sauce, ½s | .... | 1 85 |
| Do., kipp., Canadian, 48, 1s | .... | 1 50 |
| Do., plain, case of 4 doz. | .... | 6 75 |
| Do., ½s | .... | 1 65 |
| Haddies (lunch), ½-lb. | .... | 1 00 |
| Haddies, chicken (4 doz. to case), doz. | 2 25 | 2 35 |
| Canadian sardines, case | 6 25 | 6 75 |
| Whale Steak, 1-lb. flat | .... | 2 00 |
| Pilchards, 1-lb. talls | 1 90 | 2 00 |
| Norwegian sardines, per case of 100 (¼s) | 24 00 | 25 00 |
| Oysters (canned), 5 oz., doz. | .... | 2 60 |
| Do., 10 oz., doz. | .... | 4 20 |
| Lobsters, ¼-lb., doz. | .... | 3 40 |
| Do., ½-lb. tins, doz. | 5 50 | 6 00 |
| Do., 1-lb. talls | .... | 12 00 |
| Do., ¾-lb., doz. | .... | 6 00 |
| Do., 1-lb. flats | .... | 12 00 |
| Lobster pas . ½-lb. tins | .... | 2 40 |
| Sardines (Amer. Norweg'n style) | .... | 14 50 |
| Do., Canadian brands (as to quality), case | 6 25 | 17 50 |
| Do., French | 32 00 | 34 00 |
| Do., (gen. Norwegian) | 21 00 | 22 25 |
| Do., Portuguese, case | .... | 24 00 |
| Scallops, 1-lb., doz. | .... | 3 25 |
| Do., Eastern trade | .... | 2 65 |
| Do., Winnipeg and Western | .... | 2 85 |
| Scotch Snack, No. 2, doz. | .... | 4 50 |
| Shrimps, No. 1 | 2 40 | 2 80 |
| Do., 1½s | .... | 4 50 |
| Crabs, No. 1 (case 4 doz.) | .... | 6 75 |
| Crab meat (Japanese), doz. | .... | 6 50 |
| Clams (river), 1 lb., doz. | .... | 1 90 |
| Scotch Snack, No. 1, doz., Montreal | .... | 2 35 |
| Meats, English potted, doz. | .... | 2 00 |

## *Imported Dates Higher; Fruits To Go Up*

**Montreal.**

DRIED FRUITS.—There are very few dates on the market, it is stated, and those available are coming direct from England. In consequence, there is a considerable difference in prices. Imported goods are advanced. Seedless raisins are very scarce just now and a very active business is being done in currants. There are few stocks of evaporated apples on hand, and an advance is expected shortly.

The raisin outlook is a very interesting one, and one jobber states that prices will rule much higher than ever before and may go to at least 25c per pound. Prices are up in the States. The tendencies are still upward.

| | | |
|---|---|---|
| Apricots, fancy | .... | 0 36 |
| Do., choice | .... | 0 34 |
| Do., slabs | .... | 0 30 |
| Apples (evaporated) | 0 23½ | 0 24 |
| Peaches, (fancy) | 0 28 | 0 30 |
| Do., choice, lb. | .... | 0 28 |
| Pears, choice | 0 25 | 0 26 |
| Drained Peels— | | |
| Choice | .... | 0 26 |
| Ex. fancy | .... | 0 30 |
| Lemon | .... | 0 45 |
| Orange | .... | 0 46 |
| Citron | .... | 0 68 |
| Peels (cut mixed), doz. | .... | 3 25 |
| Raisins — | | |
| Bulk, 25-lb. boxes, lb. | 0 18 | 0 23 |
| Muscatels, 2 crown | .... | 0 15 |
| Do., 1 Crown | 0 17½ | 0 18 |
| Do., 3 Crown | 0 18 | 0 18½ |
| Do., 4 Crown | 0 19½ | 0 20 |
| Cal. seedless, cartons, 16 oz. | .... | 0 23 |

| | | |
|---|---|---|
| Cal. seedless, cartons, 16 oz.... | 0 22 | 0 23 |
| Fancy seeded ..... | .... | 0 17 |
| 15 oz. ..... | 0 21 | 0 22 |
| Currants, loose ..... | 0 22 | 0 26 |
| Do., Greek, 15 oz. ..... | .... | 0 25 |
| Dates, Excelsior (36-10s), pkg.. | .... | 0 15½ |
| Fard, 12-lb. boxes ..... | .... | 3 25 |
| Packages only ..... | 0 19 | 0 20 |
| Do., Dromedary (36-10 oz.).... | .... | 0 19 |
| Packages only, Excelsior ..... | .... | 0 20 |
| Figs (layer), 10-lb. boxes, 2s, lb... | .... | 0 40 |
| Do., 2¼s, lb. ..... | .... | 0 45 |
| Do., 2½s, lb. ..... | .... | 0 48 |
| Do., 2¾s, lb. ..... | .... | 0 50 |
| Figs, white (70 4-oz. boxes).... | .... | 5 40 |
| Figs, Spanish (cooking), 28-lb. boxes, each ..... | .... | 0 14 |
| Figs, Turkish, 3 crown, lb..... | .... | 0 44 |
| Do., 5 Crown, lb. ..... | .... | 0 46 |
| Do., 7 Crown, lb. ..... | .... | 0 52 |
| Figgs, mats ..... | .... | 4 75 |
| Do., 28 8-oz. boxes)..... | .... | 3 50 |
| Do. (12 10-oz. boxes) ..... | .... | 2 20 |
| Prunes (25-lb. boxes)— | | |
| 20-30s ..... | .... | 0 33 |
| 30-40s ..... | .... | 0 30.. |
| 40-50s ..... | .... | 0 27 |
| 50-60s ..... | .... | 0 23 |
| 60-70s ..... | .... | 0 22 |
| 70-80s (25-lb. box) ..... | .... | 0 20 |
| 80-90s ..... | .... | 0 19 |
| 90-100s ..... | .... | 0 17½ |
| 100-120s ..... | 0 16 | 0 17 |

## *Shelled Almonds Strong; Shelled Walnuts High*

**Montreal.**

NUTS.—Shelled almonds are very strong, especially as the Spanish crop is reported to be exhausted. On account of the existing exchange rates lower prices are expected in Bordeaux shelled walnuts. A good business is being done in all lines and the market remains very firm.

| | | |
|---|---|---|
| Almonds, Tarragona, per lb..... | 0 35 | 0 36 |
| Do., shelled ..... | .... | 0 60 |
| Do., Jordan ..... | .... | 0 75 |
| Brazil nuts (new) ..... | .... | 0 26 |
| Chestnuts (Canadian) ..... | .... | 0 27 |
| Filberts (Sicily), per lb..... | 0 28 | 0 29 |
| Do., Barcelona ..... | 0 25 | 0 26 |
| Hickory nuts (large and small), lb. ..... | 0 10 | 0 15 |
| Pecans, No. 4, Jumbo..... | .... | 0 35 |
| Peanuts, Jumbo ..... | .... | 0 24 |
| Do., "G" ..... | 0 19 | 0 20 |
| Do., Coons ..... | .... | 0 16 |
| Do., Shelled, No. 1 Spanish.... | 0 24 | 0 25 |
| Do., Salted, Spanish, per lb.... | 0 29 | 0 30 |
| Do., Shelled, No. 1, Virginia.. | 0 16½ | 0 18 |
| Do., No. 1 Virginia..... | .... | 0 14 |
| Peanuts (Salted)— | | |
| Fancy wholes, per lb. ..... | .... | 0 38 |
| Fancy splits, per lb..... | .... | 0 33 |
| Pecans, new Jumbo, per lb..... | 0 32 | 0 35 |
| Do., large, No. 2, polished .... | 0 32 | 0 35 |
| Do., Orleans, No. 2 ..... | 0 21 | 0 24 |
| Do., Jumbo ..... | .... | 0 60 |
| Pecans, shelled ..... | 1 60 | 1 70 |
| Walnuts ..... | 0 29 | 0 35 |
| Do., new Naples ..... | .... | 0 25 |
| Do., shelled ..... | 0 82 | 0 85 |
| Do., Chilean, bags, per lb..... | .... | 0 33 |

**Note—Jobbers sometimes make an added charge to above prices for broken lots.**

## *Beans Sharply Advance; Peas Hold Firmly*

**Montreal.**

BEANS.—Under a fairly active demand beans have advanced, and in some cases nearly 25 per cent. Supplies are not very heavy, but there are sufficient on the market to meet all requirements. Peas hold steadily, and it is stated that advances may shortly be made.

| | | |
|---|---|---|
| BEANS— | | |
| Canadian, hand-picked, bush.. | .... | 5 40 |
| Japanese ..... | 5 25 | 5 50 |
| Japanese Lima, per lb. (as to quality) ..... | 0 10 | 0 12 |
| Lima, California ..... | 0 17 | 0 20 |
| PEAS— | | |
| White soup, per bush..... | 4 80 | 5 00 |
| Split, new crop (98 lbs.) ..... | 5 40 | 5 50 |
| Boiling, bushel ..... | 4 80 | 5 00 |
| Japanese, green, lb..... | 0 10½ | 0 11 |

## *Rice is Firm; Tapioca Steady*

**Montreal.**

RICE. — Although the prevailing prices are unchanged from those of last week, the undertone is decidedly firm and an advance is to be expected shortly. Business in this market is not very active for the time of year, but sales are well up to the average.

| | | |
|---|---|---|
| RICE— | | |
| Carolina, ex. fancy ..... | 17 50 | 20 00 |
| Do. (fancy) ..... | .... | 17 00 |
| Do., No. 2 ..... | .... | 16 50 |
| Siam, No. 2 ..... | .... | 12 50 |
| Siam (fancy) ..... | .... | 16 00 |
| Rangoon "B" ..... | 11 75 | 13 25 |
| Rangoon CC ..... | 11 75 | 13 00 |
| Mandarin ..... | .... | 13 75 |
| Sparkling ..... | .... | 15 75 |
| Japan ..... | .... | 13 50 |
| Do., special ..... | .... | 9 50 |
| Patna ..... | 0 14¾ | 0 15½ |
| Broken rice, fine ..... | .... | 7 00 |
| Do., coarse ..... | .... | 9 00 |
| Tapioca, per lb. (seed)..... | 0 12½ | 0 16 |
| Do. (pearl) ..... | 0 12½ | 0 14 |
| Do. (flake) ..... | 0 11 | 0 13 |

**Note.—The rice market is subject to frequent change and the price bases is quite nominal.**

## *Advance of $2 On Cane Syrup*

**Montreal.**

MOLASSES, CORN SYRUPS.—All cane syrups have advanced $2 per cwt. and molasses is advanced in one quarter 5 cents per gallon. The market is extremely active. Syrups are being used in many cases for cooking, and now that sugar is getting so expensive a greater business is being done in corn syrups, and demands are heavy. There is a firm undertone to this market and additional advances, it is stated, are almost inevitable.

| | | |
|---|---|---|
| Corn Syrups— | | |
| Barrels, about 700 lbs., per lb.. | .... | 0 08¼ |
| Half barrels ..... | .... | 0 08½ |
| Kegs ..... | .... | 0 08¾ |
| 2-lb. tins, 2 doz. in case, case.. | .... | 5 45 |
| 5-lb. tins, 1 doz. in case, case.. | .... | 6 05 |
| 10-lb. tins, ½ doz. in case, case | .... | 5 75 |
| 20-lb. tins, ¼ doz. in case, case | .... | 5 70 |
| 2-gal. 25-lb. pails, each..... | .... | 2 60 |
| 3-gal. 33½-lb. pails, each .... | .... | 3 85 |
| 5-gal. 65-lb. pails, each ..... | .... | 6 25 |
| White Corn Syrup— | | |
| 2-lb. tins, 3 doz. in case, case | .... | 5 95 |
| 5-lb. tins, 1 doz in case, case | .... | 6 55 |
| 10-lb. tins, ½ doz. in case, case | .... | 6 25 |
| 20-lb. tins, ¼ doz. in case, case | .... | 6 20 |
| Cane Syrup (Crystal) Diamond— case (2-lb. cans)..... | .... | 8 50 |
| Barrels, per 100 lbs. ..... | .... | 12 25 |
| Half barrels, per 100 lbs..... | .... | 12 50 |
| Glucose, 5-lb. cans (case) ..... | .... | 4 80 |

| | Prices for Island | of Montreal |
|---|---|---|
| Barbadoes Molasses— | | |
| Puncheons ..... | 1 25 | 1 30 |
| Barrels ..... | 1 28 | 1 31 |
| Half barrels ..... | 1 30 | 1 35 |
| Fancy Molasses (in tins)— | | |
| 2-lb. tins, 2 doz. in case, case. | .... | 6 00 |
| 3-lb. tins, 2 doz. in case, case. | .... | 8 25 |
| 5-lb. tins, 1 doz. in case, case. | .... | 6 80 |
| 10-lb. tins, ½ doz. in case, case | .... | 6 65 |

**Note—Prices on molasses to outside points average about 3c per gallon less. In gallon lots 2c above ½ barrel prices.**

## *Teas Very Strong, Especially Ceylons*

**Montreal.**

TEAS.—A very firm undertone characterizes the whole market, all grades being firmly held. Ceylons are stated to be especially strong, and although the price is on an unchanged basis at the present moment, sharp advances are said to be pending. Stocks on hand are getting depleted, and the market generally is pretty bare. Larger supplies are almost out of the question and a growing demand for this beverage makes increased prices almost a certainty within a very short time.

| | | |
|---|---|---|
| JAPAN TEAS— | | |
| Choice (to medium) ..... | 0 65 | 0 75 |
| Early picking ..... | 0 65 | 0 70 |
| Finest grades ..... | 0 80 | 1 00 |
| Javas— | | |
| Pekoes ..... | 0 42 | 0 45 |
| Orange Pekoes ..... | 0 46 | 0 45 |
| Broken Orange Pekoes ..... | 0 43 | 0 46 |

**Inferior grades of broken teas may be had from jobbers on request at favorable prices.**

## *Coffee Advances; Cocoa Firms*

**Montreal.**

COFFEE, COCOA.—With the one exception, that of Rio, which has dropped to from 33½c to 35c per pound, general advances are reported on practically all grades of coffee. Business, notwithstanding, is very brisk and supplies are reported to be quite adequate to the heavy demand. A very firm tone is manifested in the market.

Cocoa holds very firm, and although at last week's prices, the strong demand and the general activity of the market presages an early advance, it is stated.

| | | |
|---|---|---|
| COFFEE— | | |
| Rio, lb. ..... | 0 33½ | 0 35½ |
| Mexican, lb. ..... | 0 46 | 0 47 |
| Jamaica, lb. ..... | 0 43 | 0 45 |
| Bogotas, lb. ..... | 0 46 | 0 48½ |
| Mocha (types) ..... | 0 46 | 0 48 |
| Santos, Bourbon, lb. ..... | 0 45 | 0 47 |
| Santos, lb. ..... | 0 44 | 0 46 |
| COCOA— | | |
| In 1-lbs., per doz. ..... | .... | 5 50 |
| In ½-lbs., per doz..... | .... | 2 90 |
| In ¼-lb., per doz..... | .... | 1 55 |
| In small size, per doz. ..... | .... | 1 15 |

## *Spices Sell Freely; Market Firming*

**Montreal.**

SPICES.—The spice market holds firmly at an unchanged price basis, but it is stated that higher prices are shortly to be expected. Business is fairly good in this market, although January is always considered a quiet month. Supplies are coming to hand pretty freely.

| | | |
|---|---|---|
| Allspice ..... | .... | 0 22 |
| Cassia (pure) ..... | 0 33 | 0 35 |
| Cocoanut, pails, 20 lbs., unsweetened, lb. ..... | .... | 0 46 |
| Do., sweetened, lb. ..... | .... | 0 36 |
| Chicory (Canadian), lb..... | .... | 0 20 |
| Cinnamon— | | |
| Rolls ..... | .... | 0 35 |
| Pure, ground ..... | 0 35 | 0 40 |
| Cloves ..... | .... | 0 35 |
| Cream of tartar (French pure) .. | 0 75 | 0 80 |
| American high test ..... | 0 80 | 0 85 |
| Ginger ..... | .... | 0 40 |
| Ginger (Cochin or Jamaica) ..... | .... | 0 31 |
| Mace, pure, 1-lb. tins ..... | .... | 1 60 |
| Mixed spice ..... | 0 30 | 0 32 |
| Do., 2½ shaker tins, doz..... | .... | 1 15 |
| Nutmegs, whole ..... | 0 60 | 0 70 |
| 64, lb. ..... | .... | 0 45 |
| 80 lb. ..... | .... | 0 43 |
| 100, lb. ..... | .... | 0 40 |
| Ground, 1-lb. tins ..... | .... | 0 65 |
| Pepper, black ..... | 0 38 | 0 40 |
| Do., special ..... | .... | 0 32 |
| Do., white ..... | .... | 0 50 |
| Pepper (Cayenne) ..... | 0 35 | 0 37 |
| Pickling spice ..... | 0 28 | 0 30 |
| Paprika ..... | 0 65 | 0 70 |
| Tumeric ..... | 0 28 | 0 30 |
| Tartaric acid, per lb. (crystals or powdered) ..... | 1 00 | 1 10 |
| Cardamon seed, per lb., bulk..... | .... | 2 00 |
| Carraway (nominal) ..... | 0 30 | 0 35 |
| Cinnamon, China, lb. ..... | .... | 0 30 |

| | | |
|---|---|---|
| Do., per lb. | .... | 0 35 |
| Mustard seed, bulk | 0 35 | 0 40 |
| Celery seed, bulk (nominal) | 0 75 | 0 80 |
| Pimento, whole | 0 18 | 0 20 |

For spices packed in cartons add 4½ cents a lb., and for spices packed in tin containers add 10 cents per lb.

## *Flour Remains Steady At Unchanged Prices*

**Montreal.**

FLOUR.—The flour market remains very firm at unchanged prices, and there is an active demand for all grades. No further changes are likely to take effect at the present time. There has been active inquiry for winter wheat flours, and the basis is firmer.

| | | |
|---|---|---|
| **Standard Wheat Flours—** | | |
| **Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2)** jute bags, 98 lbs. | .... | 13 25 |
| Per bbl., in(2)cotton bags, 98 lbs. | .... | 13 40 |
| **Small lots, per bbl. (2) jute** bags, 98 lbs. | .... | 13 55 |
| Winter wheat flour (bbl.) Jute bags | .... | .... |

## *Oatmeal Advances; Graham Flour, Too*

**Montreal.**

CEREALS.—With the sharp advance for choice oats, an advance in oatmeal is to be expected. Rolled oats are now quoted at from $5.00 to $5.15 and $5.40 per 90 pound bag. Graham flour is now selling at prices ranging from $6.00 to $6.75 and $6.90. Oatmeal is also tending upward and has advanced too from $5.75 to $5.85.

| | | | |
|---|---|---|---|
| Cornmeal, golden granulated | 5 50 | | 6 25 |
| Barley, pearl | 7 00 | | 7 50 |
| Barley, pot, 98 lbs. | 6 00 | | 6 50 |
| **Barley (roasted)** | .... | | 7 50 |
| **Buckwheat flour, 98 lbs. (new)** | .... | | 6 00 |
| **Hominy grits, 98 lbs.** | 6 00 | | 6 50 |
| **Hominy, pearl, 98 lbs.** | .... | | 6 45 |
| Graham flour | 6 00 | 6 75 | 6 90 |
| Oatmeal (standard-granulated) | 5 75 | | 5 85 |
| Rolled oats, 90-lb. bag | 5 00 | 5 15 | 5 40 |

## *Corn Flakes Down; Package Oats Firm*

**Montreal.**

PACKAGE GOODS—Prices are likely to be higher for package goods, notably rolled oats. The market is decidedly firm. On account of the recent sharp advance in oats, case rolled oats that for some months have been selling at $5.60 for large cases, will be materially advanced soon, if present oat market remains firm. One brand of corn flakes is reduced from $4.15 to $3.50 per case, owing to competition, it is stated.

**PACKAGE GOODS**

| | | |
|---|---|---|
| Breakfast food, case 18 | .... | 2 85 |
| Cocoanut, 2 oz. pkgs., doz. | .... | 0 78½ |
| Do., 20-lb. cartons, lb. | .... | 0 36 |
| Corn Flakes, 3 doz. case 3 50 3 65 3 50 | | 4 25 |
| **Oat Flakes, 20s** | .... | 5 40 |
| **Rolled oats, 20s** | .... | 5 60 |
| **Do., 18s** | .... | 2 00 |
| **Do., large, doz.** | .... | 3 00 |
| Oatmeal, fine cut, pkgs., case | .... | 6 75 |
| Puffed rice | .... | 5 70 |
| Puffed wheat | .... | 4 25 |
| Farina, case | .... | 2 35 |
| Hominy, pearl or granu., 2 doz. | .... | 3 65 |
| Health bran (20 pkgs.), case | .... | 2 60 |
| Scotch Pearl Barley, case | .... | 2 60 |
| Pancake Flour, case | .... | 3 60 |
| Pancake Flour, self-raising, doz. | .... | 1 50 |
| Wheat food, 18-1½s | .... | 3 25 |
| Buckwheat Flour, case | .... | 3 60 |
| Wheat flakes, case of 2 doz. | .... | 2 80 |
| Oatmeal, fine cut, 20 pkgs. | .... | 6 75 |
| Porridge wheat, 36s | .... | 6 45 |
| Do., 20s | .... | 6 25 |
| Self-raising Flour (3-lb. pack.) doz. | .... | 2 95 |
| Do. (6-lb. pack.), doz. | .... | 5 80 |
| Corn starch (prepared) | .... | 0 11¾ |
| Potato flour | .... | 0 16½ |
| Starch (laundry) | .... | 0 12 |
| Flour, Tapioca | 0 15 | 0 16 |

## *Crushed Oats Advance Sharply*

**Montreal.**

FEEDS. — Crushed oats have advanced the present range of price, according to grade being $63.00 to $71.00 per ton, and it is reported that there is a good demanad for all feeds. Feed flour (98 lbs.), is now selling at $3.80.

The market remains very firm. There is a good demand for shorts and bran.

| | | |
|---|---|---|
| FEEDS— | | |
| Bran, mixed cars | .... | 45 00 |
| Shorts, mixed cars | .... | 52 00 |
| Crushed oats | 63 00 | 71 00 |
| Barley chop | .... | .... |
| Special Middlings | .... | .... |
| Feed Flour, 98 lbs. | .... | 3 80 |
| Gluten Feed— | | |
| F.o.b. Cardinal | .... | 64 00 |
| F.o.b. Fort William | .... | 62 00 |

## *Leeks Are Advanced; Horseradish Declines*

**Montreal.**

VEGETABLES.—Leeks are now selling at $3.00 per dozen, an advance of $1.00 over last week's prices. Horseradish is selling at just half the previous price. There is a fairly active demand for all vegetables, but it is stated that business is falling off this month, and which is generally expected.

| | | |
|---|---|---|
| **Artichokes, bag** | .... | 2 00 |
| **Beans, new string (imported)** hamper | .... | 7 00 |
| Beets, new, bag (Montreal) | .... | 2 00 |
| Cucumbers (hothouse), doz. | .... | 4 00 |
| Chicory, doz. | .... | 0 75 |
| Cauliflower, Am., doz. dble crate | .... | 7 00 |
| Do., single crate | .... | 3 50 |
| Cabbage (Montreal), barrels | .... | 4 00 |
| Carrots, bag | .... | 1 25 |
| Celery, Canadian, doz. | .... | .... |
| Do., California, 5-7 doz. crate | .... | 13 00 |
| Garlic, lb. | .... | 0 50 |
| Horseradish, lb. | .... | 0 20 |
| Lettuce (Boston), head crate | .... | 3 25 |
| Leeks, doz. | .... | 3 00 |
| Mint | .... | 0 60 |
| Mushrooms, lb. | .... | 1 50 |
| Do., basket (about 3 lbs.) | .... | 4 00 |
| Onions, Yellow, 75-lb. sack | .... | 6 50 |
| Do., red, 75 lbs. | .... | 6 50 |
| Do., crate | .... | 2 75 |
| Do., Spanish, case | .... | 7 00 |
| Oyster plant, doz. | .... | 0 50 |
| Parsley (Canadian) | .... | 0 60 |
| Peppers, green, doz. | .... | 0 50 |
| Parsnips, bag | .... | 1 75 |
| Potatoes, Montreal (90-lb. bag) | .... | 2 75 |
| Do., New Brunswick | .... | 2 75 |
| Do., sweet hamper | 3 50 | 3 75 |
| Radishes, American, doz. | .... | 0 75 |
| Spinach, barrel | .... | 6 00 |
| Turnips, Quebec, bag | 1 50 | 2 00 |
| Do., Montreal | .... | 1 25 |
| Tomatoes, hothouse, lb. | .... | 0 65 |

## *Apples Are Scarce; Oranges Marked Up*

**Montreal.**

FRUITS.—The market is not too well supplied with fruits at this time of the year, but there is an active demand for all available. Apples are not at all plentiful. Gravensteins are reported to be exhausted. There are still a few apples in boxes that are selling at $4.00 per box. Valencia oranges are advanced to $7.00.

| | | |
|---|---|---|
| Apples— | | |
| Baldwins | 7 50 | 8 00 |
| Ben Davis, No. 1 | 6 00 | 7 00 |
| MacIntosh Red | .... | 12 00 |
| Fameuse, No. 1 | 14 00 | 15 00 |
| Greenings | 7 50 | 8 00 |
| Gravenstein | .... | .... |
| Spies | .... | 10 00 |
| Winter Reds | 6 50 | 7 00 |
| Apples in boxes | .... | 4 00 |
| Bananas (as to grade), bunch | 6 00 | 7 00 |
| Cranberries, bbl. | 12 00 | 13 50 |
| Do., gal. | .... | 0 75 |
| Holly, doz. bunches, doz. | .... | .... |
| Grapes, Tokay (box), 30 lbs. | .... | .... |
| Grape, Emperor, kegs | .... | 13 00 |
| Evergreen, bundle | .... | .... |
| Grapefruit, Jamaican, 64, 80, 96. | .... | 4 25 |
| Do., Florida, 54, 64, 80, 96 | .... | 4 25 |
| Lemons, Messina | .... | 6 00 |
| Pears, Cal. | .... | 6 50 |
| Pomegranates (boxes of about 80), box | .... | 3 00 |
| Keiffer Pears (box) | .... | 2 75 |
| Pears, Cal. | .... | 5 00 |
| Oranges, Cal., Valencias | .... | 7 00 |
| Cal. Navels | 7 00 | 7 50 |
| Florida, case | .... | 4 00 |

## *Oats Are Advanced; Market Firming*

**Montreal.**

HAY, FEEDS.—There has been a sharp advance in oats and the market is very firm, with higher tendencies. Supplies are erratic and the heavy local demands are not always filled. No. 1 feed oats are selling at from $1.08 to $1.09 per 34 pounds.

The hay market is particularly strong.

| | | |
|---|---|---|
| Hay— | | |
| Good, No. 1, per 2,000-lb. ton | .... | 26 00 |
| Do., No. 2 | .... | 25 00 |
| Do., No. 3 | .... | 23 00 |
| Straw | .... | 15 00 |
| Oats— | | |
| No. 2 C.W. (34 lbs.) | 1 11 | 1 12 |
| No. 3 C.W. | 1 08 | 1 09 |
| Extra feed | .... | 1 02½ |
| No. 1 feed | 1 08 | 1 09 |
| No. 2 feed | .... | 1 03 |
| Barley— | | |
| No. 3 C. W. | .... | .... |
| No. 3 | .... | .... |
| No. 4 C.W. | .... | .... |
| Feed barley | .... | 1 60 |

Prices are at elevator.

# ONTARIO MARKETS

TORONTO, Jan. 16—The feature of the grocery markets this week is the strong advance in the price of sugar, amounting to two and a half cents per pound. All commodities are very strong this week. Raisins continue at very high levels and new prices are announced for rolled oats in packages at the beginning of February. All dried fruits are at strong figures. Canned goods are selling well, but are steady in price.

## *Sharp Advance in Sugar Prices*

**Toronto.**

SUGAR.—A sensational advance was announced in the price of granulated sugar last week, when a jump of 2½ cents per pound took place. As predicted in CANADIAN GROCER, an increase in the price of sugar was immi-

nent, and it is not unlikely that the quotation may reach 15 cents per pound before long. Sugar is now ruling at a record figure. Supplies are fairly good, some of the refineries having resumed operations, and there should be now more sugar available from time to time.

| | |
|---|---|
| St. Lawrence, extra granulated, cwt... | 14.71 |
| Atlantic, extra granulated ..... | 14 71 |
| Acadia Sugar Refinery, extra granulated | 14 71 |
| Can. Sugar Refinery, extra granulated.. | 14 71 |
| Dom. Sugar Refinery, extra granulated.. | 14 71 |

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10, 50c; cartons, 20/5s, 60c; cartons, 50/2, 70c Yellows same as above.

## *Molasses and Corn Syrups Very Strong*

Toronto.

MOLASSES, CORN SYRUP. — The market for molasses and corn syrups is very strong, but steady at unchanged figures. The tendency is very strong, and higher levels on molasses particularly are not unlikely.

| | | |
|---|---|---|
| **Corn Syrups—** | | |
| Barrels, about 700 lbs., yellow | .... | 0 08¼ |
| **Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbl** | | |
| **Cases, 2-lb. tins, white, 2 doz. in case** | .... | 5 95 |
| **Cases, 5-lb. tins, white, 1 doz. in case** | .... | 6 55 |
| **Cases, 10-lb. tins, white, ½ doz.** in case | .... | 6 25 |
| **Cases, 2-lb. tins, yellow, 2 doz. in case** | .... | 5 45 |
| **Cases, 5-lb. tins, yellow, 1 doz. in case** | .... | 6 05 |
| **Cases, 10-lb. tins, yellow, ½ doz. in case** | .... | 5 75 |
| **Cane Syrups—** | | |
| **Barrels and half barrels, lb....** | 0 08 | .... |
| **Half barrels, ¼c over bbls.; ¼ bbls., ½c over.** | | |
| **Cases, 2-lb. tins, 2 doz. in case** | .... | 7 00 |
| **Molasses—** | | |
| Fancy, Barbadoes, barrels..... | .... | 1 40 |
| Choice Barbadoes, barrels..... | .... | 1 20 |
| West India, bbls., gal..... | 0 40 | 0 45 |
| **West India, No. 10, kegs.....** | .... | 6 50 |
| West India, No. 5, kegs..... | 2 75 | 3 00 |
| **Tins, 2-lb., table grade, case 2 doz., Barbadoes** ..... | .... | 5 50 |
| **Tins, 3-lb. table grade, case 2 doz., Barbadoes** ..... | .... | 7 75 |
| **Tins, 5-lb., 1 doz. to case, Barbadoes** ..... | .... | 5 30 |
| Tins, 10-lb., ½ doz. to case, **Barbadoes** ..... | .... | 5 20 |
| **Tins, No. 2, baking grade, case 2 doz.** ..... | 3 50 | 4 00 |
| **Tins, No. 3, baking grade, case of 2 doz.** ..... | 4 70 | 6 50 |
| **Tins, No. 5, baking grade, case of 1 doz.** ..... | 3 75 | 6 20 |
| **Tins, No. 10, baking grade, case West Indies, 1½s, 48s.....** | 4 60 | 6 95 |
| **of ½ doz.** ..... | 3 60 | 6 00 |

## *New Prices Named on Rolled Oats*

Toronto.

PACKAGE GOODS.—As has been announced recently in CANADIAN GROCER, an advance has been expected in rolled oats, and the announcement has now been made by manufacturers that prices of the cases, both round and square, that is in the 20s, will be $6.50 per case, commencing February 1st. The regular size, that is the 36s, will be $4.85, and the 18s, $2.42½. Present prices will rule up to January 30th. Other lines of package goods are very firm and strong, but no changes are announced.

**PACKAGE GOODS**

| | | |
|---|---|---|
| **Rolled Oats, 20s round, case.....** | .... | $5 60 |
| **Do., 20s square, case.....** | 5 10 | 5 60 |
| **Do., 36s, case** ..... | .... | 4 00 |
| **Do., 18s, case** ..... | .... | 2 00 |
| **Corn Flakes, 36s, case.....** | 4 00 | 4 25 |
| **Porridge Wheat, 36s, regular, case** | .... | 6 00 |
| **Do., 20s, family, case.....** | .... | 5 80 |
| Cooker Package Peas, 36s, case.. | .... | 4 20 |
| **Cornstarch, No. 1, lb., cartons..** | 0 11½ | 0 11¾ |
| **Do., No. 2, lb. cartons.....** | .... | 0 10¼ |
| **Laundry starch** ..... | .... | 0 10 |
| **Laundry starch, in 1-lb. cartons** ..... | .... | 0 12 |
| **Do., in 6-lb. tin canisters.....** | .... | 0 13¼ |
| **Do., in 6-lb. wood boxes.....** | .... | 0 13¼ |
| **Potato Flour, in 1-lb. pkgs.....** | .... | 0 16 |
| Fine oatmeal, 20s ..... | .... | 6 75 |
| Cornmeal, 24s ..... | .... | 3 65 |
| Farina, 24s ..... | .... | 2 90 |
| Barley, 24s ..... | .... | 2 60 |
| Wheat flakes, 24s ..... | .... | 5 60 |
| **Wheat kernels, 24s** ..... | .... | 4 50 |
| Self-rising pancake flour, 24s.... | .... | 3 30 |
| **Buckwheat flour, 24s.....** | .... | 3 30 |
| White flour, 24s ..... | .... | 5 50 |
| Graham flour, 24s ..... | .... | 5 75 |

## *New Prices on Several Lines*

Toronto.

MISCELLANEOUS. — Crisco advanced 15 cents per case, effective January 6th, and 20 cents per case effective January 10th, making the prices now for ones and threes, $13.20, and sixes and nines, $13.05. Cream of wheat has advanced to $9.60 for 36s, or $3.25 per dozen. Quaker puffed wheat is now selling at $4.60 per cease. Tillson's fine cut oatmeal is $6.75 per case of 20 packages. Chase and Sanborn have advanced their coffees, the half-pound tins now selling at 61 cents, the pound tins at 59 cents, and the two-pound tins at 58 cents. Pure Gold icings are now quoted at $1.55 per dozen.

## *Breakfast Food Shows Advance*

Toronto.

CEREALS.—Cereals in bulk are in brisk demand, and prices are very strong. The only change in the list this week, however, is that of breakfast food number one and two, at $7.75 in 98-pound bags. The 24-pound bags are $2.

| | Single Bag Lots F.o.b. | Toronto |
|---|---|---|
| Barley, pearl, 98s ..... | 7 00 | 7 50 |
| Barley, pot, 98s ..... | .... | 6 00 |
| Barley Flour, 98s ..... | .... | 4 50 |
| Buckwheat Flour, 98s ..... | .... | 6 25 |
| Cornmeal, Golden, 98s ..... | 5 75 | 6 00 |
| Do., fancy yellow, 98s ..... | .... | 6 50 |
| Hominy grits, 98s ..... | 5 50 | 6 00 |
| Hominy, pearl, 98s ..... | 5 25 | 5 75 |
| Oatmeal, 98s ..... | 5 70 | 5 80 |
| Oat Flour ..... | .... | .... |
| Corn Flour, 98s ..... | .... | 5 50 |
| Rye Flour, 98s ..... | .... | 5 00 |
| Rolled Oats, 90s ..... | 5 00 | 5 25 |
| Rolled Wheat, 100-lb. bbl. ..... | 6 50 | 7 25 |
| Cracked wheat, bag ..... | .... | 6 50 |
| Breakfast food, No. 1 ..... | .... | 7 75 |
| Do., No. 2 ..... | .... | 7 75 |
| Rice flour, 100 lbs. ..... | .... | 10 00 |
| Linseed meal, 98s ..... | .... | 6 75 |
| Peas, split, 98s ..... | .... | 0 08½ |
| Blue peas, lb. ..... | 0 09 | 0 10 |
| Marrowfat green peas ..... | .. | 0 11¾ |
| Graham Flour, 98s ..... | .. | 6 60 |
| Farina, 98s ..... | .. | 6 20 |

## *Active Inquiry For Canned Goods*

Toronto.

CANNED GOODS.—There is a very active demand for all canned goods, both vegetables and fruits. They are selling freely at unchanged prices, but the market is very firm. The fruits and jams are in demand, and with the present high prices of sugar prevailing, the tendency in these lines is decidedly towards stronger levels.

## *Fard Dates Likely to Be Higher*

Toronto.

DRIED FRUITS.—New shipments of Fard dates are quoted at an advance, considerably in excess of the price being asked on spot. Wholesalers are quoting them to the trade at from 28½ to 29½ cents per pound, but the price being quoted in New York to-day is 38 cents, which indicates the extent of the jump that is bound to take place on new shipments. Dromedary dates are selling at from $7 to $7.25 per case. Raisins continue very scarce, and prices now are fully four and a half cents in excess of the opening prices. There are some extra fancy bleached raisins on the market this week that are being quoted at 28½ cents. Seedless raisins in 15 oz. packets are from 23 to 25 cents, and Crown Muscatels are from 21½ to 22½ cents.

## *Shelled Nuts Sell Freely*

Toronto.

NUTS.—There is an active demand for all shelled nuts, but nuts in the shell are selling a bit slowly just now. Grenoble walnuts unshelled are quoted slightly easier at 33 cents per pound, and Marbot walnuts at 30 cents. The outlook in almonds is for higher prices. Quotations for future delivery are showing advances. The market for cocoanut is very strong, and steady at 45 cents per pound.

## *Tea Prices Hold Steady*

Toronto.

TEAS.—No new developments are reported in the markets for teas this week Prices are very strong on spot, and primary quotations continue at high figures, with the trend upward rather than downward. Supplies on spot are not heavy, and there is active buying.

## *Coffee Prices on Spot Are Firm*

Toronto.

COFFEES.—Some dealers have advanced their package coffees, but bulk prices on spot show no change as compared with a week ago. Supplies are not heavy and the market is very strong, and some importers are predicting higher prices in the near future. Stronger figures are being quoted for primary stocks, and this condition is bound to be reflected here in the near future.

## *Spice Quotations Look Higher*

Toronto.

SPICES.—The tendency in spices is towards higher levels, although dealers have not advanced prices at all, but they state that the strength of primary markets will warrant higher levels on the delivery of goods now being bought. Cream of tartar is very firm but unchanged in price.

## *Primary Quotations on Rice Strong*

**Toronto.**

RICES.—The market for rices is very strong but unchanged. Primary prices show considerable strength. Tapioca is selling freely, but rices are not at all in heavy demand.

## *Beans Are Selling at Firm Prices*

**Toronto.**

BEANS.—The cold weather has stimulated the demand for beans, and the market is very firm for the same. No changes are reported in quotations on spot, but Ontario beans are holding strong.

## *Honey is in Active Demand*

**Toronto.**

MAPLE SYRUP, HONEY.—Honey is selling fairly well, and prices are steady. Dealers report a moderate demand for the same. Maple syrup is pretty well cleaned up.

## *Oranges and Grapefruit Are Selling Well*

**Toronto.**

FRUITS.—There is a very active demand for oranges, grapefruit and lemons. Prices show few changes as compared with a week ago. Florida oranges are being quoted this week, at from $5.50 to $6 per case. Lemons are from $4.50 to $5 per case. Apples in barrels and boxes are selling freely at unchanged figures.

| | | |
|---|---|---|
| Bananas, Port Limons | .... | 0 07½ |
| **Valencia Oranges—** | | |
| 216s, 250s, 288s, 324s | 5 50 | 6 75 |
| Cal. Navels— | | |
| 100s, 126s, 150s, 176s, 200s | 5 00 | 6 75 |
| 216s, 250s, 288s, 324s | .... | 6 75 |
| Florida Oranges— | | |
| 176s, 200s, 216s, 250s | 5 50 | 6 00 |
| Lemons, Cal., 300s, 360s | .... | 4 50 |
| Lemons, Messinas, 300s | .... | 5 00 |
| Grapefruit, 54s, 64s, 70s, 80s, 96s | 4 50 | 5 00 |
| Apples— | | |
| Ontario Spies, bbl. | .... | 10 00 |
| Blenheims, bbl. | .... | 7 50 |
| Winesaps, box | .... | 4 25 |
| Delicious, box | .... | 4 75 |
| Kings, box | .... | 3 25 |
| Spys, Ont., box | .... | 2 75 |
| Rome Beauty, sizes 88s, 96s, 104s, 113s, 125s, 138s, 150s | 3 75 | 4 00 |
| Cal. Pears | .... | 5 50 |
| Florida Tangarines, 144s, 168s, 196s, 216s, 224s | 4 25 | 5 00 |
| Grape, Cal., Emperor | .... | .... |
| Drums | 7 75 | 8 00 |
| Do., Spanish Malagas, keg | 15 00 | 17 00 |
| Cranberry, Cape Cod, bbl. | .... | 14 00 |
| Do., half bbl. | .... | 7 50 |
| Do., boxes | .... | 4 50 |
| Pomegranates, boxes | .... | 4 00 |

## *Potatoes Advance to $4 Per Bag*

**Toronto.**

VEGETABLES.—The feature of the market for vegetables this week is the advance of $1 per bag to $4. This is a very sharp increase, and is due altogether to the limited offerings. Americans are in the Canadian market for large quantities of potatoes, and are buying freely for shipment to the other side. Farmers are also showing a tendency to hold their potatoes, anticipating even a higher figure than they are now receiving. California vegetables are arriving more plentifully and are selling well. California cabbages are $6.50 per case, and the domestic kind are selling at $2.75 per barrel.

| | | |
|---|---|---|
| Cabbage, bbl. | .... | 2 75 |
| Carrots, per bag | .... | 2 00 |
| Parsnips, per bag | .... | 2 50 |
| Radishes, Cal., doz. | .... | 0 75 |
| Cabbages, Cal., case | .... | 6 50 |
| Lettuce, Cal., head, crate 8 doz. | .... | 5 50 |
| Hothouse Tomatoes, lb. | 0 30 | 0 40 |
| Onions, Yellow Danvers, 100-lb. sacks | .... | 8 00 |
| Do., 75 lbs. | .... | 4 50 |
| Spanish Onions, large cases | .... | 7 50 |
| Do., small crates | .... | 2 75 |
| Onions, white, large sacks | .... | 7 50 |
| Green Onions, doz. bunches | .... | 1 00 |
| Celery, 8 doz. | .... | 7 00 |
| Cauliflower, Cal., case | .... | 5 50 |
| Potatoes— | | |
| Ontario, 90-lb. bags | .... | 4 00 |
| Quebec, 90-lb. bags | .... | 4 00 |
| Jersey Sweet Potatoes, hamper | .... | 2 75 |
| Do., bbl., double headers | .... | 7 50 |
| Turnips, bag | .... | 1 00 |
| Mushrooms, 4-lb. basket | .... | 3 50 |

# WINNIPEG MARKETS

## *Sugar Shows Heavy Advances*

**Winnipeg.**

SUGAR.—Sugar has advanced two and a half dollars per hundredweight. Market is very firm, and, as pointed out in these columns recently, sugar will likely reach a still higher point.

Supplies at present are very light and will be so for some weeks yet.

## *Market For Beans is Firmer*

**Winnipeg.**

BEANS.—The bean market has been showing a firmer tendency the past few weeks. There has been little actual change in prices, but a marked firmness is noted this week.

Hand-picked extra fancy, per bag, 100 lbs., $7.75; hand-picked fancy, per bag, $7.25; imported Limas, 80 lb. bags, per lb., 13c.

## *Dried Fruits in Heavy Demand*

**Winnipeg.**

DRIED FRUITS.—Dried fruits are in very heavy demand, especially California raisins and prunes. There is a great scarcity of both these lines. Last week it was stated that California packers were offering heavy premiums for both raisins and prunes. The past week has seen many diverted shipments of California raisins in transit to Canada diverted to American points at very much higher prices. Retailers were well advised when the market opened to procure their requirements then without delay.

| | | |
|---|---|---|
| Prunes— | | |
| 90-100s, 25s | .... | 0 18 |
| 80-90s, 25s | .... | 0 18½ |
| 70-80s, 25s | .... | 0 20 |
| 60-70s, 25s | .... | 0 21 |
| 50-60s, 25s | .... | 0 22 |
| 40-50s, 25s | .... | 0 25 |

## *Rice Very Firm; Scant Supplies*

**Winnipeg.**

RICES.—This market is almost bare of the better grades of rice. Spot supplies are very low, indeed. New crop Siam is expected the first part of February. The price will be higher than has been expected for this grade.

## *Jelly Powder, Etc., Show Advances*

**Winnipeg.**

MISCELLANEOUS. — Package icing sugar, jelly powders, etc., all show an advance, in fact most lines in which sugar enters largely in the manufacture will show advances.

Confectionery lines have advanced from two to three cents per lb., due to the advance in sugars. Manufacturers report this advance only takes care of the sugar advance, that owing to the labor situation they are still working on a much smaller margin of profit than during normal conditions. Confectionery will certainly be considerably higher.

# VANCOUVER MARKETS

## *No Scarcity of Molasses Reported*

**Vancouver.**

MOLASSES.—The jobbers claim that they are having no difficulty in procuring their supplies of molasses, although those who are bottling and canning molasses claim that it is only with the greatest effort that they are able to keep supplies rolling.

SUGAR.—A very serious sugar shortage still exists in B. C. At present the deliveries to the jobbers amount to about 80 per cent. of last year's; notwithstanding the fact that the estimated increase in population in Vancouver and district is about 50 per cent. Sugar has again advanced, being quoted at $13.50.

## *Shipping Potatoes To Seattle*

**Vancouver.**

POTATOES.—It has been generally conceded that with the loss through frost there would not be any surplus of potatoes in B. C. Yet in the last ten days there have been over three hundred cars shipped from this centre to Seattle, and more are bought to ship. A couple of weeks ago the price of locals was $60, and Ashcrofts $65; at present the market is just twenty dollars above these figures. In the last two weeks, the fact that a profit could be taken off the Seatle price has raised the price of this necessity to the B. C. consumer by $1 a bag. One Water street

Continued on next page.

# WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

## *New Brunswick Markets*

FROM ST. JOHN, BY WIRE.

St. John, Jan. 13.—The only changes in the local market of much interest is sugar, granulated now being quoted at $14.60 and yellow at $14.10. Fresh eggs are becoming more plentiful and are selling at 80 to 85 cents a dozen. Potatoes are holding very firm and higher prices are expected. Western apples are down to $4.50 a box.

| | | |
|---|---|---|
| Flour, No. 1 patents, bbls., Man. | .... | 14 75 |
| Cornmeal, gran., bags | 6 00 | 6 10 |
| Cornmeal, ordinary | 3 85 | 3 90 |
| Rolled oats | .... | 11 75 |
| Rice, Siam, per 100 lbs. | 13 00 | 13 50 |
| Tapioca, 100 lbs. | 13 50 | 15 00 |
| Molasses | .... | 1 25 |
| Sugar— | | |
| Standard, granulated | .... | 14 60 |
| No. 1, yellow | .... | 14 10 |
| Cheese, New Brunswick | .... | 0 32 |
| Cheese, Ont., twins | .... | .... |
| Eggs, fresh, doz. | 0 80 | 0 85 |
| Eggs, storage | .... | 0 63 |
| Breakfast bacon | 0 38 | 0 40 |
| Butter, creamery, per lb. | .... | 0 70 |
| Butter, dairy, per lb. | .... | 0 65 |
| Butter, tub | .... | 0 60 |
| Lard, pure, lb. | 0 32 | 0 32½ |
| Lard, compound | 0 30 | 0 30½ |
| American clear pork | 60 00 | 65 00 |
| Beef, corned, 1s | 4 00 | 4 20 |
| Tomatoes, 2½s, standard case | .... | 4 20 |
| Raspberries, 2s, Ont., case | 4 40 | 4 45 |
| Peaches, 2s, standard, case | 7 25 | 7 35 |
| Corn, 2s, standard, case | .... | 3 75 |
| Peas, standard, case | .... | 4 10 |
| Apples, gal., N.B., doz. | 4 75 | 5 00 |
| Strawberries, 2s, Ont., case | .... | .... |
| Salmon, Red Spring, flats, cases | .... | 19 50 |
| Pinks | 11 00 | 11 50 |
| Cohoes | 15 00 | 15 50 |
| Chums | .... | 9 00 |
| Evaporated Apples, per lb. | 0 22½ | 0 23 |
| Peaches, per lb. | 0 27½ | 0 28 |
| Potatoes, Natives, per bbl. | .... | 5 00 |
| Onions, Can., 100-lb. bag | .... | 7 00 |
| Lemons, Cal., case | 5 00 | 6 00 |
| Oranges, Cal., case | 6 00 | 7 50 |
| Grapefruit, Cal., case | .... | 5 50 |
| Apples, Western, box | .... | 4 50 |
| Bananas, per lb. | 0 10 | 0 11 |
| Grapes, Malaga, keg | 11 00 | 13 00 |

## *Saskatchewan Markets*

FROM REGINA, BY WIRE.

Regina, Sask., Jan. 13.—Recent advance of sugar prices as far west as Winnipeg had no effect on local market as no Eastern sugar is now being received here. Sugar market, however, is very firm, and an advance is expected soon. Gasoline and kerosene are both higher: Gasoline now quoted at 39 to 41 cents a gallon and kerosene from 27 to 30 cents. Dealers are quoting new laid eggs at 75 cents and No. 1 storage at 63 to 65 cents, although there are no eggs coming in. Poultry receipts for the week about 3,000 pounds.

| | | |
|---|---|---|
| Flour, 96s, per bbl. | .... | 12 95 |
| Beans, B.C. | 7 50 | 9 00 |
| Rolled oats, 80s | .... | 4 60 |
| Rice, Siam | 12 75 | 14 75 |
| Japan, No. 1 | 15 50 | 18 00 |
| Tapioca, lb. | .... | 0 14 |
| Sago, lb. | 0 13½ | 0 15½ |
| Sugar, pure cane, granulated, cwt | .... | .... |
| Cheese, No. 1, Ontario, large | 0 32 | 0 33 |
| Butter, creamery, lb. | .... | 0 70 |
| Do., dairy, lb. | 0 57 | 0 60 |
| Lard, pure, 3s, lb. | 0 32 | 0 32½ |
| Eggs, new laid, local | .... | 0 70 |
| Do., No. 1, storage, case | 17 00 | 18 00 |
| Tomatoes, 2½s, standard, case | 4 30 | 4 75 |
| Corn, 2s, case | 4 00 | 4 45 |
| Peas, 2s, standard, case | 4 20 | 4 75 |
| Strawberries, 2s, Ontario, case | .... | 10 30 |
| Raspberries, 2s, Ontario, case | .... | 10 30 |
| Cherries, 2s, red, pitted | 9 00 | 9 50 |
| Apples, evaporated | 0 22½ | 0 25½ |
| Do., 25s, lb. | .... | 0 26¾ |
| Peaches, evaporated, lb. | .... | 0 25¾ |
| Do., canned, 2s | .... | 7 50 |
| Prunes, 90-100s | .... | 0 16 |
| Do., 70-80s | .... | 0 17 |
| Do., 50-60s | .... | 0 20 |
| Do., 30-40s | .... | 0 26 |
| Do., 20-30s | .... | 0 31 |
| Raisins, bleached Sultanas | .... | 0 27 |
| Do., bulk, seedless | .... | 0 21 |
| Do., package, 11 oz. | .... | 0 16½ |
| Filiatras Currants, lb. | .... | 0 26 |
| Salmon, pink tall, case | .... | 10 25 |
| Do., Sockeye, tall, case | .... | 17 50 |
| Do., halves | 18 00 | 19 00 |
| Potatoes, Alta., per ton | .... | 65 00 |
| Oranges | 6 00 | 6 50 |
| Lemons | 6 25 | 7 00 |
| Grapefruit | 6 00 | 6 50 |
| Pears, evaporated, lb. | .... | 0 33½ |
| Pineapples, 2s | .... | 6 20 |
| Do., 2½s | .... | 7 90 |
| Spanish Malaga Raisins, 5½-lb. trays | .... | 0 23 |
| Do., Crowns, 21 lbs. | .... | 8 50 |

## *Alberta Markets*

FROM CALGARY, BY WIRE.

Calgary, Alta., Jan. 6.—Cream of wheat has advanced $1.50 a case. Fels Naptha soap is 60 cents a case higher. Quaker Oats 90 cents a case higher. British Columbia sugar has advanced 1½ cents a pound. Rogers' syrup 2s is up 30 cents, and other sizes 35 cents. Blue Ribbon and Red Rose teas are up 4 cents. Condensed milk 5 cents a case. Smoked hams and bacon about 1 cent a pound; many varieties of canned meats are higher. Palm Olive soap is down $3 a gross, but the size is slightly smaller. New laid eggs selling at 70 cents a dozen, storage eggs $17 to $18 a crate. Cheese 32 to 33 cents. No. 1 Japan rice $15.50 to $18 per 100 pounds.

| | | |
|---|---|---|
| Beans, small white, Japans, bus. | .... | 4 50 |
| Beans, Lima, per lb. | .... | 0 12½ |
| Rolled oats, brails | .... | 5 00 |
| Rice, Siam, cwt. | .... | 12 00 |
| Sago, lb. | .... | 0 11¾ |
| Flour | .... | 5 40 |
| Tapioca, lb. | .... | 0 14 |
| Sugar, pure cane, gran., cwt. | .... | 12 50 |
| Cheese, No. 1, Ontario, large | .... | 0 33 |
| Butter, Creamery | .... | 0 85 |
| Lard, pure, 3s, per case | .... | 21 60 |
| Bacon, lb. | .... | 0 47 |
| Eggs, new laid | .... | 0 75 |
| Tomatoes, 2½s, standard case | .... | 4 47 |
| Corn, 2s, standard case | .... | 3 96 |
| Peas, 2s, standard case | .... | 4 30 |
| Apples, gal. | .... | 3 25 |
| Apples, evaporated, per lb. | .... | 0 26 |
| Strawberries, 2s, Ont., case | .... | 9 75 |
| Raspberries, 2s, Ont., case | .... | 9 75 |
| Peaches, 2s, Ontario, case | .... | 7 85 |
| Plums, 2s, case | .... | 5 00 |
| Salmon, finest Sockeye, tall, case | .... | 17 80 |
| Salmon, pink, tall, case | .... | 10 25 |
| Peaches, Cal., 2½s | .... | 7 00 |
| Potatoes, bag | .... | 1 35 |

## VANCOUVER MARKETS

Continued from page 40.

observer estimates that only about 25 per cent. of the potatoes are still in growers' hands, and that by spring potatoes will be scarce at $6.50 a bag.

### *Slight Advances in Rolled Oats*

Vancouver.

ROLLED OATS.—There have been a couple of small advances in the price of rolled oats. The market rules generally as follows:

| | | |
|---|---|---|
| Rolled oats, 10s, case | .... | 5 25 |
| Do., 20s, case | .... | 5 40 |
| Do., 40s, case | .... | 5 25 |
| Do., 80-lb. bag | .... | 5 15 |
| Cornmeal, 10s | .... | 6 25 |
| Do., 49s | .... | 11 60 |
| Barley, patent | .... | 0 07¼ |
| Do., pearl | .... | 0 09 |
| Beans, B.C., white | .... | 0 07½ |
| Do., Cal., limia | .... | 0 12½ |
| Do., Manch., lima | .... | 0 16 |
| Do., Kotenashi | .... | 0 07½ |

### *Marmalade Prices Are Named*

Vancouver.

MARMALADE. — One marmalade manufacturer has named a price of $10.25 for 4s, but since prices were named, sugar has advanced, and it is considered that the price will be in the neighborhood of $10.55 or $10.60.

### *Sago is Reported Slightly Easier*

Vancouver.

The market is reported to be slightly easier on sagos.

| | | |
|---|---|---|
| Sago | .... | 0 12½ |
| Tapioca | .... | 0 12½ |

### *Baking Powder is Higher*

Vancouver.

MISCELLANEOUS.—Price & Royal baking powder advances. Advances of from 25c to $3 were announced on the various sizes.

An advance of 15c is noted on Crisco, the prices ruling being 1s and 3s, $13.75, and 9s and 6s, $13.60.

### *Fruits Are in Active Demand*

Vancouver.

FRUITS.—There is an active demand for California fruits. Apples in barrels are also selling well. Prices are firm.

# Selling the Whole Side

**From "The Packer," published by The William Davies Co.**

RECENTLY a progressive merchant in Toronto, who had made it his custom to feature only back bacon, concluded that inasmuch as "Wiltshire" was so good a seller in the British market, there was no logical reason why it should not prove an equally good business-getter among his own customers.

Forthwith he decided to feature it, and exhibited suitable cards in his window to arrest the attention of the passers-by, also quoting the retail prices per pound of the various cuts.

His initial experience was an unqualified success. As a result of introduring "Wiltshire" bacon to his trade, he is now doing a steadily increasing business, and is well satisfied with the results of his venture. Not alone are his bacon sales going up, but he states that many people who come to his store to buy bacon purchase other commodities as well—which reflects advantageously upon the sales of the various lines he carries.

There is no reason why the experience of this merchant should not be duplicated many times over. The Canadian housewife is always on the lookout for good bacon, and in many instances her reason for demanding "back" bacon or "breakfast" bacon is due to the fact that she is not familiar with any other cut.

If you have been in the habit of catering to a demand for certain cuts of bacon you practically conclude that you cannot handle a whole side of Wiltshire profitably, thinking that your customers will not be willing to buy any other portion of the side than the particular cut to which they have been accustomed.

A good many housewives, however, would be quite willing to buy the less expensive cuts if they were only shown the advantage of such a purchase, and the fact that they do not ask for them is because they do not know much of their utility and economy. One of the reasons for the constantly increasing demand for Wiltshire bacon in England is because the English housewife is more familiar with the merits and uses of the various cuts of a Wiltshire side than is her Canadian sister. Not only the centre cuts are sought after, but the shoulder and gammon are also in good demand. The English retail merchant finds that a Wiltshire side can be cut up and sold to good advantage because his customers know and appreciate the food value and palatability of the cheaper cuts, and often buy them in preference to the more expensive portions of the hog.

That a similar demand can be built up by the efforts of the Canadian merchant has been proven over and over again. Many dealers are finding in Wiltshire bacon a real business builder. By cutting a Wiltshire side in the right way, no portion is wasted and every part can be made to yield a good return to the merchant.

In addition to the middle portion of the side (usually sold by the piece or cut in rashers for frying) the shoulder cut is a very profitable piece from the customer's point of view. The upper portion contains no bone and consists chiefly of lean meat. When boiled it makes a very palatable dish, and can be served hot or cold. It is occasionally fried. The lower part of the shoulder contains the hock bone, shoulder bone and about two ribs. This is almost exclusively used as a boiling piece and makes a very inexpensive dish.

The part known as the "coffee house cut," which lies between the loin and the gammon, is often sold with the back. It is a choice cut, mostly lean, and is delicious when fried. The under-cut, known as the "flank," is fairly fat, and can be used for frying or boiling. The "cushion" or corner of the gammon also makes a good boiling piece. The gammon proper includes the round bone and hock bone, and is mostly lean. Rashers of ham are cut from the thick part for frying, while the shank end is generally boiled.

Wiltshire is unquestionably a cure that appeals to everybody who likes mild, sweet bacon. It has a tenderness and flavor far superior to the harsh-cured products sold in many localities, and your customers only need to taste Wiltshire once to become regular buyers. A little missionary work on your part to induce your customers to buy some of the less familiar cuts will help to create a proportionate reduction in the price of the more expensive part of the hog, with a corresponding benefit to consumer and dealer alike.

## WORLD'S OMELET IS SMALLER

The world's omelet is decreasing. There may be lots of chickens flitting about Paris and along the Gay White Way in Little Old New York, but we learn from experts who have been studying the shortage closely that there are one hundred and eighty millions fewer hens to-day in the world than just before the war.

England alone is said to have formerly imported two hundred million tons of eggs yearly, but on account of the shortage is now only able to secure from forty thousand to fifty thousand tons.

The great American hen still cackles her lay and eggs are again aviating to $1 a dozen in California—more than that in New York City.

While the chickens of Paris and New York are flitting about in backless gowns but feathered headgear the good old American hen continues to scratch and strut about, while the barnyard denizens of China endeavor to assist a bit with a few shiploads of their fragile products to which the American hen takes great exception. But the world's omelet is smaller just the same. So there.—"Grocers' Advocate."

## EMBARGO ON LOBSTERS FROM CANADA

A Boston special to the "Morning Chronicle" says Boston lobster circles are much concerned over a bill in its first stages at Washington, putting a partial embargo on live lobster shipments from Canada. The size limit is raised to 10½ inches on all foreign imports. Dealers and the trade generally join forces in opposing the said bill, which would strike a deadly blow at the business. Some sections in Nova Scotia would be practically barred out. The big firms were not aware of the impending danger until a few days ago, the matter being kept a profound secret from them and even from the fishery officers in the states affected. The Massachusetts Fish and Game Company was not even consulted.

All parties interested are now thoroughly aroused and wires to the capitals of both countries have been kept humming for the last two days. Protests are heard on every side.

# Condensed Milk Likely Firm for Present

## Sugar Supply and Price a Big Factor—Feeds for Cattle Also Important Factor—Europe Will Take Immense Amounts for Several Years

"THERE is no possibility of Canada producing too large quantities of dairy products for the next five years; Europe is ready to buy immense quantities for several years. If the matter of exchange can be adjusted, and an extension of credits arranged to European countries, there will be no difficulty in selling all the production that Canadian farmers can furnish."

These interesting and timely observations of Wm. H. Dunn, Canadian representative of the Borden Milk Company, Limited, Montreal, imparted in the course of an interview given CANADIAN GROCER, indicate how urgent the demands of the European buyer are for canned, condensed milk. And the same demand exists for all dairy products, Mr. Dunn states, cheese, butter, eggs, etc., being extensively wanted. The country is bare of these supplies and the war has created conditions of shortage from which these countries will not recover for quite a number of years.

"In Holland, for instance," continued Mr. Dunn, "while the number of cattle is still just about what the totals were before the war, the physical condition of the animals is very much worse, and the production has therefore been much decreased."

### Some Difficulties

Mr. Dunn referred to the probable outlook for the next two months through reference to materials which enter into the manufacture of condensed milk. "A great deal depends upon the price we have to pay for sugar. It looks, from what one can observe, as though there will be no low-priced sugar for some time. An advance for sugar means a higher price for condensed milk, the price depending upon the increase made for sugar.

"Then the cost of feed is important, and if this is advanced, as wheat and flour prices have been, it will cost more to produce the milk. It is difficult to say, definitely, what the price tendencies will be, in view of the uncertainty of these costs. But it would seem that, for the next month or couple of months, at least, the market will be firm and high, and perhaps somewhat higher than it is now. Towards spring, if conditions improve, there might be a little easing of the markets, but this will depend upon the price of milk, as well as other products."

### Produce! Produce!!

Mr. Dunn, after making a survey of the conditions in Europe, and where he spent several months last summer, is confident that Canada can, and should produce all the dairy products of which she is capable. "The farmer cannot produce too many milk cattle, for there is a market for all the surplus that can be provided.

"In the matter of production, it is interesting to note," continued Mr. Dunn, "that the value of condensed milk, as produced in Canada last year, totalled over $20,000,000. This is for condensed milk alone, the value of powdered milk not being included. Add to this the value of cheese, butter and eggs, and it would make a very large amount, probably nearly $100,000,000."

In addition to the factors already pointed out, Mr. Dunn referred to increased labor costs, the price and difficulty of getting coal, etc. Altogether, the tendencies for the present and immediate future do not indicate an easing of the market basis.

# Potatoes Advance a Dollar Per Bag

## Stocks Are Very Low in Toronto Dealers' Hands at the Present Time—American Buyers in the Market—Farmers Said to be Holding Supplies

ARE farmers holding potatoes for higher prices? Last fall at potato digging time, it looked as though that very necessary commodity would be purchased by the public this winter for a reasonable price; but, alas, a few weeks' pool prices commenced to soar until today the price quoted in Toronto is $4 a bag. This may be due to the American buyers being here and are still very active on the Canadian markets. They will take almost any quantity that is offered. At the present time, very few potatoes are being moved across the border for the reason that the dealers can hardly get enough to supply the home market.

George Everest, of McWilliam & Everist, Toronto, told CANADIAN GROCER that apparently farmers were holding their stock for higher prices and that in his opinion there could be no lower price until about March the first, when Ontario farmers would commence to dispose of their stocks. Even their lower prices were very doubtful as the West is almost depleted of potatoes, due to the early frosts which destroyed the crops in a great many localities.

Stocks of potatoes in Toronto dealers' hands are very low. In fact, it is doubtful whether a car-load could be picked up amongst all the dealers.

New Brunswick and Nova Scotia have apparently quit shipping potatoes to Ontario for the time being as none have arrived from that quarter for some time and dealers state that they have none in sight.

# Vacuum Ovens For Preserving Foods

### New Process is Discovered for the Preservation of Meats

In a New York laboratory, the newest marvel of chemistry has been brought to light—a wonderful process for preserving food indefinitely, maybe forever. These laboratory workers, the results of whose experiments are hailed as one of the great scientific achievements of the year 1919, were started on the way to their great discovery, which scientists claim will revolutionize the world's daily fare, by officials of the United States Government who wished to know what could be done to prevent meat from spoiling without injuring its nutritive value. The problem was tackled by the Harriman Laboratory and the experiments conducted in the institution results in the discovery of the remarkable process by which the original flavor is retained in preserved flesh food.

The thing that causes meat to become unfit for use, unless it is cured or refrigerated, is the breaking down of its chief constituent protein, which belongs to the same family as the white of egg. Any egg antiquarian would be able to give us an idea of just how bad such substances become. The jerked beef of the Western plains—dried for days and sometimes weeks in the sun—is so tasteless that the Indians and the Mexicans depend on red peppers to make their palates register food. The dried beef of the grocery store is treated with salt to keep it and with saltpetre to retain color. The new method does away with expensive and long-drawn-out preserving and smoking processes.

The basic idea of this new method of preserving meat, as explained in an illustrated account in "Popular Science Monthly" by John Walker Harrington, is the drying of the meat in a vacuum oven at so low a temperature that, after the water has been driven off, the protein and also the delicate ferments and aromas are not injured by the heat. The principle is the same as that of the vacuum kettle on which the candy maker depends to keep his ware from scorching or growing tasteless in the making. For certain obvious reasons the exact temperature used and other matters of the sort are for the present withheld.

"The length of the process depends upon the size of the pieces. About ten hours are needed for such meats as beef and mutton: and from two to eight hours for fish. The meat is first freed from bones, gristle and superfluous fat, which at once reduces a carcass to half its bulk. The cubes come out one-third of their original size and approximately one-sixth of their former weight.

# Produce, Provision and Fish Markets

## QUEBEC MARKETS

MONTREAL, Jan. 16—An easier feeling is manifest in the hog market this week, although no price changes have been made. Beef is very firm and advances are expected shortly. Business in this market is reported to be exceptionally good for the time of year and great satisfaction is expressed. Cured and cooked meats are selling freely on an unchanged price basis. The butter market, generally, is firm, yet all grades of creamery have declined one cent in one quarter. Cheese is selling steadily and the market is a little more active in consequence of few enquiries having been made from certain sources concerning supplies. The market is very bare of lard and prices are advanced on all grades. This market remains very firm. Shortening has advanced ½c per pound and the market is firming. Eggs are much easier. Quality of Canadian storage is declared to be very good now and a large business is being done in this market. New-laid eggs are selling at from 85 to 90 cents per dozen, but supplies are limited. There is a steady demand for poultry and the undertone is firm. Trade in frozen fish is very active and prices are keeping at about same levels, with the exception of codfish, which has declined considerably. Barrels (200 lbs.), are selling at $18.00. Owing to the extreme cold weather in the Southern States the output of oysters is practically cut off for two weeks and the market is very bare. Prices will go higher.

### *Hog Market Easier; Beef Very Firm*

**Montreal.**

FRESH MEATS.—A much easier feeling has been manifested in the hog market and there is an active demand from local butchers for supplies. Prices have held, however, without change. The beef market is very firm and prices tend upwards. At this season of the year a falling off of business is expected, but dealers report that trade is far in excess of that of a year ago.

| | | |
|---|---|---|
| **FRESH MEATS—** | | |
| Hogs, live (selects) | 18 50 | 19 00 |
| Hogs, dressed | | |
| Abattoir killed, 65-90 lbs. | 25 00 | 25 50 |
| Fresh Pork— | | |
| Leg of Pork (foot on) | .... | 0 31½ |
| Loins (trimmed) | .... | 0 35 |
| Loins (untrimmed) | .... | 0 32 |
| Bone trimmings | 0 18 | 0 21 |
| Trimmed shoulders | .... | 0 25 |
| Untrimmed | .... | 0 23 |
| Pork sausage (pure) | .... | 0 23 |
| Farmer sausages | .... | 0 18 |

| Fresh Beef— (Cows) | | (Steers) | |
|---|---|---|---|
| $0 19 | $0 22 | Hind quarters | $0 26 $0 28 |
| 0 12 | 0 14 | Front quarters | 0 15 0 17 |
| .... | 0 27 | Loins | .... 0 38 |
| .... | 0 22 | Ribs | .... 0 25 |
| .... | 0 12 | Chucks | .... 0 14 |
| .... | 0 18 | Hips | .... 0 19 |

| | | |
|---|---|---|
| Calves (as to grade) | 0 22 | 0 28 |
| Lambs, 60-80 lbs. (whole carcass), lb. | .... | 0 28 |
| No. 1 Mutton (whole carcass), 46-50 lbs., lb. | .... | 0 18 |

### *Cured Meats Active Sellers*

**Montreal.**

CURED MEATS.—A fairly good demand is being made for cured meats on an unchanged price basis. The undertone is decidedly firmer and an advance may shortly be expected.

| | | |
|---|---|---|
| Hams— | | |
| Medium, smoked, per lb.— | | |
| (Weights) 8-10 lbs. | .... | 0 35 |
| 12-14 lbs. | .... | 0 36 |
| 14-20 lbs. | .... | 0 35 |
| 20-25 lbs. | .... | .... |
| 25-35 lbs. | .... | 0 30 |
| Over 35 lbs. | .... | 0 28½ |
| Boneless (for slicing), 4c advance over above prices. | | |
| Bacon— | | |
| Breakfast | .... | 0 48 |
| Cottage Rolls | .... | 0 32½ |
| Picnic Hams | .... | 0 24 |
| Barrel Pork— | | |
| Canadian short cut (bbl.), 25-35 pieces | .... | 54 00 |
| Clear fat backs (bbl.), 40-50 pieces | .... | 55 00 |
| Heavy mess pork (bbl.) | .... | 52 00 |
| Plate Beef | .... | 30 00 |
| Mess Beef | 23 00 | 28 00 |
| Bean Pork | .... | 48 00 |

### *Creamery Butter Declines One Cent*

**Montreal.**

BUTTER.—Creamery butter is marked down one cent per pound in one quarter. The tone of the market remains very firm, and, while trade is not as active in comparison with the business of last week, there is a fairly steady demand.

| | | |
|---|---|---|
| BUTTER— | | |
| Creamery, prints, fresh made | 0 68 | 0 69 |
| Creamery, solids, fresh made | 0 67 | 0 68 |
| Creamery, No. 2, solids | 0 66 | 0 67 |
| Do., prints | 0 65 | 0 66 |
| Dairy, in tubs, choice | 0 61 | 0 62 |
| Dairy prints | 0 62 | 0 63 |
| Bakers' | .... | 0 55 |

### *Steady Sales For All Cooked Meats*

**Montreal.**

COOKED MEATS.—There is a steady demand for cooked meats this week, and, while prices are unchanged, the undertone is firm. Supplies are coming in fairly well but business is hardly as good as it was last week. This is more or less expected now that the holiday season is over.

| | | |
|---|---|---|
| Jellied pork tongues | .... | 0 40 |
| Jellied Pressed Beef, lb. | .... | 0 32 |
| Ham and tongue, lb. | .... | 0 30 |
| Veal and tongue | .... | 0 23 |
| Hams, cooked | .. | 0 47 |
| Shoulders, roast | .... | 0 50 |
| Shoulders, boiled | .... | 0 43 |
| Pork pies (doz.) | .... | .... |
| Blood pudding, lb. | .... | 0 12 |
| Mince meat, lb. | 0 15 | 0 19 |
| Sausage, pure pork | 0 18 | 0 25 |
| Bologna, lb. | .... | 0 15 |

### *Cheese Sells Steadily at Unchanged Prices*

**Montreal.**

CHEESE.—The tone of the market remains firm under a fair demand for supplies, and a fair amount of business is being done. A few enquiries have been made concerning supplies, which may result in more business being done in addition to what has already transpired.

| | | |
|---|---|---|
| CHEESE— | | |
| New, large, per lb. | .... | 0 31 |
| Twins, per lb. | .... | 0 31 |
| Triplets, per lb. | 0 31 | 0 32 |
| Stilton, per lb. | .... | 0 35 |
| Fancy, old cheese, per lb. | .... | 0 35 |

### *Half-cent Advance Made For Lard*

**Montreal.**

LARD.—The lard market is very bare just now and supplies are not equal to the demands. Prices are advanced one cent. So much lard was exported to the United States when there was no embargo placed on it that the Canadian markets are left with little on their hands. A very firm feeling characterizes this market.

| | | |
|---|---|---|
| LARD— | | |
| Tierces, 400 lbs., per lb. | .... | 0 30½ |
| Tubs, 50 lbs., per lb. | 0 31 | 0 32 |
| Pails, 20 lbs., per lb. | 0 31¼ | 0 32¼ |
| Bricks, 1 lb., per lb. | 0 33 | 0 34 |

### *Shortening Advances Half Cent Pound*

**Montreal.**

SHORTENING.—The undertone in this market is firmer, with all grades marked up in one quarter ½c. A fairly active demand is manifested for this commodity at present and prices are likely to remain steady.

| | | |
|---|---|---|
| SHORTENING— | | |
| Tierces, 400 lbs., per lb. | 0 28 | 0 28½ |
| Tubs, 50 lbs., per lb. | 0 28½ | 0 29 |
| Pails, 20 lbs., per lb. | 0 28¾ | 0 29 |
| Bricks, 1 lb., per lb. | 0 30½ | 0 31 |

### *Eggs Are Easier; All Grades Lower*

**Montreal.**

EGGS.—The quality of Canadian storage eggs was never better, it is stated, than at the present time, and, as they are selling considerably lower than new laid eggs, a brisk business is being done in this market. At this season of the year there are few new laid eggs on the market. CANADIAN GROCER learns from a large produce man that people find it almost as profitable to use stor-

age eggs, and, were there big supplies of new laid eggs on the market, the demand would not substantially increase owing to the very high prices prevailing.

| | | |
|---|---|---|
| EGGS— | | |
| No. 2 | .... | 0 50 |
| No. 1 | 0 53 | 0 55 |
| Selects | 0 62 | 0 63 |
| New Laids | 0 85 | 0 90 |

## *Margarine Sells at Steady Prices*

**Montreal.**

MARGARINE.—A good firm feeling has prevailed in the margarine market under a steady demand, and a fair business is reported, but the basis holds unchanged.

| | | |
|---|---|---|
| MARGARINE— | | |
| Prints, according to quality, lb. | 0 39 | 0 40 |
| Tubs, according to quality, lb.. | 0 31 | 0 34 |

## *Poultry Market is Holding Firm*

**Montreal.**

POULTRY.—Markets have been steady during the week on poultry and the undertone is firm, but without change. There is quite a steady demand and sales are reported to be quite satisfactory.

| | | |
|---|---|---|
| POULTRY (dressed)— | | |
| (Selling Prices) | | |
| Chickens, roasting (3-5 lbs.) | 0 37 | 0 40 |
| Chickens, roasting (milk) | 0 42 | 0 44 |
| Ducks— | | |
| Brome Lake (milk fed green).. | .... | 0 47 |
| Young Domestic | .... | 0 38 |
| Turkeys (old toms), lb. | .... | 0 48 |
| Do. (young) | 0 53 | 0 55 |
| Geese | .... | 0 32 |
| Old fowls (large) | .... | 0 34 |
| Do. (small) | .... | 0 30 |
| (Buying Prices) | Live | Dressed |
| Chickens, light weights | 0 19 | 0 24 |
| Do., heavy weights | 0 22 | 0 27 |
| Ducks, young | 0 30 | 0 34 |
| Geese— | | |
| Young | 0 23 | 0 26-0 28 |
| Old | 0 17 | 0 20-0 21 |
| Fowls | 0 18 | 0 21 |
| Turkeys | 0 43 | 0 48-0 50 |

## *Codfish Lower; Oysters Scarce*

**Montreal.**

FISH.—All grades of codfish are marked lower. Barrels (200 pounds) are selling at $18. There is a lull in the demand for pickled and salted fish and a revival is not expected until Lent is at hand. Trade is very active in frozen fish. Prices are keeping at about same levels and supplies are sufficient to answer all purposes for the moment. Owing to the exceptionally cold weather in the Southern States, output of oysters has been practically cut out for two weeks. The trade is poorly supplied and prices are likely to advance much higher.

| | | |
|---|---|---|
| FRESH FISH | | |
| Haddock | 0 08½ | 0 09 |
| Steak, cod | 0 11 | 0 13 |
| Market cod | 0 07½ | 0 08 |
| Mackerel | .... | 0 18 |
| Flounders | 0 08 | 0 10 |
| Prawns | .... | 0 35 |
| Live Lobsters | .... | 0 60 |
| Salmon (B.C.), per lb., Red | .... | 0 30 |
| Skate | .... | 0 12 |
| Shrimps | .... | 0 40 |
| Whitefish | .... | 0 16 |
| FROZEN FISH | | |
| Gaspereaux, per lb. | 0 06½ | 0 07 |
| Halibut, large and chicken | 0 18 | 0 19 |
| Halibut, Western, medium | 0 20 | 0 21 |
| Haddock | 0 07 | 0 07½ |
| Mackerel | 0 15 | 0 16 |
| Dore | 0 15 | 0 16 |
| Smelts, No. 1, per lb. | 0 16 | 0 18 |
| Smelts, No. 2, per lb. | 0 11 | 0 12 |
| Smelts, extra large | .... | 0 26 |
| Pike, headless and dressed | 0 11 | 0 12 |
| Market Cod | 0 06½ | 0 07 |
| Whitefish, small | 0 12 | 0 13 |
| Sea Herrings | 0 07 | 0 07½ |
| Steak Cod | 0 08½ | 0 09 |
| Gaspe Salmon, per lb. | 0 24 | 0 25 |
| Salmon, Cohoes, round | 0 19 | 0 20 |
| Salmon, Qualla, hd. and dd. | 0 13 | 0 14 |
| Whitefish | 0 15 | 0 16 |
| Lake Trout | 0 19 | 0 20 |
| Lake Herrings, bag, 100 lbs. | .... | 4 50 |
| Alewires | 0 05½ | 0 06 |
| SALTED FISH | | |
| Codfish— | | |
| Large bbls., 200 lbs. | .... | 18 00 |
| No. 1, medium, bbl., 200 lbs. | .... | 16 00 |
| No. 2, 200-lb. bbl. | .... | 14 00 |
| Strip boneless (30-lb. boxes), lb. | .... | 0 20 |
| Boneless (24 1-lb. cartons), lb.. | .... | 0 20 |
| Ivory (2-lb. blocks, 20-lb. boxes) | .... | 16 00 |
| Shredded (12-lb. boxes) | 2 40 | 2 50 |
| Dried, 100-lb. bbl. | .... | 16 00 |
| Skinless, 100-lb. boxes | .... | 16 50 |
| Pollock, No. 1, 200-lb. barrel | .... | 14 00 |
| Boneless cod (2-lb.) | .... | 0 23 |
| PICKLED FISH | | |
| Herrings, Scotch cured, half bbl.. | .... | 12 00 |
| Do., Scotia, barrel | .... | 12 00 |
| Do., half barrel | .... | 6 50 |
| Mackerel, barrel | .... | 25 00 |
| Salmon, B.C., 200 lbs. | .... | 25 00 |
| Labrador Salmon, barrels | .... | 26 00 |
| Sea Trout, 200-lb. barrels | .... | 23 00 |
| Turbot, 200 lbs. | 20 00 | 22 00 |
| Codfish, tongues and sound, lb... | .... | 0 13 |
| Eels, lb. | 0 15 | 0 16 |
| SMOKED FISH | | |
| Haddies, BXs, per lb. | 0 11 | 0 12 |
| Fillets | 0 17 | 0 18 |
| Bloaters, box | .... | 2 50 |
| Kippers | 2 15 | 2 50 |
| Digby Chicks, in bundles, per box | .... | 0 24 |
| Boneless Smoked Herring, 10-lb. box, lb. | .... | 0 22 |
| OYSTERS | | |
| Cape Cod, per barrel | 13 00 | 15 00 |
| Batouche, per barrel | .... | 14 00 |
| Malpeques shell oysters, choice, bbl. | .... | 16 00 |
| Do., XXX, bbl. | .... | 15 00 |
| Scallops, gallon | .... | 4 00 |
| Can No. 1 (Solids) | 2 50 | 3 00 |
| Can No. 3 (Solids) | 7 50 | 8 40 |
| Can. No. 5 (Solids) | 11 20 | 12 00 |
| Can No. 1 (Selects) | 2 40 | 3 00 |
| Can No. 3 (Selects) | 6 75 | 9 00 |
| SUNDRIES | | |
| Paper Oyster Pails, ⅛ per 100.. | .... | 1 50 |
| Paper Oyster Pails, quart size, per 100 | | 2 25 |
| Crushed Oyster Shells, 100-lbs. | | 1 50 |

# ONTARIO MARKETS

TORONTO, Jan. 16—There are not many changes in the market for provisions and produce lines this week. The market for live hogs is holding around $17.25 on the fed and watered basis. Lard is slightly higher and there is a very strong demand for the same. Hams and bacon are steady. Butter, eggs and cheese are holding firm.

## *Fresh Meats Are Selling Freely*

**Toronto.**

FRESH MEATS.—Few changes are reported in quotations of fresh meats this week. The live hog market is holding around $17.25 on the fed and watered plan. Fresh pork is selling freely, and tenderloins are inclined to be a little scarce. Fresh beef is selling well, with the market for beef holding at steady figures. Lamb is higher, selling at from 27 to 32 cents per pound.

| | | |
|---|---|---|
| FRESH MEATS | | |
| Hogs— | | |
| Dressed, 70-100 lbs. per cwt. | 24 00 | 25 00 |
| Live off cars, per cwt. | .... | 17 00 |
| Live, fed and watered, per cwt. | 16 25 | 17 25 |
| Live f.o.b., per cwt. | .... | 16 25 |
| Fresh Pork— | | |
| Legs of pork, up to 18 lbs. | .... | 0 29 |
| Loins of pork, lb. | 0 35 | 0 37½ |
| Tenderloins, lb. | 0 47 | 0 48 |
| Spare ribs, lb. | 0 20 | 0 21 |
| Picnics, lb. | 0 22 | 0 24 |
| New York shoulders, lb. | .... | 0 24 |
| Boston butts, lb. | .... | 0 30 |
| Montreal shoulders, lb. | .... | 0 25 |
| Fresh Beef—from Steers and Heifers— | | |
| Hind quarters, lb. | 0 22 | 0 30 |
| Front quarters, lb. | 0 12 | 0 20 |
| Ribs, lb. | 0 18 | 0 32 |
| Chucks, lb. | 0 14 | 0 18 |
| Loins, whole, lb. | 0 25 | 0 35 |
| Hips, lb. | 0 17 | 0 24 |
| Cow beef quotations about 2c per pound below above quotations. | | |
| Calves, lb. | 0 20 | 0 30 |
| Spring lamb, lb. | .... | 0 32 |
| Sheep, whole, lb. | 0 15 | 0 17 |
| Above prices subject to daily fluctations of the market. | | |

## *Hams and Bacon Steady and Firm*

**Toronto.**

PROVISIONS.—The market for hams and bacon show no changes. Prices are steady and firm, with a very active demand for all smoked and salt meats.

| | | |
|---|---|---|
| Hams— | | |
| Medium | 0 34 | 0 35 |
| Large, per lb. | 0 29 | 0 30 |
| Heavy | 0 28 | 0 29 |
| Backs— | | |
| Skinned, rib, lb. | 0 49 | 0 50 |
| Boneless, per lb. | 0 52 | 0 55 |
| Bacon— | | |
| Breakfast, ordinary, per lb. | 0 40 | 0 45 |
| Breakfast, fancy, per lb. | 0 48 | 0 52 |
| Roll, per lb. | 0 29 | 0 30 |
| Wiltshire (smoked sides), lb. | 0 33 | 0 35 |
| Dry Salt Meats— | | |
| Long clear bacon, av. 50-70 lbs. | .... | 0 27 |
| Do., av., 80-90 lbs. | .... | 0 25 |
| Clear bellies, 15-30 lb. | .... | 0 28 |
| Sausages in brine, keg, 35 lbs. | .... | 7 35 |
| Fat backs, 16-20 lbs. | .... | 0 30 |
| Out of pickle prices range about 2c per pound below corresponding cuts above. | | |
| ing, per lb. | .... | 0 44 |
| Barrel Pork— | | |
| Mess pork, 200 lbs. | .... | 42 00 |
| Short cut backs, bbl. 200 lbs. | .... | 50 00 |
| Picked rolls, bbl., 200 lbs.— | | |
| Heavy | .... | 50 00 |
| Lightweight | .... | 60 00 |
| Above prices subject to daily fluctuations of the market. | | |

## *Cooked Meats Have Moderate Inquiry*

**Toronto.**

COOKED MEATS.—There is only a moderate demand for cooked meats. Prices continue unchanged, with boiled ham chiefly in demand at from 47 to 50 cents per pound.

| | | |
|---|---|---|
| Boiled hams, lb. | 0 47 | 0 50 |
| Hams, roast, without dressing, lb. | 0 50 | 0 52 |
| Shoulders, roast, without dress- | | |
| Head Cheese, 6s, lb. | 0 12 | 0 14 |
| Choice jellied ox tongue, lb. | .... | 0 55 |
| Jellied pork tongue | 0 49 | 0 50 |
| Above prices subject to daily fluctuations of the market. | | |

## *Storage Eggs at 61 Cents Dozen*

**Toronto.**

EGGS.—The market for eggs is strong with no changes reported. Storage eggs are selling at 61 cents, selects at from 66 to 67 cents, and special new laids at from 90 to 95 cents.

| EGGS— | | |
|---|---|---|
| No. 1 storage, doz. | .... | 0 61 |
| Selects | 0 66 | 0 67 |
| Special new laids, in cartons | 0 90 | 0 95 |

Prices shown are subject to daily fluctuations of the market.

## *Cheese Market is Very Strong*

**Toronto.**

CHEESE.—The cheese market is very firm, with large cheese bringing from 32 to 32½ cents per pound. The stiltons are 35 and 36 cents per pound.

| CHEESE— | | |
|---|---|---|
| Large | 0 31 | 0 32½ |
| Stilton | 0 34 | 0 36 |

Twins 1c higher than large cheese. Triplets 1½c higher than large cheese.

## *Creamery Butter is Very Firm*

**Toronto.**

BUTTER.—The butter market is very firm, with prices holding at the high levels reached a few weeks ago. Creamery prints are selling at from 67 to 70 cents per pound. Fresh dairy butter is from 58 to 60 cents per pound.

| BUTTER— | | |
|---|---|---|
| Creamery prints (fresh made) | 0 67 | 0 70 |
| Dairy prints, fresh, lb. | 0 58 | 0 60 |
| Dairy prints, No. 1, lb. | .... | 0 56 |

## *Lard Advances a Cent Per Pound*

**Toronto.**

LARD.—An advance has taken place in the price of lard. Dealers are quoting it to the trade at from 30 to 30½ cents per pound.

| LARD— | | |
|---|---|---|
| Tierces, 400 lbs., lb. | 0 30 | 0 30½ |

In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces.

## *Active Inquiry For Shortening*

**Toronto.**

SHORTENING.—There is a good inquiry for shortening at from 27 to 28 cents per pound.

| SHORTENING— | | |
|---|---|---|
| Tierces, 400 lbs. | 0 27 | 0 28 |

## *Margarine Prices Are Unchanged*

**Toronto.**

MARGARINE.—No changes are reported in quotations on margarine. It is selling to the trade at unchanged figures. There is a fairly active demand.

| MARGARINE— | | |
|---|---|---|
| 1 lb. prints, No. 1 | 0 36 | 0 37 |
| Do., No. 2 | 0 34 | 0 36 |
| Do., No. 3 | 0 30 | 0 31 |
| Nut margarine, lb. | 0 34 | 0 35 |

## *Turkeys Are Now 55 Cents Per Pound*

**Toronto.**

POULTRY.—There is a very active demand for poultry, and while receipts are not as heavy as before the Christmas season, they are coming forward freely, and are selling well. Turkeys to the trade are quoted at 55 cents per pound, and geese at from 28 to 33 cents. Chickens are 28 and 35 cents per pound.

Prices paid by commission men at Toronto:

| | Live | Dressed |
|---|---|---|
| Turkeys, old, lb. | -$0 35 | -$0 45 |
| Do., young, lb | - 0 35 | - 0 48 |
| Roosters, lb. | - 0 19 | - 0 25 |
| Fowl, over 5 lbs. | - 0 27 | - 0 30 |
| Fowl, 4 to 5 lbs. | - 0 23 | - 0 27 |
| Fowl, under 4 lbs. | - 0 20 | - 0 25 |
| Ducklings, 3½ lbs. up | - 0 25 | - 0 30 |
| Geese | - 0 18 | - 0 28 |
| Guinea hens, pair | - 1 25 | - 1 50 |
| Spring chickens, live | 0 20- 0 22 | 0 26- 0 30 |

Prices quoted to retail trade:—

| | Dressed | |
|---|---|---|
| Hens, heavy | .... | 0 32 |
| Do., light | 0 20 | 0 28 |
| Chickens, spring | 0 28 | 0 35 |
| Ducklings | 0 28 | 0 34 |
| Geese | 0 28 | 0 33 |
| Turkeys | .... | 0 55 |

## *Fish Have an Active Inquiry*

**Toronto.**

FISH.—Frozen and smoked fish are both in very active demand, and prices for the same are holding very firm. Frozen halibut and whitefish are selling freely, and are possibly about the biggest sellers on the market. Dressed pickerel is 14 and 15 cents per pound. Haddies are also in demand at from 12 to 14 cents, and the fillets at 17 cents.

| FRESH SEA FISH. | | |
|---|---|---|
| Cod Steak, lb. | 0 12 | 0 14 |
| Do., market, lb. | .... | 0 07 |
| Haddock, heads off, lb. | .... | .... |
| Do., heads on, lb. | 0 08 | 0 11 |
| Halibut, chicken | .... | .... |
| Do., medium | .... | .... |
| Fresh Whitefish | .... | .... |
| Fresh Herring | .... | .... |
| Flounders, lb. | .... | .... |
| Oysters, No. 1 can | .... | 3 40 |
| Do., No. 3 can | 9 50 | 9 80 |
| Do., No. 5 can | .... | 16 00 |
| Blue Point oysters, 800s | .... | 15 75 |
| Do., 1000s | .... | 14 00 |
| FROZEN FISH | | |
| Salmon, Red Spring | .... | 0 24 |
| Do., Cohoe | 0 20 | 0 22 |
| Do., Qualla | 0 13 | 0 14 |
| Halibut, chicken | 0 18 | 0 19 |
| Do., medium | 0 20 | 0 21 |
| Do., jumbo | 0 19 | 0 20 |
| Whitefish, lb. | 0 11½ | 0 15 |
| Herring | 0 05 | 0 09 |
| Mackerel | 0 12 | 0 13 |
| Flounders | 0 10 | 0 11 |
| Trout | 0 17 | 0 18 |
| Pickerel, dressed | 0 14 | 0 15 |
| Smelts | 0 16 | 0 25 |
| Spanish Mackerel | .... | 0 30 |
| Pike, round | .... | 0 10 |
| Do., headless and dressed | 0 10 | 0 11 |
| SMOKED FISH | | |
| Haddies, lb. | 0 12 | 0 14 |
| Fillets, lb. | .... | 0 17 |
| Kippers, box | .... | 2 25 |
| Bloaters, box | .... | 2 25 |
| Ciscoes, lb. | .... | 0 18 |

# WINNIPEG MARKETS

## *Egg Receipts Are Very Light*

**Winnipeg.**

EGGS.—Egg receipts are very light, with prices steadily advancing. Dealers are paying 85 cents per dozen for new laid, jobbing at 90 cents. Storage, ordinary, 55 to 59 cents; storage extras, 68 to 70 cents. Farmers are getting from $1 to $1.25 per dozen retail for strictly fresh eggs.

## *Butter in Demand At Firm Prices*

**Winnipeg.**

BUTTER.—There is a heavy demand for butter, and prices are very strong.

| BUTTER— | | |
|---|---|---|
| Finest Creamery, 1s | .... | 0 69 |
| Do., solids | .... | 0 68 |
| Do., choice | .... | 0 68 |
| Do., solids | .... | 0 67 |
| Dairy, finest, No. 1, prints | .... | 0 62 |
| Do., solids | .... | 0 61 |
| Margarine, 1s | 0 39 | 0 39½ |

## *Lard Prices Are Very Firm*

**Winnipeg.**

LARD.—Prices for lard are very firm. The one pound bricks are 36½ cents, and on the tierce basis lard is selling at 33½ cents.

## *Cheese Market Unchanged*

**Winnipeg.**

CHEESE.—Cheese remains very firm, but prices are unchanged. Large Ontario cheese is selling at 33 cents per pound.

## *Fish Market Little Changed*

**Winnipeg.**

FISH.—The fish market shows little change. Fillets show an advance of 2 cents per pound. Holland herring, which has been in scant supply for two or three weeks, is now more plentiful. A better demand is reported this week on all fish lines.

| FRESH FROZEN FISH | | |
|---|---|---|
| Brills | .... | 0 09½ |
| Herring, Lake Superior | .... | 0 04½ |
| Halibut | 0 17 | 0 18 |
| Jackfish, dressed | .... | 0 10 |
| Pickerel | .... | 0 13 |
| Salmon, Cohoe | 0 20½ | 0 21½ |
| Do., red | 0 23½ | 0 24½ |
| Soles | .... | 0 09½ |
| Tullibees | .... | 0 09½ |
| Whitefish, dressed | 0 12½ | 0 13½ |
| SMOKED FISH | | |
| Bloaters, Eastern, per case | .... | 2 60 |
| Do., Western, 20-lb. boxes | .... | 2 40 |
| Haddies, per case, 15 and 30 lbs. | 0 15 | 0 16 |
| Kippers, Eastern, 20 count | .... | 2 40 |
| Do., Western, 20-lb. boxes | .... | 2 30 |
| Fillets, 15-lb. cases, per lb. | .... | 0 22 |
| SALT FISH | | |
| Cod Steak, 2s, per lb. | .... | 0 16 |
| Acadia Cod, 1s and 2s | .... | 0 16 |

# VANCOUVER MARKETS

## *Butter Now Selling At 73 Cents*

**Vancouver.**

BUTTER.—The best creamery butter is quoted at 73 cents per pound.

## *Eggs At 68 Cents Per Dozen*

**Vancouver.**

EGGS.—Local fresh eggs are selling at 68 cents per dozen.

## *Lard is Holding At Firm Price*

**Vancouver.**

LARD.—Lard is now selling at 32 cents per pound.

## *Fish Prices Are Strong*

**Vancouver.**

FISH.—There is a very active demand for fish of all kinds. Prices are firm.

DAVIES QUALITY PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED TORONTO

# DAVIES
# Wiltshire Bacon

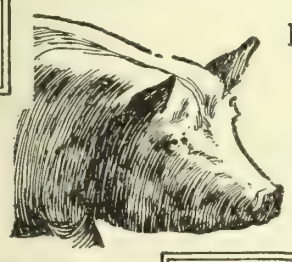
## Is the Kind of Bacon that Brings Customers Back to Your Store for More

IF YOU could see how carefully each side of Davies Wiltshire Bacon is selected and cured, then smoked just the right length of time over fragrant hardwood fires—which process not only preserves but actually *enhances* its sweet natural flavor—you would easily understand why this bacon is so much appreciated.

The Canadian housewife who is on the lookout for *good* bacon will be delighted to buy "Davies' Wiltshire," once she realizes how much superior it is to ordinary bacon—and one sale always leads to more.

Feature *Davies Wiltshire Bacon* in your provision department and watch your business grow !

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO
MONTREAL CHICAGO



# Preparing Containers for Brunswick (BRAND) Sea Foods

HERE is another view of Connors Bros.' plant (the home of Brunswick Brand Sea Products) showing one of the departments in which all containers are prepared for these famous fish foods.

"Cleanliness" has always been the watchword and slogan of this modern plant, and it is rigidly lived up to from the moment the great catches are brought in from the clear, cool depths until the tins are sealed and labelled for shipment.

*This is the 4th of a series of advertisements depicting the most up-to-date methods employed by Connors Bros., Ltd., in preparing Brunswick Brand celebrated fish foods. Watch for them each week.*

## Connors Bros., Limited

BLACK'S HARBOR, N.B.

# An absolutely sure repeater

You don't want goods on your shelf that require a new customer for every package you sell. EASIFIRST has the quality that ensures a steady, year-in, year-out stream of sales. The more it's used the better it's liked. We absolutely know that.

Gunns LIMITED

WEST TORONTO

ANYTHING you sell that cuts down the cost of living will make firm friends for itself and—for you! EASIFIRST is not a mere substitute for butter or lard because it is as good as either—in some ways better—and sells at a much lower price. It's a real boon to the housewife. You'll quickly find this out when you start selling it.

MARIGOLD

MARIGOLD

## "The Greatest Seller of Its Kind in the World"

## MORRIS & COMPANY, Chicago, U. S. A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

# Co-operate with the Advertising on Dominion Brand Tomato Soup

A newspaper advertising campaign is being launched to help you sell more Dominion Brand Soups. The advertising will interest customers of yours, making it easy for you to increase your turnover, and your profits.

Be ready for it! Have a supply of Dominion Brand Tomato Soup on hand.

***Order from your jobber to-day***

## Dominion Canners, Limited

**Hamilton, - Canada**

57 57

Heinz Pickles in bottles are especially cultivated cucumbers, cured when fresh from the vines and preserved in fine old Heinz vinegar.

A half century of pickling experience is embodied in every bottle of Heinz Pickles.

## H. J. HEINZ COMPANY

**Pittsburgh Toronto Montreal**

57 57

***It's Profitable Because—***

**100% PURE**

## COSGRAVE'S PURE MALT Vinegar

Better to sell this branded, bottled vinegar than the bulk article. No waste — no loss — no deterioration. Easily handled—makes fine display. Quality guaranteed.

**RETAILS**
**15c and 25c**

**WELL ADVERTISED**

**Write us or ask your jobber for trade prices.**

## Have No Hesitation

in choosing

## 'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

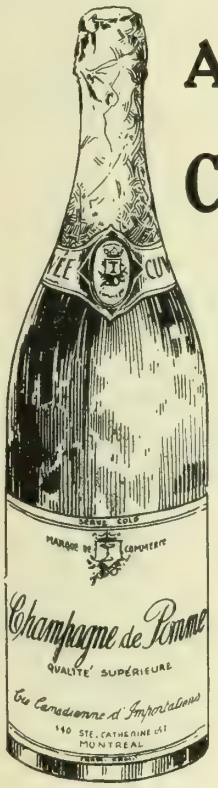
**SOLE PACKERS.**

SMITH & PROCTOR : HALIFAX, N.S.

**SMITH AND PROCTOR**

SOLE PACKERS

Halifax - N.S.




## A New Drink

## Champagne de Pomme

Made from the juice of Canadian apples. A most delicious and refreshing drink.

Put up in pints, bottles or splits.

Every grocery store in Canada can sell this delicious beverage.

Packed 2 doz. to the case.

Order from your wholesaler or direct to

**Cie Canadien Importations**

**140 St. Catherine St. E., Montreal**

## Marsh's

The Grape Juice that brings her in again for further supplies.

Give Marsh's a trial and see it make good.

**The Marsh Grape Juice Company**

NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces:

**The McLaren Imperial Cheese Company Limited**

Toronto and Montreal

# RICE

# RICE FLOUR

# RICE MIDDLINGS

## Mount Royal Milling and Mfg. Coy., Limited

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
*Agents*
MONTREAL

The Full Weight Tins

"Thistle Brand"
Scotch Cured
- Genuine -
Finnan Haddie

You get what you pay for

"No more, No less"

# "GREETINGS"

To our many Customers and Friends

*"May 1920 abound in Happiness and Prosperity."*

"Remember" Thistle Brand Haddies are packed 16 oz. to the lb.

*SOLE AGENTS:*

ARTHUR P. TIPPET & CO., MONTREAL

## *Have YOU Tasted Upton's Jams and Marmalades?*

They are different. For instance —try Upton's Apple and Pineapple Marmalade. It is surprisingly delicious—at breakfast or luncheon.

A demonstration will surely convince your most critical customer. All Upton products are tempting—they make for repeat orders —just what you want.

**Put them to the test on the demonstration plan.**

## The T. Upton Company, Limited
HAMILTON, CANADA

SELLING AGENTS:

S. H. Moore & Company, Toronto, Ont.
Gaetz & Co., Halifax, N.S.
P. H. Cowan & Co., St. John's, Nfld.
Rose & Laflamme, Limited, Montreal, Que.
Schofield & Beer, St. John, N.B.
Scott, Bathgate Co., Ltd., Winnipeg, Man.

# VLIT

## THE TIME AND LABOR-SAVING FURNITURE POLISH

**V**lit
**L**essens
**I**ndoor
**T**oil

Prevents dry rot and fills hair cracks

Improves all woodwork

**Best and**

Sold only through the Wholesalers and Jobbers

R. C. HANNAN, Manager
(Formerly with Thomas J. Lipton)

VLIT
FURNITURE & AUTOMOBILE
POLISH
Velvet Finish Instantaneous,
Lighter Labour, Troubles Over.
VLIT is guaranteed to polish Paints, Varnishes, Enamelware, Pianos, Floors and Furniture. Also Burlap, Linoleum, Fancy Leathers and other things too numerous to mention.
VLIT does not contain one drop of acid which is the great destroyer of furniture.
VLIT prevents mud from adhering to automobiles.
VLIT makes old cars look new.
VLIT licks up dirt and polishes in one movement.
VLIT must make good or we will
Made in Canada
Direction-- Shake bottle, moisten lightly a soft clean cloth, rub briskly four or five movements are sufficient, when a brillant polish is the result DO NOT use a second cloth to polish.
The VLIT MFG. CO., Ltd.
MONTREAL

**V**elvet Finish
**L**ighter Labor
**I**nstantaneous
**T**roubles Over

A genuine furniture food

Contains no kerosene nor acids

Non-inflammable

**Goes Farthest**

**Order Today**

THE VLIT MANUFACTURING CO., LTD.
223 McGill St. MONTREAL
Main 4927

# KING GEORGE'S NAVY

CHEWING TOBACCO

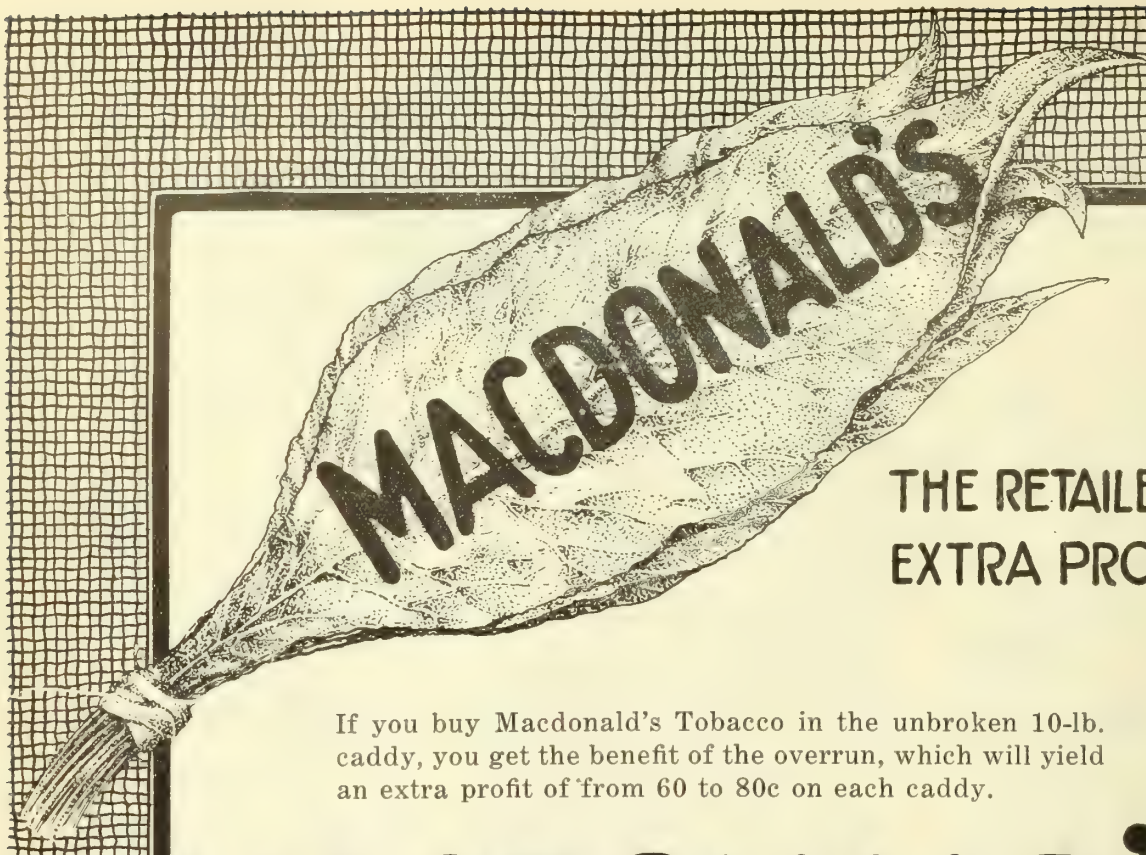
## will always justify prominent display

Once the men begin to know you stock this delicious chew you'll find little difficulty in keeping your stock moving.

A constant show case display will serve to remind the men that you're a King George dealer. Big sales and good profits will then be a feature of your tobacco department.

*Stock King George's Navy Now*

Rock City Tobacco Co., Ltd.




THE RETAILERS EXTRA PROFIT

If you buy Macdonald's Tobacco in the unbroken 10-lb. caddy, you get the benefit of the overrun, which will yield an extra profit of from 60 to 80c on each caddy.

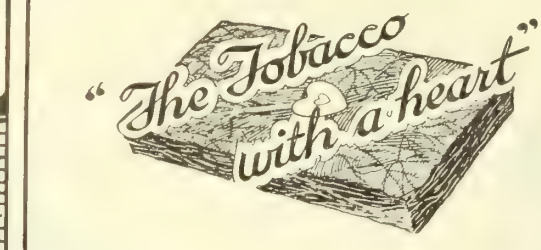
# MACDONALD'S TOBACCO

## Smoking and Chewing

*Selling Agents:*

Hamilton—Alfrew Powis & Son.
London—D. C. Hannah.
Manitoba and North-West—The W. L. Mackenzie & Co., Limited, Winnipeg.
British Columbia—George A. Stone, Vancouver.
Quebec—H. C. Fortier, Montreal.
Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Scholfield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons.

W. C. MACDONALD, REG'D, Incorporated, MONTREAL



# Busy : But You Won't Mind

**Push your flour sales by selling Purity Flour milled from good, strong, Western wheat. Purity Flour keeps a grocer busy because increasing flour sales increase the sale of goods used in baking flour, whose name is legion.**

## PURITY FLOUR

makes customers for your sugar, your butter, your eggs, baking powder, shortenings and about a hundred other lines. Build your business on the popular, well-advertised Purity Flour.

## Western Canada Flour Mills Co., Ltd.

**Head Office: Toronto, Ontario**

**Branches at Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal, St. John, N.B., Courtenay, B.C.**

*"The Mustard with the Kick"*

# Two Big Leaders

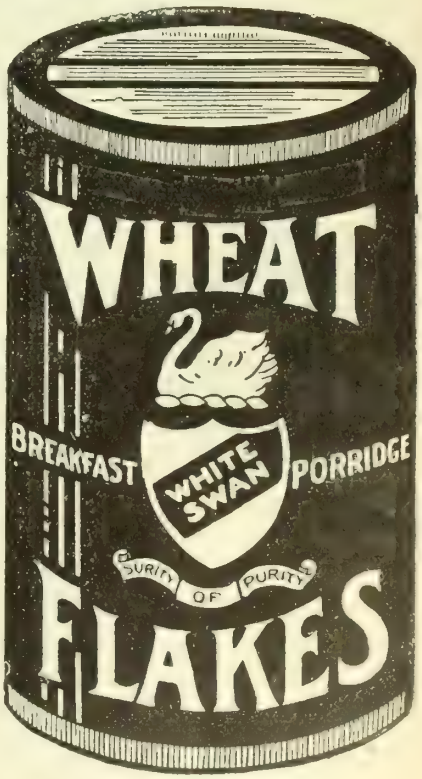
White Swan Wheat Flakes and White Swan Mustard are daily growing in popularity.

Their superior quality has won for them a fame that makes selling them a pleasure.

White Swan Wheat Flakes are made from the finest White Winter Wheat rolled into thin, appetizing flakes—a very quick seller.

White Swan Mustard is a better priced "Made-in-Canada" Mustard that is superior in strength and flavor to all imported brands. It is attractively packed in

**¼ pound .....$2.25**
**½ pound ..... 4.00**




## White Swan Spices and Cereals, Limited

TORONTO, CANADA

# CENTURY SALT

A sparkling white salt refined to the utmost possible point of purity. Well advertised. Deservedly popular.

# SIFTO SALT

Once the ladies try it—no other salt ever has a chance with SIFTO for table use. It flows freely in any weather. It is a true, white, sparkling salt.

DOMINION SALT CO. LIMITED. SARNIA

If your jobber cannot supply you, we invite your inquiry, when price lists and full information will be promptly sent you.
DOMINION SALT CO., Limited, SARNIA, Canada.
Manufacturers and Shippers.



# Grocers Everywhere Sell More Keating's

The remarkable reputation earned for Keating's through its wonderful services during the past five years, means a vastly increased general demand for this universal insecticide. In addition our steady advertising helps on the good work. This all means better business for you.

## KEATING'S POWDER

**kills bugs, moths roaches and other house insects**

Place your orders regularly to ensure that your stock is ample for the demands.

SOLE AGENTS FOR CANADA

HAROLD F. RITCHIE & CO., LIMITED

10-12-14 McCaul Street

TORONTO


# QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

### JAMS
DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.
Screw Vac. Top Glass Jars, 16 oz.

| glass, 2 doz. case. | Per doz. |
|---|---|
| Strawberry | $4 60 |
| Currant, Black | 4 50 |
| Pear | 3 90 |
| Peach | 3 90 |
| Plum | 3 70 |
| Raspberry, Red | 4 50 |
| Apricot | 4 00 |
| Cherry | 4 30 |
| Gooseberry | 4 00 |

### "AYLMER" PURE ORANGE MARMALADE

| | Per doz. |
|---|---|
| Tumblers, Vacuum Top, 2 doz. in case | $2 30 |
| 12 oz. Glass, Screw Top, 2 doz. in case | 2 55 |
| 16 oz. Glass, Screw Top, 2 doz. in case | 3 25 |
| 16 oz. Glass, Tall, Vacuum, 2 doz. in case | 3 25 |
| 2's Tin, 2 doz. per case | 4 80 |
| 4's Tins, 12 pails in crate, per pail | 0 78 |
| 5's Tin, 8 pails in crate, per pail | 0 97 |
| 7's Tin or Wood, 6 pails in crate | 1 36 |
| 30's Tin or Wood, one pail in crate, per lb. | 0 20 |

### PORK AND BEANS "DOMINION BRAND"

| | Per doz. |
|---|---|
| Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case | $0 85 |
| 1's Pork and Beans, Flat, Plain, 4 doz. to case | 0 92½ |
| 1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case | 0 95 |
| 1's Pork and Beans, Tall, Plain, 4 doz. to case | 0 95 |
| 1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case | 0 97½ |
| 1½'s (20 oz.), Plain, per doz. | 1 25 |
| Tomato or Chili Sauce | 1 27½ |
| 2's Pork and Beans, Plain, 2 doz. to the case | 1 50 |
| 2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case | 1 52½ |
| 2½'s Tall, Plain, per doz. | 2 00 |
| Tomato or Chili Sauce | 2 35 |
| Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case. | |

### CATSUPS—In Glass Bottles

| | Per doz. |
|---|---|
| ½ Pts., Aylmer Quality | $1 90 |
| 12 oz., Aylmer Quality | 2 35 |
| | Per jug |
| Gallon Jugs, Aylmer Quality | $1 62½ |
| | Per doz. |
| Pints, Delhi Epicure | $2 70 |
| ½ Pints, Red Seal | 1 45 |
| Pints, Red Seal | 1 90 |
| Qts., Red Seal | 2 45 |
| Gallons, Red Seal | 6 45 |

### BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal, Can.

### CONDENSED MILK
Terms, net, 30 days.

| | |
|---|---|
| Eagle Brand, each 48 cans | $9 80 |
| Reindeer Brand, each 48 cans | 9 35 |
| Silver Cow, each 48 cans | 8 60 |
| Gold Seal, Purity, each 48 cans | 8 45 |
| Mayflower Brand, each 48 cans | 8 45 |
| Challenge Clover Brand, each 48 cans | 7 95 |

### EVAPORATED MILK

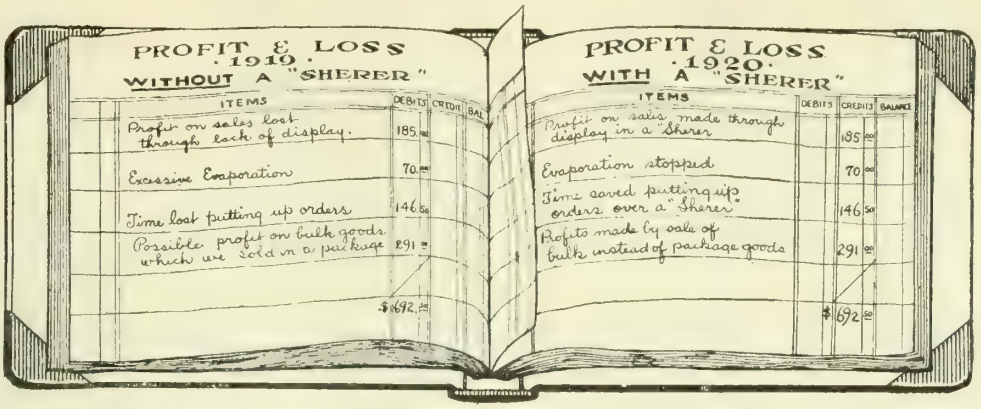
| | |
|---|---|
| St. Charles Brand, Hotel, each 24 cans | $7 15 |
| Jersey Brand, Hotel, each 24 cans | 7 15 |
| Peerless Brand, small, each 24 cans | 3 15 |
| St. Charles Brand, Tall, each 48 cans | 7 25 |
| Jersey Brand, Tall, each 48 cans | 7 25 |
| Peerless Brand, Tall, each 48 cans | 7 25 |
| St. Charles Brand, Family, 48 cans | 6 25 |
| Jersey Brand, Family, each 48 cans | 6 25 |
| Peerless Brand, Family, each 48 cans | 6 25 |
| St. Charles Brand, small, each 48 cans | 3 20 |
| Jersey Brand, small, each 48 cans | 3 30 |
| Peerless Brand, small, each, 48 cans | 3 30 |

### CONDENSED COFFEE

| | |
|---|---|
| Reindeer Brand, large, each 24 cans | $6 50 |
| Reindeer Brand, small, each 48 cans | 6 50 |
| Cocoa, Reindeer Brand, large, each 24 cans | 6 25 |
| Reindeer Brand, small, 48 cans | 6 50 |

### W. CLARK, LIMITED, MONTREAL

Compressed Corn Beef—½s, $2.90; 1s, $4.80; 2s, $8.95; 6s, $31.75.
Lunch Ham—1s, $6.95; 2s, $13.85.
Ready Lunch Beef—1s, $4.80; 2s, $8.95.
English Brawn — ½s, $2.85; 1s, $4.35; 2s, $8.80.
Boneless Pig's Feet—½s, $2.85; 1s, $4.35; 2s, $8.80.
Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef-Ham Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Asst. Loaves — ½s, $2.50; 1s, $4.50.
Geneva Sausage—1s, $4.45; 2s, $8.75
Roast Beef—½s, $2.90; 1s, $4.80; 2s, $8.95; 6s, $31.75.
Roast Mutton—1s, $6.25; 2s, $11.75; square cans, $42.
Boiled Mutton—1s, $6.25; 2s, $11.75; 6s, $42.
Jellied Veal—½s, $3.35; 1s, $4.80; 2s, $9.25.
Cooked Tripe—1s, $2.95; 2s, $4.95.
Stewed Ox Tail—1s, $3.25; 2s, $4.45.
Stewed Kidneys—1s, $4.45; 2s, $8.45.
Mince Collops—½s, $1.95; 1s, $3.35; 2s, $6.75.
Sausage Meat—1s, $3.95; 2s, $7 95.
Corn Beef Hash — ½s, $1.90; 1s, $3.20; 2s, $5.80.
Beef Steak and Onions—½s, $2.90; 1s, $4.80; 2s, $8.90.
Jellied Hocks—2s, $9.35; 6s, $30.
Irish Stew—1s, $2.90; 2s, $5.80.
Cambridge Sausage—1s, $4.45; 2s, $8.75.
Boneless Chicken—½s, $6.95; 1s, $11.45.
Boneless Turkey — ½s, $6.95; 1s, $11.45.
Ox Tongue—½s, $4.95; 1s, $12.00; 1½s, $18.50;; 2s, $23.95; 3½s, $44.00; 6s, $60.00.
Lunch Tongue—½s, $4.90; 1s, $10.45.
Mince Meat (tins)—1s, $3.45; 2s, $5.45; 5s, $15.95.
Mince Meat (bulk)—5s, 23c; 10s, 27c; 25s, 26c; 50s, 26c.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.05; 1s, $1.65; 2s, $2.35; 3s, $3.50.




# Before You

## "Turn over that new leaf," Mr. Grocer, Look at the Ledger—then Read what we say—**it will Pay!**

Your ledger shows you a 1919 profit—Mr. Grocer?

"Yes"—you will say.

Wish it were larger—Mr. Grocer?

"Of course!" you reply.

Then let us show you $692.50 of 1919 profits you overlooked—lost—which you could have had to your credit in the bank at this moment—as easily as not!

But you will never bank those lost profits—Mr. Grocer—unless you know where they are. **We know where they are!** We have told other grocers—and will tell you—if you'll let us.

In the first place—the above ledger items — aggregating $692.50 — are not exaggerated figures — they're **actual** figures. They represent **some** grocers' additional **profits** — and **your** actual **losses.** For they are the **actual** results of **actual** sales in an **actual** grocery store doing an annual $25,000 business.

We would like to have an opportunity of proving to you that if you are doing a business of $25,000 a year that you are **losing** $692.50 of profit which you might **make** if you had a 16-foot **Sherer Sanitary Food Container.**

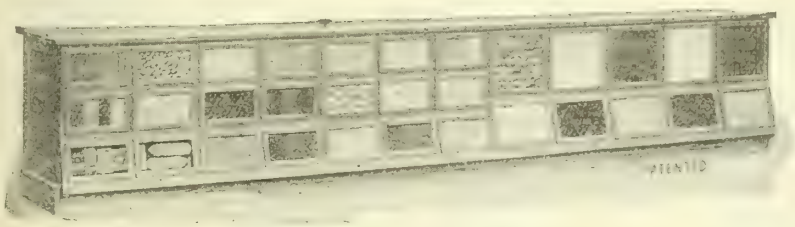
Start the New Year right, Mr. Grocer, by signing the coupon below and getting our **proof**—without obligation. You'll not regret it. Do it before you turn over the page. **It will pay!**

# Sherer-Gillett Company

**Patentees and Manufacturers of the**

## Sherer Sanitary Grocery Display Counter

**Guelph** **Ontario**



**The Up-to-date Sherer Food Container.**

**The Sherer-Gillett Company,**
**Guelph, Ontario, Dept. 57.**

Gentlemen:—I want to be shown (without obligation) how you can save me $692.50 of profit a year!

Individual Name .....

Firm or Co. ....

Street .....

City ..... Province .....

# TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES. Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

**P. PASTENE & CO., LIMITED**

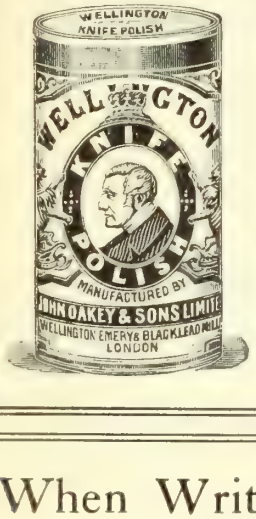
340 ST. ANTOINE STREET - - - MONTREAL, QUE.

# FISH"

We have a full stock of Lake Superior herring in kegs and other pickled fish, also a quantity of frozen Georgian Bay trout, B.C. halibut and qualla salmon.

**LEMON BROS.**

**Owen Sound, Ont.**




**OAKEY'S**

**"WELLINGTON" KNIFE POLISH**

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

**John Oakey & Sons, Ltd.**

*Manufacturers of*

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng

*Agents:*

F. Manley, 42 Sylvester-Willson Bldg., Winnipeg.

Sankey & Manson, 839 Beatty Street, Vancouver.

When Writing to Advertisers Kindly Mention this Paper


With Plain Sauce—Ind., 95c; 1s, $1.60; 2s, $2.30; 3s, $3.30.

Chateau Brand Concentrated Soups—Celery, $1.25; Consomme, $1.25; Green Peas, $1.25; Julienne, $1.25; Mutton Broth, $1.25; Ox Tail, $1.25; Pea, $1.25; Scotch Broth, $1.25; Chicken, $1.60; Mock Turtle, $1.25; Tomato, $1.45; Vermicelli Tomato, $1.30; Mulligatawny, $1.30; Soups and Boulli, 6s, $14.45.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s, talls, $2.75; 6s, $8; 12s, $16.

Plain Sauce, Pink Label—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s (talls), $2.75; 6s, $8; 12s, $15.

Chili Sauce (red and gold label)—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s, $2.75.

Vegetarian Baked Beans and Tomato Sauce—2s, $1.90.

Sliced Smoked Beef—½s, $2.45; 1s, $3.45; 4s, $24.

Canadian Boiled Dinner—1s, $2.45; 2s, $4.95.

Peanut Butter — ¼s, $1.90; ½s, $2.45; 1s, $3.40; in pails, 5s, 31c; 12s, 29c; 24s, 28c; 50s, 28c.

HARRY HORNE & CO.,
Toronto, Ont.

| | Per case |
|---|---|
| Cooker Brand Peas (3 doz. in case) | 4 20 |
| Cooker Brand Popping Corn (3 doz. in case) | 4 20 |

B.C. HOPS

| | |
|---|---|
| Dominion Brand, quarters, per short weight pound | 0 30 |
| Dominion Brand, halves, per short weight pound | 0 29 |
| Maple Leaf Brand, ¼ lb. packages, per full weight pound | 0 40 |
| Maple Leaf Brand, ½ lb. packages, per full weight pound | 0 39 |

COLMAN'S OR KEEN'S MUSTARD

| | Per doz. tins |
|---|---|
| D.S.F., ¼-lb. | $2 60 |
| D.S.F., ½-lb. | 5 30 |
| D.S.F., 1 lb. | 10 40 |
| F.D., ¼-lb. | .... |
| | Per jar |
| Durham, 1-lb. jar, each | $0 60 |
| Durham, 4-lb. jar, each | 2 25 |

CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal

KLIM

| | |
|---|---|
| Hotel | $20 00 |
| Household size | 9 00 |
| F.o.b. Ontario jobbing points, east of and including Fort William. | |

THE CANADA STARCH CO., LTD.
Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.
Manufacturers of the Edwardsburg Brands Starches

| Laundry Starches— Boxes | Cents |
|---|---|
| 40 lbs., Canada Laundry | $0 10 |
| 100-lb. kegs, No. 1 white | 0 10½ |
| 200-lb. bbls., No. 1 white | 0 10½ |
| 30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. | 0 12 |
| 40 lbs., Benson's Enamel, (cold water), per case | 3 25 |
| Celluloid, 45 cartons, case | 4.70 |
| Culinary Starch. | |
| 40 lbs., W. T. Benson & Co.'s Celebrated Prepared | 0 11¾ |
| 40 lbs. Canada Pure or Challenge Corn | 0 10¼ |
| 20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. | 0 16½ |
| (20-lb. boxes, ¼c higher, except potato flour.) | |

CROWN BRAND CORN SYRUP

| | |
|---|---|
| 2-lb. tins, 2 doz. in case | 5 45 |
| 5-lb. tins, 1 doz. in case | 6 95 |
| 10-lb. tins, ½ doz. in case | 5.75 |
| 20-lb. tins, ¼ doz. in case | 5.70 |

(Prices in Maritime Provinces 10c per case higher.)

| | |
|---|---|
| Barrels, about 700 lbs. | 0 08¼ |
| Half bbls., about 350 lbs. | 0 08½ |

LILY WHITE CORN SYRUP

| | |
|---|---|
| 2-lb. tins, 2 doz. in case | $5 95 |
| 5-lb. tins, 1 doz. in case | 6 55 |
| 10-lb. tins, ½ doz. in case | 6 25 |
| 20-lb. tins, ¼ doz. in case | 6 20 |

(5, 10, and 20-lb. tins have wire handles.)

GELATINE

| | |
|---|---|
| Cox's Instant Powdered Gelatine (2-qt. size), per doz. | 1 50 |

INFANTS' FOOD

MAGOR, SON & CO., LTD.

| | Doz. |
|---|---|
| Robinson's Patent Barley— | |
| 1 lb. | $4 00 |
| ½ lb. | 2 00 |
| Robinson's Patent Groats— | |
| 1 lb. | 4 00 |
| ½ lb. | 2 00 |

NUGGET POLISHES

| | Doz. |
|---|---|
| Polish, Black, Tan, Toney Red and Dark Brown | $1 15 |
| Card Outfits, Black and Tan. | 4 15 |
| Metal Outfits, Black and Tan | 4 85 |
| Creams, Black and Tan | 1 25 |
| White Cleaner | 1 25 |

IMPERIAL TOBACCO CO. OF CANADA, LIMITED
EMPIRE BRANCH

| | |
|---|---|
| Black Watch, 10s, lb. | $1 20 |
| Bobs, 12s | 1 00 |
| Currency, 12s | 1 00 |
| Stag Bar, 9s, boxes, 6 lbs. | 1 00 |
| Pay Roll, thick bars | 1 25 |
| Pay Roll, plugs, 10s, 6-lb. ¼ caddies | 1 25 |
| Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs. | 1 00 |
| Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes | 1 30 |
| Forest and Stream, tins, 9s, 2-lb. cartons | 1 44 |
| Forest and Stream ⅛s, ¼s, and 1-lb. tins | 1 60 |
| Forest and Stream, 1-lb. glass humidors | 1 75 |
| Master Workman, 2 lbs. | 1 12 |
| Master Workman, 4 lbs. | 1 12 |
| Derby, 9s, 4-lb. boxes | 1 00 |
| Old Virginia, 12s | 1 50 |
| Old Kentucky (bars), 8s, boxes, 5 lbs. | 1 25 |

JELL-O
Made in Canada

| | |
|---|---|
| Assorted case, contains 4 doz. | $5 40 |
| Lemons, 2 doz. | 2 70 |
| Orange, 2 doz. | 2 70 |
| Raspberry, 2 doz. | 2 70 |
| Strawberry, 2 doz. | 2 70 |
| Chocolate, 2 doz. | 2 70 |
| Cherry, 2 doz. | 2 70 |
| Vanilla, 2 doz. | 2 70 |

Weight, 8 lbs. to case. Freight rate second class.

JELL-O ICE CREAM POWDERS
Made in Canada.

| | |
|---|---|
| Assorted case, contains 2 doz. | $2 70 |
| Chocolate, 2 doz. | 2 70 |
| Vanilla, 2 doz. | 2 70 |
| Strawberry, 2 doz. | 2 70 |
| Unflavored, 2 doz. | 2 70 |

Weights, 11 lbs. to case. Freight rate second class.

BLUE

| | |
|---|---|
| Keen's Oxford, per lb. | $ 24 |
| In cases 12-12 lb. boxes to case | 0 25 |

COCOA AND CHOCOLATE

THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.

COCOA

| | |
|---|---|
| Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. | $5 25 |
| Perfection, ¼-lb. tins, doz. | 1 45 |
| Perfection, ½-lb. tin, doz. | 2 75 |


**Leaving for Europe early in February. Get in touch with Europe's largest buyers through**

# O. M. SOLMON

**Manufacturers' Agent** **Commission Agent**

**I am open to represent several more large high-class Canadian manufacturers.**

**FIRST-CLASS REFERENCES AND SECURITIES ON APPLICATION.**

**Write or wire. 4492 ST. CATHERINE ST. W., MONTREAL.**

# Coffee

Candidly we are putting out a very fine article in our Monarch Coffee. People who are drinking it think that there is nothing that will compare in quality. We know of cases where dealers after handling it and have succumbed to the blandishments of fluent salesmen for other kinds have displaced it with brands said to be just as good and which would show a little more profit, pestered continually by their customers for the Monarch brand and actually compelling them to get back into the Monarch Coffee groove which always leads to satisfaction.

After all a satisfied customer is one of the best assets a dealer can have for any line—but when it comes to Coffee a satisfied customer is worth more to you than perhaps for any other article, for the average drinker does remember a good cup of Coffee and thinks of the next one that he is going to have.

| | Cost | Sell |
|---|---|---|
| ½ and 1 lb. Tins - - | 50 | 60 |

*Send us a trial order*

**H. P. ECKARDT & CO**

**WHOLESALE GROCERS**

CHURCH STREET & ESPLANADE TORONTO

TRADE EXCELSIOR MARK

# CURLING BROOMS

Ours is in a class by itself, made very select for the curlers.
Selected basswood handles.
Selected corn.
Closely stitched.
Well balanced.

*Tough, Fine Corn*
*Can Ship from Stock.*

**J. C. SLOANE CO.**
**Owen Sound Canada**

# Encouraging Results

We wish to thank the Grocers through Canada for their patronage during the past year. Occasionally we had some difficulty in shipping owing to the

**Big Demand**

for our XXX Self-Raising Flour from all parts of the country. We now have a big stock on hand and can ship same day orders are received.

This is the Season to Push Sales—Are You Well Stocked?

**Brodie & Harvie, Limited**
BLEURY STREET, MONTREAL

| | |
|---|---|
| Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. | 0 45 |
| Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. | 0 45 |
| Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. | 0 45 |
| Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb. | 0 45 |
| No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. | 0 45 |
| Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. | 0 41 |
| Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. | 0 41 |
| No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. | 0 41 |
| No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, lb. | 0 41 |
| No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. | 0 36 |
| No. 1 Nonpareil Wafers, 5-lb. boxes. 30 boxes in case, lb. | 0 41 |
| No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. | 0 36 |
| Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. | 0 60 |
| Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. | 0 60 |
| **NUT MILK CHOCOLATE, ETC.** | |
| Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per lb. | 0 46 |
| Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per lb. | 0 47 |
| Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb. | 0 43 |
| Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box | 2 35 |
| Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 32 boxes to case, per box | 2 50 |
| Fruit and Nut Milk Chocolate Slabs, per lb. | 0 42 |
| Milk Chocolate Slabs, with Assorted Nuts, per lb. | 0 43 |
| Plain Milk Chocolate Slabs, per lb. | 0 42 |
| **MISCELLANEOUS** | |
| Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz. | $6 00 |
| Maple Buds, fancy, ½ lb., 1 doz. in box, per doz. | 3 00 |
| Assorted Chocolate, 1 lb., ½ doz. in box, per doz. | 6 00 |
| Assorted Chocolate, ½ lb., 1 doz. in box, per doz. | 3 00 |
| Chocolate Ginger, full ½ lb., 1 doz. in box, per doz. | 4 35 |
| Crystallized Ginger, full ½ lb., 1 doz. in box, per doz. | 4 35 |
| Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per lb. | 0 46 |
| Triumph Chocolate, ¼s, 4-lb. boxes, 35 boxes in case, per box | 0 47 |
| Triumph Chocolate, ½-lb. cakes, 4 lb., 35 boxes in case, per lb. | 0 46 |
| Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross | 1 15 |
| 120—1c Milk Chocolate Sticks, 60 boxes in case | 0 80 |
| **5c LINES** Toronto Prices Per box | |
| Filbert Nut Bars, 24 in box, 60 boxes in case | $0 95 |
| Almond Nut Bars, 24 in box, 50 boxes in case | 0 95 |
| Puffed Rice Bars, 24 in box, 50 boxes in case | 0 95 |
| Ginger Bars, 24 in box, 50 boxes in case | 0 95 |
| Fruit Bars, 24 in box, 50 boxes in case | 0 95 |
| Active Service Bars, 24 in box, 50 boxes in case | 0 95 |
| Victory Bar, 24 in box, 60 boxes in case | 0 95 |
| Queen's Dessert Bar, 24 in box, 50 boxes in case | 0 95 |
| Regal Milk Chocolate Bar, 24 in box, 50 boxes in case | 0 95 |
| Royal Milk Cakes, 24 in box, 50 boxes in case | 0 95 |
| Cream Bars, 24 in box, 50 boxes in case, per box | 1 00 |
| Maple Buds, 5c display boxes, 5c pyramid packages, 5c glassine envelopes, 4 doz. in box | 1 90 |
| **W. K. KELLOGG CEREAL CO.** | |
| Kellogg's Toasted Corn Flakes, Waxtite | 4 15 |
| Kellogg's Toasted Corn Flakes, Ind. | 2 00 |
| Kellogg's Dominion Corn Flakes | 4 15 |
| Kellogg's Dominion Corn Flakes, Indiv. | 2 00 |
| Kellogg's Shredded Krumbles. | 3 50 |
| Kellogg's Shredded Krumbles, Ind. | 2 00 |
| Kellogg's Krumbled Bran. | 1 85 |
| **BRODIE AND HARVIES** | |
| XXX Self-Raising Flour, 6 lb. packages, doz. | $5 70 |
| Do., 3 lb. | 2 90 |
| Superb Self-Raising Flour, 6 lb. | 5 50 |
| Do., 3 lb. | 2 80 |
| Crescent Self-Raising Flour, 6 lb. | 5 60 |
| Do., 3 lb. | 2 85 |
| Perfection rolled oats (50 oz.) | 3 00 |
| Brodie's Self-Raising Pancake Flour, 1½ lb. pack., doz. | 1 50 |
| **BLACKWOODS' BAKING POWDER** Per doz. | |
| 8-oz. tins, 4 doz. to case. | $ 1 50 |
| 12-oz. tins, 4 doz. to case. | 2 25 |
| 16-oz. tins, 4 doz. to case. | 2 50 |
| Qt. Sealers, 1 doz. to case. | 5 00 |
| 3-lb. tins, 1 doz. to case. | 6 50 |
| 5-lb. tins, 1 doz. to case. | 10 50 |

**CORDIALS**

| | |
|---|---|
| Black Cherry | St. Julien Claret |
| Mondego Port | Grape Vine |
| Hot Todd | Ginger Wine |
| Sloe Gin | Creme de Menthe |

Packed 1 doz. qts. to case.
Per case $4 50
Bulk, per gallon 1 85

**LIQUEURS**

| | |
|---|---|
| H. T. Special | Ginger |
| Creme deMenthe | Black Cherry |
| Hot Todd | Port |
| Grape | Claret |
| Sloe Gin | Trench Rum |

Packed 1 doz. qts. to cs. Per cs. $6 35
Bulk, per gallon 2 85

**CONCENTRATED FRUIT CIDERS**

| | |
|---|---|
| Orange | Cherry |
| Peach | Loganberry |
| Lemon | Strawberry |
| Grape | Raspberry |
| | Blackberry |

Per doz.
Packed 24, 2½-lb. tins to case. $7 20
Apple, pkd. 24, 2½-lb. tins to cs. 7 40

**EXTRACTS**

Blackwoods' Government Standard. All flavors. Per doz.—

| 2-oz. | 2½-oz. | 4-oz. | 8-oz. | 16-oz. |
|---|---|---|---|---|
| $1 75 | 2 00 | 3 25 | 5 75 | 11 25 |

Heather Brand. Fifty per cent. over Government Standard. Per doz.—

| 2-oz. | 2½-oz. | 4-oz. | 8-oz. | 16-oz. |
|---|---|---|---|---|
| $2 25 | 2 60 | 4 25 | 7 50 | 14 00 |

**OYSTER COCKTAILS** Per doz
Packed 5-doz. 4-oz. botts. to cs. $0 85

**OLIVES** Per doz

| | |
|---|---|
| Queens, packed 24, 8 oz. to cs. | $2 20 |
| Queens, packed 24, 16 oz. to cs. | 3 35 |
| Pimento Stuffed, 24, 8 oz. to cs. | 3 00 |
| Pimento Stuffed, 24, 16 oz. to cs. | 4 50 |

**BLACKWOODS' DE LUXE PICKLES**

| Ozs. | 10 | 16 | 18 | 20 | Qts. |
|---|---|---|---|---|---|
| Sr. Mix. | 2.25 | 3.15 | 3.35 | 3.75 | 4.65 |
| Chow | 2.35 | 3.25 | 3.40 | 3.85 | 4.90 |
| Onions | 3.45 | .... | .... | .... | .... |
| Gherkins | 3.50 | .... | .... | .... | .... |
| Sw. Mix. | 2.50 | 3.35 | 3.60 | 4.00 | 5.15 |
| Sw. Onions | 3.75 | .... | .... | .... | .... |
| Sw. Gherkin | 3.75 | .... | .... | .... | .... |

F.o.b. jobbing points add the following freight per dozen:—
F.o.b. Winnipeg.
10 oz., 10c; 16 oz., 15c; 18 oz., 20c; 20 oz., 25c; qts., 30c.

**PICKLES IN TINS** Per doz.

| | |
|---|---|
| Sr. Mix, 2½-lb. tins | $3 25 |
| Chow, 2½-lb. tins | 3 40 |
| Sw. Mix, 2½-lb. tins | 3 50 |
| Sr. Gherkin, 2½-lb. tins | 4 25 |
| Sw. Gherkin, 2½-lb. tins | 4 50 |
| Dills, 2½-lb. tins | 2 50 |
| Kraut, 2½-lb. tins | 1 90 |

**PICKLES IN BULK** Spring Top Gallon Jars

| | |
|---|---|
| Sr. Mix | $1 15 |
| Chow | 1 25 |
| Sw. Mix | 1 40 |
| Dills | 1 10 |

| Pails | 1 gal. | 3 gal. | 5 gal. |
|---|---|---|---|
| Sr. Mix | $1 40 | $3 00 | $4 60 |
| Chow | 1 45 | 3 25 | 4 90 |
| Sw. Mix | 1 70 | 4 25 | 6 50 |

**RELISHES** Per doz.

| | |
|---|---|
| Horse Radish, 10-oz. bottle | $2 40 |
| English Picalilli, 8-oz. | 2 25 |

# Cotton
# Jute
# Twines

**Walter Woods & Co.**
Hamilton and Winnipeg

**Big Midwinter Business**
now moving in
**Navel and Florida Oranges**
**Florida Grapefruit**
(Stripes Brand)
**Tangerines**
**Boxed Apples**
**800 Boxes Messina Lemons**
Prices very reasonable (enquire)
Also full stock of Frozen and Smoked Fish
*Quality First*
**White & Co. Limited**
Toronto and Hamilton
*FRUIT* *Phone Main 6243*

**Golden Orange Brand**
**California Navels**

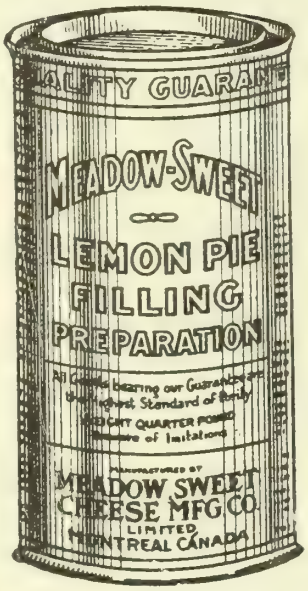
We are now offering this high quality brand of Southern fruit.

The quality does not vary. They are the same top grade throughout the box.

Grown on the fertile slopes of Arlington Heights under Mount Rubidoux — California's best orange section. Order some to-day.

*The House of Quality*

**Hugh Walker & Son**
Guelph Established 1861 Ontario




**Grocers**
in all parts of the Country are enjoying Good Business

by selling our **Lemon Pie Filler.** Makes delicious pies at a very low cost, and shows you a good profit. Why not enjoy extra trade this year by pushing the sale of **Lemon Pie Filler.**

*Order From Your Wholesaler or*

T. M. Sibbald & Sons Toronto — Angevine & McLaughlin Eastern Provinces — D. M. Doherty Vancouver

**"Meadow Sweet" Cheese Mfg. Co.**
MONTREAL LIMITED

# SHORT OF HELP TOO BAD!

Yet the man you need is somewhere —probably behind a counter or desk, and in the grocery business, wholesale or retail. He'll go to you if the call is loud enough.

Perhaps you can get him with a whisper. Never can tell what makes some men restless.

It's clearly up to you to use a dollar or two to advertise. Use CANADIAN GROCER—2 cents a word. If you know any better paper, use it.

All we know is that CANADIAN GROCER gets into **5,600** grocery stores and establishments all over Canada. No one daily newspaper—no other publication — can make, truly, the same statement.

The chances are that you'll find the man you want in a grocery store or office. If he's there now, and you get him, he'll probably be a trained man, and you'll get value out of him from the start.

Don't rest on one insertion. It isn't experience to get what you're after the first crack out of the box. The best men are hardest to budge.
Make your advertisement explicit.

Make it brief. Use a box number if you like. The big thing is to try, and try and try.

Our business is to carry your advertisement to likely men. It isn't our business to get replies for you. Yet the chances are that you'll get replies —first week of trying.

**Rates—2c per word first insertion, and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent in our care to a Box Number. Invariably in advance.**

**CANADIAN GROCER**

**143-153 University Avenue**

**TORONTO**


# INDEX TO ADVERTISERS


A

Abbey Salt Co. ..... 20
Aron & Co., Inc., J. ..... 3

B

Baker & Co., Ltd., Walter..... 64
Bain & Co., Donald H..... 12
Baird Ltd., Alex. ..... 12
Borden Milk Co. ..... 1
Braid & Co., Wm.....Back cover
British Columbia Hop Co..... 10
Brodie & Harvie ..... 60

C

Campbell Brokerage Co. ..... 11
Canadian Fish & Cold Storage. 10
Canada Nut Co. ..... 11
Canadian Milk Co. ..... 8
Canadian Importations ..... 51
Channell Chemical Co. .....
Inside front cover
Clark Ltd., W. ..... 6
Clayoquot Sound Canning Co... 11
Climax Baler ..... 63
Columbia Macaroni Co. ..... 11
Connors Bros. ..... 48
Cosgraves Pure Malt Vinegar.. 50
Cruickshank & Guild ..... 15

D

Davies Co., Wm. ..... 47
Des Brisay & Co., M. ..... 11
Dodwell & Co. ..... 9
Dominion Canners, Ltd. ..... 50
Dominion Sales Co..... 16
Dominion Salt Co., Ltd. ..... 56

E

Eckardt & Co., H. P..... 59
Edgett Ltd., E. ..... 11
Escott Co., Ltd., W. H..... 15
El Roi-Tan ..... 14
Estabrooks, T. H. ..... 19
Eureka Refrigerator Co. ..... 8

F

Fidelity Collection Agency ... 63
Fowler & Company, Ltd., R. L. 8
Freeman & Co., J. L..... 16
Furnivall-New Ltd. ..... 19

G

Gaetz & Co. ..... 16
Gauvreau, Paul F. ..... 16
Grant Co., C. H. ..... 12
Gray & Co., John ..... 4
Gunns Limited ..... 49

H

Hall Co., Harry ..... 10
Hanson Co., Ltd., J. H. ..... 16
Hargraves, Ltd. ..... 15
Henderson Brokerage, B. M.... 14
Heinz Co. ..... 50
Howe, McIntyre & Co. ..... 16
Huntley & Palmers, Ltd. ..... 5

I

Imperial Grain & Milling Co... 10

J

Joyce, S. H. ..... 16

K

Keatings Ltd. ..... 56

L

Lambe, W. G. A. ..... 15
Lanka Tea .....Back cover
Lemon Bros. ..... 58
Loggie, Sons & Co. ..... 15
Lund & Co., Peter ..... 11

M

McDavid & Co. ..... 16
McLay Brokerage Co. ..... 12
Mackenzie, W. L. ..... 12
Macleod & Co., D. J. ..... 14
Maclure & Co., A. M..... 12
Maclure & Langley..... 15
Magor, Son & Co., Ltd. ..... 20
Manley, F. ..... 12
Mann & Co., C. A. ..... 63
Marsh Grape Juice Co. ..... 51
Marshall, H. D. ..... 15
Mathieu & Co., J. L..... 4
Meadow Sweet Cream Cheese.. 61
Mickle, George T. ..... 63
Moore & Co., R. M..... 63
Morris & Co..... 15
Mount Royal Milling Co..... 51
Morris & Co. ..... 49

N

Nagle Mercantile Agency ..... 64
National Biscuit Co. ..... 9
Nelson, C. T. ..... 11
Norcanners, Ltd. ..... 9
North-West Trading Co., Ltd... 11

O

Oakeys & Sons, Ltd., John.... 58
Olivier & Co., G. F..... 63

P

Pacific Cartage Co. ..... 14
Pastene, P. ..... 58
Patrick & Co., W. G..... 15
Pennock & Co., Ltd., H. P..... 13
Perry & Co., H. L. ..... 13

Q

Quaker Oats Co., The ..... 2

R

Red Rose Tea ..... 19
Regina Cold Storage ..... 14
Rex Chemical Co. ..... 16
Rock City Tobacco Co..... 53
Rose & Laflamme ..... 16

S

St. Lawrence Flour Mills Co...
Inside back cover
Salada Tea Co. ..... 17
Sarnia Paper Box Co. ..... 63
Scott-Bathgate Co., Ltd..... 14
Sherer-Gillett Co., Ltd..... 57
Sibbald & Co. ..... 15
Silcocks & Drew ..... 16
Sloan & Co., John ..... 60
Smith & Proctor ..... 51
So-Clean, Ltd. ..... 63
Solman, C. M. .....16, 58
Store-Helps Mfg. Co. ..... 63

T

Teco Co., Ltd., The ..... 18
Thompson & Co., J. C. ..... 16
Tippet & Co., A. P. ..... 52
Toronto Salt Works ..... 63
Toronto Pottery Works ..... 63
Trent Mfg. Co. ..... 63

U

Uptons Ltd. ..... 52

V

Vlit Mfg. Co. ..... 53

W

Walker & Son, Hugh ..... 61
Wallace Fisheries, Ltd. ..... 9
Watson & Truesdale ..... 13
Western Canada Flour Mills Co., Ltd. ..... 54
Western Transfer & Storage, Ltd. ..... 14
White & Co. ..... 61
White Cottell's ..... 63
White Swan Spices & Cereals Co. ..... 54
Whittall Can Co., A. R. .....
Front cover, 7
Williams Storage Co. ..... 13
Wiley, Frank H. ..... 13
Woods & Co., Walter ..... 61

# BUYERS' MARKET GUIDE
## Latest Editorial Market News

**STONEWARE**

Buy Now—Butter Crocks Jugs, Churns, Flower Pots etc. Ask for latest cata ogue.

The Toronto Pottery Co. Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at

**60-62 JARVIS ST.**

**TORONTO SALT WORKS**

GEO. J. CLIFF

**WHITE-COTTELL'S**
*Best English Malt Vinegar*
**QUALITY VINEGAR**
White, Cottell & Co., Camberwell, London, Eng.
Agent:
W. Y. COLCLOUGH, 592 Kingswood Road
Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD. Vancouver, B.C.
BAIRD & CO., Merchants, St. Johns

Order from your jobber to-day.
**"SOCLEAN"**
the dustless sweeping compound
**SOCLEAN, LIMITED**
Manufacturers TORONTO, Ontario

**Shuman Pricing Outfits**
for
Groceterias and Stores which price-mark their goods—we have the right system.
For full particulars write:
Store Helps Manufacturing Company
12 Sheppard Street, Toronto,
and
Calgary, Alberta.

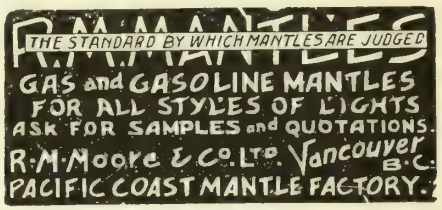
**Olivier's Cream Toffee**
*5 cent* bars
**O.K.—Almond—Cocoanut**
The finest made
*Brokers*
Man. & Sask. - Watson & Truesdale
Calgary - Clarke Brokerage
B.C. - Robt. Gillespie & Co., Vancouver
**G. F. OLIVIER** (the toffee man)
MEDICINE HAT


### NEW PRICES NAMED FOR ROLLED OATS

The announcement is made this week that the prices of rolled oats in packages have advanced, but the new prices will not be effective until February the first. Present prices will rule until the end of this month and the trade will be well advised to buy now. The new figure will be $6.50 per case for the twenties. The advancing market of raw oats has necessitated a higher figure for packaged goods and CANADIAN GROCER some weeks ago announced the likelihood of a sharp advance in rolled oats.

**CLIMAX PAPER BALERS**
ALL STEEL-FIREPROOF
*"Turns Waste into Profit"*
12 SIZES
*Send for Catalogue*
CLIMAX BALER CO.
Hamilton, Ont.

**FOR SALE**
Selected eggs, creamery butter, fancy dressed poultry. It will pay you to buy your supplies from
**C. A. MANN & CO.**
LONDON, ONT.
Phone 1577


THE STANDARD BY WHICH MANTLES ARE JUDGED
GAS and GASOLINE MANTLES
FOR ALL STYLES OF LIGHTS
ASK FOR SAMPLES and QUOTATIONS.
R. M. Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY.

**The SARNIA PAPER BOX CO., Ltd.**
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk Pickles, Mincemeat, etc.

**BEANS**
Handpicked or Screened
*Ask for quotations*
**Geo. T. Mickle, Ridgetown, Ont.**

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
**The TRENT MFG. CO., LTD.**
TRENTON - - ONTARIO

**Fidelity Collection Agency Ltd.**
Canadian Bank of Commerce Bldg., Winnipeg
*Collections and Adjustment*
"We collect anything anywhere"
References: Can. Bank of Commerce and Molsons Bank

These one-inch spaces only $2.20 per insertion if used each issue in the year.

# Wanted

## Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

### SITUATIONS WANTED

WANTED — BY TRAVELLER WITH GOOD connection, covering Maritime Provinces (or those who can give results), agency on commission with reliable house. Box 786, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—SITUATION AS MANAGER OF grocery department by married man, age 28. Twelve years' experience, eight years as manager. Duties to commence March 1st. Can furnish best of references. Box 906, Canadian Grocer, 153 University Ave., Toronto, Ont.

### HELP WANTED

EXPERIENCED CLERK FOR GENERAL store in country village, must have good appearance, be congenial, smart and good salesman. Capable of helping to take charge if necessary. Must furnish good reference. To start work any time before March. Write stating salary expected with other details. T. R. Craig, Martintown, Ont.

CHEMIST WANTED BY LEADING PURE food manufacturers, one who has had experience with food products preferred. Applicant must be active and not afraid of work. State age, experience and salary desired. Applications treated confidential if requested. Box 912, Canadian Grocer, 153 University Ave., Toronto, Ont.

### Business Opportunities

IF YOU ARE INTERESTED IN A GROCERY and confectionery business on main corner in east end of Toronto, in quickly growing district, with turnover of seventy-five thousand annually, which must be sold as a going concern, buildings and ot included, write owner. Box 910, Canadian Grocer, 153 University Ave., Toronto.

WANTED—A PARTY TO TAKE HALF INTEREST in grocery and meat business, able to take full charge of either department, in live Ontario town. Apply to Box 898, Canadian Grocer, Toronto.

### WANTED

MAN WITH CONSIDERABLE EXPERIENCE, good connection, wants food or confectionery lines west of Winnipeg. Best of references. Box 914, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—TO BUY A USED STENCIL CUTting machine; must be in good condition. Shaw & Ellis, Pocologan, N.B.


## Baker's Cocoa and Chocolate

REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

*MADE IN CANADA*

**WALTER BAKER & CO. Limited**
**Montreal, Can. Dorchester, Mass.**
**Established 1780**


### FOR SALE

ONE OF THE BEST COUNTRY GENERAL stores and stock in Grey County, stock about $10,000, annual turnover about $33,000, right on railway, stock well assorted and clean, buildings all in splendid shape. Possession right away. Box 53, Ceylon, Ont..

FOR SALE — GROCERY STOCK AND FIXtures, about $4,000; annual turnover about $40,000. Selling on account of ill health. Address Box 53, Ingersoll, Ont.

FOR SALE—FIRST-CLASS GROCERY BUSIness on Wellington Street, Sherbrooke, Que. Stock and Fixtures about $12,000. Apply Box 788, Canadian Grocer, 153 University Ave., Toronto, Ont.

COFFEE MILL—STANDS ON FLOOR, GOOD condition, $10. McCaw, Galley and Roncesvalles Ave., Toronto, Ont.

FOR SALE—AT A BARGAIN FOR CASH, NEW sixteen-foot Sherer-Gillett grocery counter. Apply Keyes Co., Elmsdale, N.S.

FOR SALE — A GENERAL STORE STOCK about $10,000, on railway line; stock sold separate of wtih property. Apply to Alex. Shute, Holland Centre, Ontario.

A serious young man, 25 years old, talking both languages, and having six years' experience in wholesale groceries, desires to better his position in travelling or representing on commission a firm of Ontario in Province of Quebec. Best references and further particulars can be furnished on application. Apply to P.O. Box 119, Riviere du Loup Station, Que.

IF YOU WISH TO PLACE your goods on the British Markets we can guarantee to do it and save a lot of worry for you.

LARGE FIRMS OF FOOD IMPORTERS and Distributors desire Sole Agencies for goods suitable for the Grocery, Provision, Baker and Confectionery Trades.

Apply in the first instance to Box 619, c/o T. B. Browne's Advertising Offices, 163, Queen Victoria Street, London, E.C. 4, England.

When writing to advertisers kindly mention this paper.


## COLLECTIONS

By a competent organization which is wide-awake to the necessity of having these leakages stopped.
We can handle this proposition in a proper business like manner and guarantee satisfaction to all concerned.

**Nagle Mercantile Agency**
**Laprairie (Montreal) Que.**

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

# YOU WILL BE SURPRISED

when you see how easily you can make the finest pastry, cakes, pies, biscuits, etc., by using

# REGAL FLOUR

***White and Pure as the Lily***
**THE BEST IN THE WORLD**

It is with this fine, smooth, always uniform flour that are always made those rich, light, wholesome pastries that please the eye and tempt the palate.

*Try it with your favorite recipe and you will not fail to notice how different it is from ordinary flour.*

REGAL FLOUR does not cost more than other brands of good flour. It is on sale everywhere in bags of 7-14-24-49 & 98 lbs. and in 98 and 196 lbs. barrels.

**ST. LAWRENCE FLOUR MILLS CO., Limited**
**MONTREAL.**

# Regal Flour

## *EVERY NEWSPAPER OF THE PROVINCE OF QUEBEC*

publishes, this week, the advertisement reproduced above in favor of our

## REGAL FLOUR

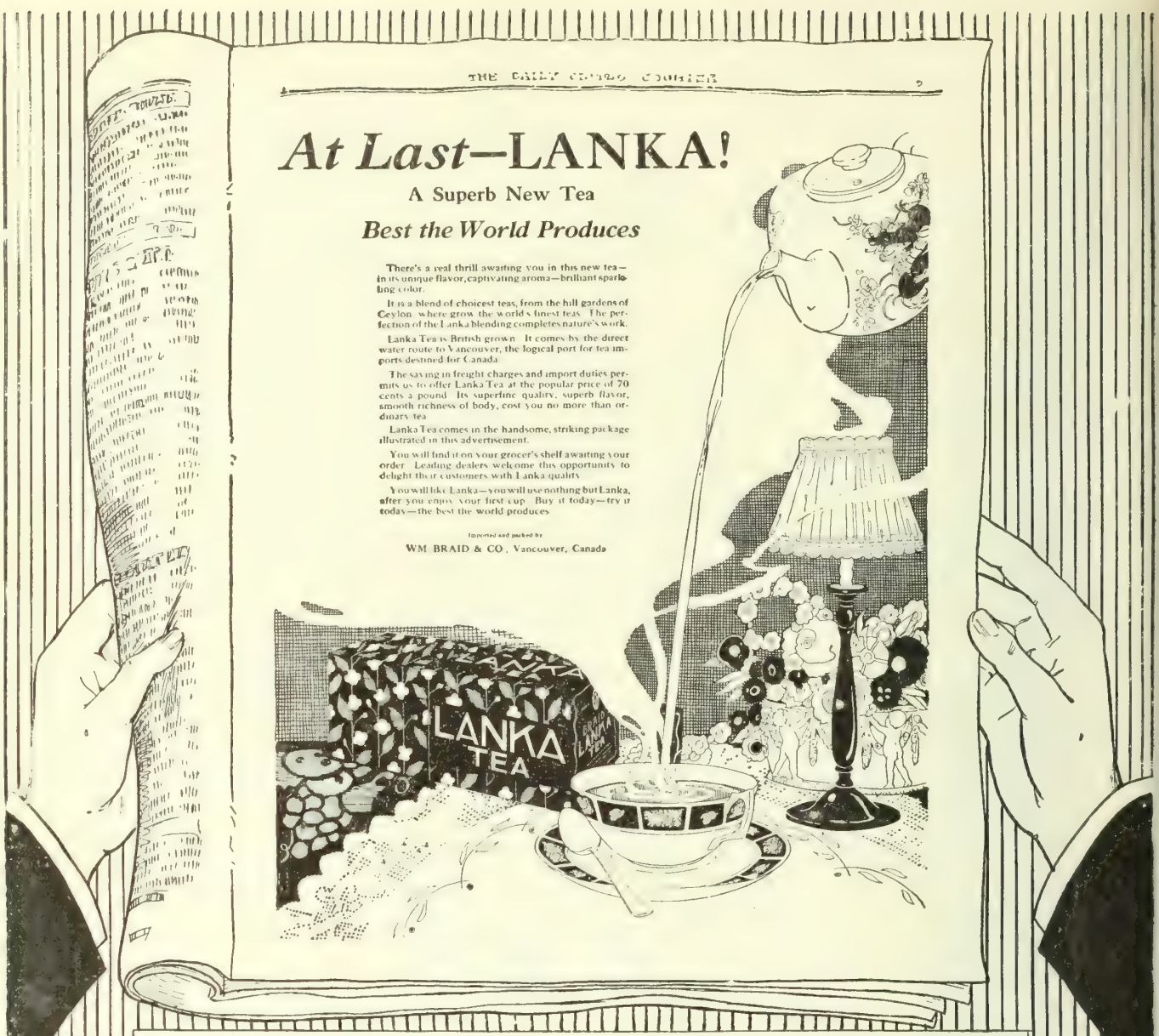
***White and Pure as the Lily***

the best flour for cakes and pastry. Highly recommended for its high quality, it will please your customers. How is your stock?

We shall be pleased to fill your orders promptly.

**Sold everywhere in 7, 14, 24, 49 and 98 lb. bags and in 98 and 196 lb. barrels.**

## St. Lawrence Flour Mills Co., Limited, Montreal


THE DAILY CHRONICLE
At Last—LANKA!
A Superb New Tea
Best the World Produces
There's a real thrill awaiting you in this new tea—in its unique flavor, captivating aroma—brilliant sparkling color.
It is a blend of choicest teas, from the hill gardens of Ceylon, where grow the world's finest teas. The perfection of the Lanka blending completes nature's work.
Lanka Tea is British grown. It comes by the direct water route to Vancouver, the logical port for tea imports destined for Canada.
The saving in freight charges and import duties permits us to offer Lanka Tea at the popular price of 70 cents a pound. Its superfine quality, superb flavor, smooth richness of body, cost you no more than ordinary tea.
Lanka Tea comes in the handsome, striking package illustrated in this advertisement.
You will find it on your grocer's shelf awaiting your order. Leading dealers welcome this opportunity to delight their customers with Lanka quality.
You will like Lanka—you will use nothing but Lanka, after you enjoy your first cup. Buy it today—try it today—the best the world produces.
Imported and packed by
WM. BRAID & CO., Vancouver, Canada
LANKA TEA

# Opening the Great LANKA Campaign

The appearance of the full page newspaper advertisement here illustrated is the beginning of one of the biggest campaigns ever launched to introduce a food product.

This full page will be followed by a steady bombardment of striking advertisements of generous space telling your customers such an irresistible story of the quality of Lanka Tea that they immediately become users.

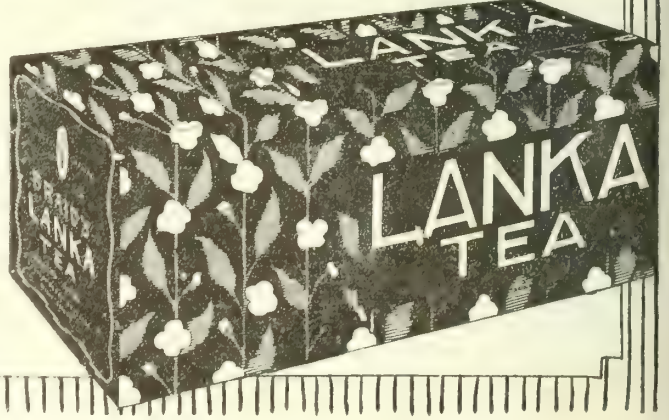
This impressive newspaper campaign is accompanied by pages, half pages, quarter pages in the leading women's publications of Canada.

At the same time Canadian farm papers will receive a big schedule of Lanka advertising. No opportunity has been neglected to sell Lanka.

As quality insures each tentative tryer becoming a regular user, you will realize what enormous volume of Lanka trade will ensue.

Not to be stocked with Lanka Tea is to lose business to your neighbors. Handle the best and the best advertised tea — Lanka Tea, the best value the world produces. Order from your jobber today.

Packed and imported by
WM. BRAID & COMPANY, Vancouver, Canada
S. H. MOORE & COMPANY, Ontario Agents
704 Excelsior Life Bldg., Toronto



# CANADIAN GROCER

Member of the Associated Business Papers---Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE: TORONTO, JANUARY 23, 1920 No. 4



# QUICK TURNOVER

There is a good profit on each one of these three Connors Bros. products and their great popularity insures you of a quick turnover.

*"Jutland Brand" Sardines*

A fine quality of sardines packed in olive oil. They make an ideal substitute for high-priced meats. Excellent sellers.

*"Glacier Brand" Sardines*

A high quality line that always sells well. They're packed in pure olive oil—a real delicacy.

*"Bee Sea Brand Herrings*

Are packed in a high-quality tomato sauce. They're an exceptionally high-class sea food product and a popular selling line.

CONNORS BROS.
LIMITED
BLACK'S HARBOUR, N.B.



Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation.
Copy of report will be sent on request to anyone interested.

# YOU WILL BE PLEASED

with the high quality of your pastry and with the unsurpassing goodness of your cakes, pies, biscuits, if you use

# REGAL FLOUR

***White and Pure as the Lily***
**THE BEST IN THE WORLD**

REGAL FLOUR is a perfect flour; fine, smooth, always uniform in quality, rich and nutritious, because it is made with the choicest Canadian Wheat in the most modern mills in the world.

*If you haven't yet tried REGAL FLOUR, try it today, we know that it will satisfy you in every way.*

Sold by all grocers in 7-14-24-49 and 98 lbs. bags and in 98 and 196 lbs. barrels.

**ST. LAWRENCE FLOUR MILLS CO., Limited**
**MONTREAL.**

# Regal Flour

**THIS WEEK** we publish in every newspaper in the Province of Quebec the above advertisement for our celebrated

## REGAL FLOUR

***White and Pure as the Lily***

representing the highest quality of flour. Regal Flour is strongly recommended for the baking of delicious and wholesome cakes and pastry.

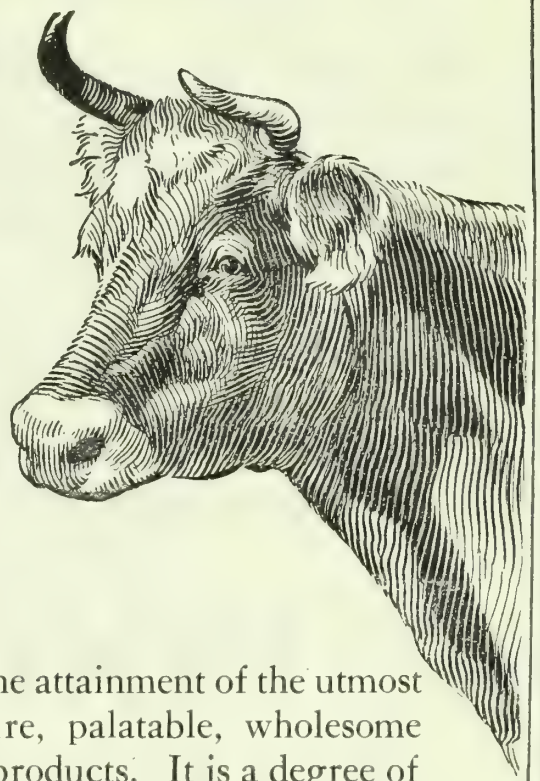
Keep it in stock and take advantage of the demand we create by our intensive advertising.

**Sold everywhere in 7, 14, 24, 49 and 98 lb. bags and in 98 and 196 lb. barrels.**

## St. Lawrence Flour Mills Co., Limited, Montreal

CANADIAN GROCER, published every Friday. Yearly subscription price, $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

# Your customers know that the name Borden's is a synonym of Quality



What is this Borden Quality—this something which places Borden Milk Products ahead of all competitors?

Borden's

It is the attainment of the utmost in pure, palatable, wholesome milk products. It is a degree of excellence made possible only by carefully selecting the purest milk from clean, healthy cows and processing it by the most scientific methods in factories that are entirely sanitary in every respect.

So that when you hand Borden's to your customer you can anticipate her approval of the quality that always satisfies.

SIX CANADIAN FACTORIES

The Borden CO., LIMITED

Leaders of Quality

MONTREAL VANCOUVER

# Only QUALITY

will build up a satisfied and permanent clientele. Business invariably suffers where this fact is overlooked.

To the merchant who appreciates QUALITY at its true value as a trade-getter and business-builder

# HOOTON'S CHOCOLATE

makes strong appeal—for Hooton's Brands, comprising four varieties of Half-Pound Cakes, seven varieties of Five-Cent Bars, and the famous Hooton "Tulips," will satisfy the most discriminating taste. These products have our sole attention, and combine careful manufacturing processes with the choicest of pure food materials—thus we are able to absolutely guarantee Hooton's Chocolate to be free of all adulteration. We invite your inspection, for we want your co-operation. The more you, as a dealer, know about Hooton's, the more strongly you can recommend it to your customers as *the* Quality Chocolate.

To bring home to the *public* what we are now telling *you*, we are conducting a spirited campaign in Newspapers, Illustrated Weeklies, and other publications, all over Canada, of which the advertisements here shown are but the advance guard.

In addition, to link your store directly with this effort, we have prepared window trims, show cards, display cartons, etc., of a most attractive nature, which you may have for the asking.

Think this over, Mr. Dealer, and if you are not already a customer of ours *investigate* our proposition through our representative or direct.

## HOOTON CHOCOLATE CO., LIMITED

**60-76 Duchess Street - TORONTO, ONT.**

WE are in a position to offer the Canadian Trade large quantities of all varieties and grades of California Dried and Canned Fruits for prompt shipment from our New York and San Francisco Warehouse.

**We solicit correspondence with Wholesale Grocers throughout the Dominion of Canada.**

# J. ARON & COMPANY, Inc.
## NEW YORK

***Canadian Representatives:***

A. T. Cleghorn, Vancouver — Alex. F. Tytler, London
Nicholson-Rankin Ltd., Winnipeg — Lind Brokerage Co., Ltd., Toronto
Hughes Trading Co. of Canada Ltd., Montreal
Henry M. Wylie, Halifax

Representations solicited for the cities of Quebec, Sherbrooke, Charlottetown, The Sydneys, St. John, Ottawa, Hamilton, Peterboro

# THE BISCUITS OF
# HUNTLEY & PALMERS, Limited
## READING AND LONDON

are renowned throughout the whole world as being the finest that are made, and unequalled both for quality and for keeping properties.
Amongst their greatest favourites are the following :—

| | |
|---|---|
| **BREAKFAST** | The most perfect type of unsweetened rusk. |
| **DIGESTIVE** | Made from selected meal. Short eating, highly nourishing and easily digested. |
| **DINNER** | Especially suitable for serving with soup or for use with butter or cheese. |
| **GINGER NUTS** | Unique, delicious and unrivalled. As popular now as in the days of our grandfathers. |
| **NURSERY** | An excellent food for children and invalids. For many years they have had a large and increasing consumption both in England and abroad. |
| **OSBORNE** | Often imitated — never equalled. Slightly sweet. |
| **PETIT BEURRE** | Favourites even when our parents were young. |
| **TEA RUSKS** | Very delicate and much appreciated at Afternoon Tea. |

***Representatives :***

NOVA SCOTIA and PRINCE EDWARD ISLAND
John Tobin & Co.
Matin Street, Halifax, N.S.

NEW BRUNSWICK
Angevine & McLaughlin
P.O. Box 5, St. John, N.B.

QUEBEC
Rose & Laflamme, Ltd.
500 St. Paul Street West, Montreal.

ONTARIO
The MacLaren Imperial Cheese Co., Ltd.
67 Front Street East, Toronto.

MANITOBA, SASKATCHEWAN and ALBERTA
W. Lloyd Lock & Co.
179 Bannatyne Avenue East, Winnipeg

BRITISH COLUMBIA
Kelly, Douglas & Co., Ltd.
Water Street, Vancouver, B.C.

NEWFOUNDLAND and LABRADOR
P. E. Outerbridge
P.O. Box 1131, St. John's, N.F.

# HUNTLEY & PALMERS, LIMITED
READING AND LONDON, ENGLAND

# This 20-Foot Store

## Battle Creek, Michigan

## Retails 6 Carloads of Oranges Per Year

Mr. T. F. Whalen owns a grocery store in Battle Creek, Michigan, a city of 40,000 inhabitants.

The store is 20 feet wide, with a 16-foot window. Mr. Whalen's sales of oranges alone amount to *six carloads* in a single season.

This great business in fruit wasn't accidental. Mr. Whalen set out to get it with his goal in view.

### His Plan

Mr. Whalen made use of the irresistible *color-appeal* in oranges, by making displays of this fruit as *a permanent feature* of his store.

People saw this plentiful display from clear across the street and it drew them to the store.

They bought oranges. Then they bought other goods occasionally. Then they bought *all* their groceries at his store.

Thus Mr. Whalen, with keen merchandising sense, used a single specialty to build up a trade worth $180,000 annually.

He followed a well-laid plan and made that plan a definite policy.

He knows that fruit offers him a chance to excel. He knows that the store which becomes famous for its fruit department will win the neighborhood's best and largest trade.

### Make a One-Week Test

Try developing *your* fruit department—using oranges for your mass-displays.

Empty four or five boxes in a window and put attractive prices on them.

Let that display stay there one week, selling from the window to keep the oranges fresh.

Note your increased sales, the faster turnover, and the better profits that result from that One-Week Test.

Do this and you, like Mr. Whalen, will have these displays frequently.

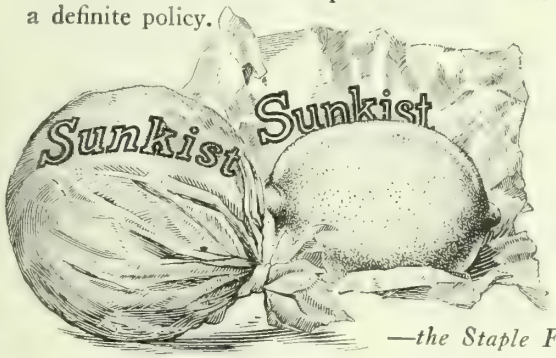
### We'll Assist Like This:

Write for our free book, "Salesmanship in Fruit Displays." It contains scores of sales suggestions and 33 illustrations of successful fruit windows and displays.

We will also supply you with tested display material that will help you sell.

Simply mail the coupon. We'll send you our "Merchant's Display Material Option List," from which you select the cards, banners, cut-outs, etc., that will best suit your store.

Clip the coupon before you turn the page. Begin now to increase your entire business in this way.




—*the Staple Fruits*

**California Fruit Growers Exchange**

A Non-Profit, Co-operative
Organization of 10,000 Growers
Los Angeles, California

**California Fruit Growers Exchange**
**Dealer Service Dept.**

Los Angeles, California

Please send me your book "Salesmanship in Fruit Displays" and your "Merchant's Display Option List" without any obligation on my part.

Name .....

Street .....

City .....

L. A. 291—1 page Trade Paper—Jan. 1920 Final O.K. for Publication

# "Untiring Salesmen"

¶ The labels on your products, Mr. Manufacturer, are "Untiring Salesmen" that are daily creating impressions of their contents—favorable or otherwise—on probable purchasers.

¶ Then why not have *the labels on your products* designed by experts—men of experience in planning and perfecting labels that instantly catch the eye—create desire and impel sales?

*Write us to-day, our years of experience designing labels, cut-outs, display cards, etc., is at your service.*

**The Standard Lithographic Co.**
**of Canada, Limited**
**28 Temperance St. - Toronto, Can.**

DIRECT SHIPPERS

# Field & Co

(FRUIT MERCHANTS) LTD
40-42 KING WILLIAM STREET,
LONDON, E.C.4. ENGLAND.

Cables: "Loudly, London"
Codes (Private): A.B.C. 4th and 5th Editions
Western Union and Bentleys

**There are plenty of fine fish in the sea, but the best of all Sardines are the**

# OBAYO REAL SARDINES

## *The Élite of the Sea*

(Packed in Pure Olive Oil)

STOCK Quality, Mr. Grocer, for successful business. The **Obayo Real Sardines** are of top-grade quality because **only** the finest selected sardines find their way into Obayo tins labelled gold and blue. Thus we are able to guarantee each tin to be of regular first-class quality. Moreover, the fish are packed in pure olive oil. Your enterprise requires big business in all your lines. Be quite certain of this:

**Obayo Real Sardines**

will bring

**BIGGER AND BIGGER**
**REDOUBLED AND REDOUBLED**
**SARDINE BUSINESS**

When next you order Sardines,
ORDER

**Obayo Real Sardines**

*Direct Importers:*
**FIELD & CO. (F.M.), Ltd.,**
40-42, King William St., London, E.C. 4

# CLARK'S CORNED BEEF

The very best of Beef

Cured and Cooked to perfection

Explain to your customer, Mr. Grocer, how handy it is to have a few cans of Clark's Corned Beef in the pantry. She has only to open the can and the meat is served, firm and easy to slice, economical because there is no waste, and appetizing because the CLARK QUALITY and method of Preparation is THE BEST.

LOOK THROUGH OUR LIST FOR THE OTHER "GOOD THINGS."

**W. Clark, Limited** Clark's **Montreal**

# JAMS
# MARMALADES
# PEELS

## John Gray & Co., Ltd., Glasgow

**Established over a Century**

**Cable : Lamberton, Glasgow.**
**Codes : A.B.C. 4th and 5th Edition.**

# CONFECTIONERY
# MARZIPAN
# CHOCOLATE

***Agents:***

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto

# From
*the waters of*
# Norway

are now arriving
fresh shipments
of

# King Oscar
Brand
# Sardines

Those well-known and much-desired Norwegian Sardines, packed only from selected fish in purest Olive Oil. The supply, however, is very limited.

**Consult your wholesaler.**

Canadian Agents

**John W. Bickle & Greening**
Hamilton Ontario

## The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

## Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

***Your jobber can supply you.***

## NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

Canadian Agents:
C. B. Hart Reg. Montreal
A. S. May & Co. Toronto
Donald H. Bain Co. Winnipeg

# DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

**Our agents are:**

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

## Dodwell & Co., Ltd.

*Importers & Exporters*

VANCOUVER

# EUREKA REFRIGERATORS

**ECONOMY**

The patented Eureka principle of cold, dry air circulation will keep your perishables fresh and firm for a longer period than the ordinary refrigerator, and its saving in ice makes it most economical.

Eureka refrigerators are made to last and their handsome finish and fine display features make them the best buy in the refrigerator world. We are specializing in grocers' refrigerators—there is a system for every need—so send for particulars now. Don't wait till the warm weather comes and refrigerators become a necessity.

**Eureka Refrigerator Co., Limited**

Head Office, Owen Sound

Branches: Toronto, Hamilton, Montreal

# Bring Them Together!

**With Satisfaction and Profit For All**

NATIONAL BISCUIT & CONFECTION CO., LIMITED, VANCOUVER
NATIONAL BISCUIT CO., LIMITED - REGINA

# If Herrings Were Silverware!

**"Wallace's" Would Be the Sterling Mark**

**WALLACE FISHERIES LIMITED**

VANCOUVER

# HOPS

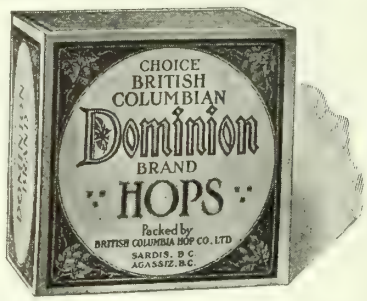
In Quarter and Half Pound
Full and Short Weight Packages

***BUY DIRECT FROM THE PRODUCER***

**BRITISH COLUMBIA HOP CO., LTD.**

Ranches located at
Sardis, Agassiz,
B. C.

*Head Sales Office:*
235 Pine Street
San Francisco,
California.




**Largest Hop Growers in Canada**

*Write for Prices—Samples*

AGENTS: For Western Canada—Donald H. Bain Co., Winnipeg, Man. Ontario—Raymond & Raymond, London, Ontario. Quebec and New Brunswick—Arthur P. Tippet & Co., Montreal, Quebec. Newfoundland—Globe Trading Co., St. John's, Newfoundland. Nova Scotia—Chisholm & Co., Ltd., Halifax, N.S.



*You can now make a substantial profit on*

# FLAT FISH SOLES, BRILLS

**Specify "Rupert" Brand to Your Wholesaler**

SPEED UP YOUR FISH DEPARTMENT

**It can be made the most profitable one in your store.**

Grocers everywhere are awakening to the value and the quick profits to be derived from handling "Rupert" Brand Fish. There is no waste time, no trouble when you handle "Rupert" Brand Frozen Fish. Caught in the clear, cold waters of the Northern Pacific Ocean, cleaned, headed, ready-to-cook and rapidly frozen in

***The World's Largest and Most Modern Fish Cold Storage Plant***

"Rupert" Brand Frozen Fish, Brills, Soles and Halibut will meet with your customers' quick appreciation.

**Retailers East of Winnipeg**
Procure your supply of "Rupert" Brand Fish from Toronto or Hamilton wholesale Dealers.

**Retailers of Winnipeg and Points West**
If you cannot get "Rupert" Brand Fish from your local wholesaler, please advise us.

**TO THE RETAIL TRADE:**
**Should there be any point on the handling or selling of "Rupert" Brand frozen fish, on which you desire information, please write us. We value your co-operation and stand ready to give you all possible support.**

**CANADIAN FISH & COLD STORAGE CO., LIMITED**
**PRINCE RUPERT, BRITISH COLUMBIA**



# JOBBER'S MEMO

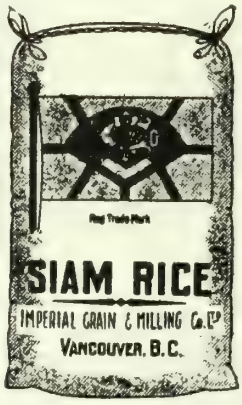
Next time I want

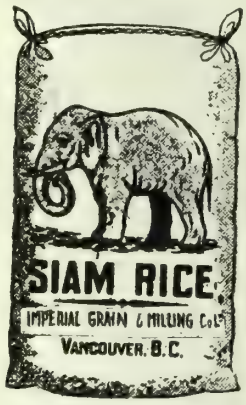
# CANNED SALMON

I'll Order from

# Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.




We are offering the best value in Rice on the Canadian market to-day.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

BRITISH COLUMBIA

## Squirrel Brand PEANUT BUTTER

Opportunities are offered every week on this page.

Are you making use of them?

**C. T. NELSON**
**Grocery Broker and Manufacturers' Agent**
105 Hibben-Bone Bldg., Victoria, B.C. In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER.

**PETER LUND & COMPANY**
MANUFACTURERS AGENTS
Can sell, and if required, finance one or two additional staple lines for
**British Columbia Territory**
*Interested manufacturers please communicate*
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B

**W. H. Edgett Ltd.**
Vancouver
Canada
**Importers — Exporters**
Car Lot Handlers: Beans, Nuts, Potatoes

Say you saw it in Canadian Grocer, it will identify you.

EVERY MO SEL ED AND DELICIOUS

**NO ONE CAN PACK PILCHARDS LIKE**
**"ALBATROSS"**
**unless they spend as much time on them as we do**

Clayoquot Sound Canning Co., Ltd.
VICTORIA.

AGENTS:
**Ontario and Quebec:** Alfred Powis & Son, Hamilton, Ontario
**Manitoba & Sask.:** H. P. Pennock & Co., Ltd., Winnipeg, Man.
**Alberta & British Columbia:** Mason & Hickey
J. L. Beckwith, Victoria, B. C.

## *QUAKER BRAND GOODS WILL PAY*

An interesting and we believe demand-creating newspaper advertising campaign is starting in the West.

**We will need the Grocers' co-operation.**

**DOMINION CANNERS B.C. LTD.**
Vancouver, B.C.

## TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES. Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

**P. PASTENE & CO., LIMITED**
340 ST. ANTOINE STREET - - - MONTREAL, QUE.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

**A. M. Maclure & Co.**
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

**THE McLAY BROKERAGE CO.**
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
*Take advantage of our Service*
WINNIPEG MANITOBA

**ALEX. BAIRD LTD.**
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

**W. L. Mackenzie & Co., Ltd.**
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

**C. H. GRANT CO.**
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

**F. MANLEY**
Manufacturers' Agent
42 Sylvester-Willson Building
WINNIPEG

Mention This Paper When Writing Advertisers.

# Donald H. Bain Co.

## WHOLESALE GROCERY COMMISSION AGENTS

### Herewith are Some Facts on Product Marketing

We have a highly-specialized, keen brained staff of untiring sales promoters. We have your interests at heart, every hour of the day the moment you enlist our services. We have an enviable record of results, with satisfied customers to prove it.

Should you have a product that has not been successfully marketed, we are especially trained to market it in the Western field, in a way that it has never before been marketed—with the paramount of success.

**Get in touch with us.**

## Head Office: WINNIPEG

**Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER**
ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

**FRANK H. WILEY**
Mfrs. Agent and Importer
Groceries and Chemicals
Bakers' and Candy Manufacturers' Supplies
533-537 Henry Ave., Winnipeg

MANITOBA
SASKATCHEWAN

*Wholesale Grocery Commission Brokers*

ALBERTA
WESTERN ONTARIO

## H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

*We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.*

## The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for SERVICE.

**Williams Storage Co.**
WINNIPEG
and
Winnipeg Warehousing Co.

## Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

**Wholesale Grocery Brokers and Manufacturers' Agents**

TRACKAGE
STORAGE
DISTRI-
BUTION

"Always On The Job"

## The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

**As your Selling Agents, we can make a big success of your Account.**

STORAGE DISTRIBUTING FORWARDING

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

**WESTERN CANADA**

The House of

## Scott-Bathgate Co., Limited

Founded on Service, Integrity and Reliability. Have an organization equipped to introduce your products in Western Canada.

**Manufacturers should write us.**

**Address:**

**140 Notre Dame Ave. E., Winnipeg**

---

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

## The Regina Cold Storage & Forwarding Co. Ltd.

**Regina - Saskatchewan**

COLD STORAGE WAREHOUSING CAR DISTRIBUTION

---

**ALBERTA**

### D. J. MacLeod & Co.

Manufacturers' agents and grocery brokers, 1070 One Hundred and First St., Edmonton, Alberta, and 215 Tenth Ave., W., Calgary, Alberta, open for new lines for Alberta. We do detail work.

### B. M. Henderson Brokerage, Ltd.

**Kelly Bldg., 104th St., Edmonton, Alta.**
**(Brokers Exclusively)**

**Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables.**

### Calgary Storage & Cartage Co., Limited

**Warehousing and Distributing Our Specialty**

**Office: 304 11th Ave. East**
**CALGARY, ALTA.**

---

WHEN WRITING TO ADVERTISERS KINDLY MENTION NAME OF THIS PAPER

### PACIFIC CARTAGE CO.

**C.P.R. Carters**

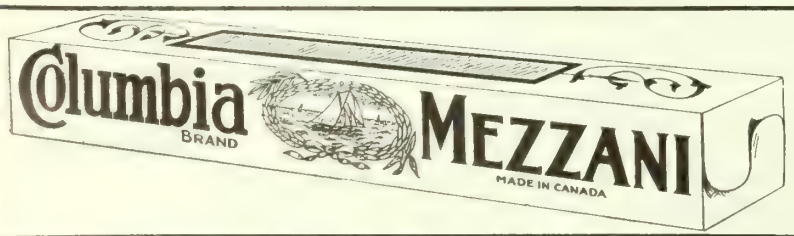
Office: C.P.R. Freight Sheds CALGARY

***Distribution of Cars a Specialty***

Storage and Forwarding Prompt Service

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

---




## MACARONI

The pure food that builds Muscle and Bone at small expense.

***The Meat of The Wheat***

**Manufactured by the**

**Columbia Macaroni Co., Limited**

**LETHBRIDGE, ALTA.**

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

**T. M. SIBBALD & SON**
*GROCERY BROKERS*
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

**MACLURE & LANGLEY**
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

**J. K. McLauchlan**
Manufacturers' Agent and Grocery Broker
Biscuits, Confectionery, Jams, Cereals, Grocery and Drug Specialties
45 FRONT ST. EAST, TORONTO

**H. D. MARSHALL**
*Wholesale Grocery Broker*
OTTAWA MONTREAL HALIFAX

**W. G. PATRICK & CO.**
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

**W. G. A. LAMBE & CO.**
TORONTO
Established 1885
SUGARS FRUITS

ESTABLISHED 1899

## We Cover the West

SIX BRANCHES with SERVICE that SATISFIES

We have 20 SCIENTIFIC SPECIALTY SALESMEN

Who are anxious to introduce your lines

**W.H. ESCOTT Co.** Limited

WINNIPEG, MAN. | Calgary, Alta.
Saskatoon, Sask. | Ft. William, Ont.
Regina, Sask. | Edmonton, Alta.

Wholesale Grocery Brokers and Importers

*Consignments solicited.* *Write or wire us.*

## OCEAN BLUE

**In Squares and Bags**

EVERY woman takes a pride in having spotlessly white household linen. OCEAN BLUE gives the best results in the easiest way.

Give **all** your customers the opportunity of testing it, and you will soon need to

**Order more from your Wholesaler.**

**HARGREAVES (CANADA) Limited**
The Gray Building, 24 & 26 Wellington St. W., Toronto.

Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton For British Columbia and Yukon: Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

When Writing to Advertisers Kindly Mention this Paper

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

QUEBEC

**ROSE & LAFLAMME**
LIMITED
*Commission Merchants*
*Grocers' Specialties*
MONTREAL TORONTO

**PAUL F. GAUVREAU**
WHOLESALE BROKER
Flour, Feeds and Cereals
84 St. Peter Street, - QUEBEC
If you need potatoes wire or write me for prices. Will quote good prices delivered your Station.

**WANTED**
Agencies for food products for the City of Montreal, best references.
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

**BRITISH GUIANA**
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
*Manufacturers' Representatives*
41 Robb Street, Georgetown, Demerara, British Guiana
*Exporters:* Cocoanuts, Coffee, Rice, Cocoa.

**EPPS COCOA**
*From now on*
J. C. Thompson Co. Montreal
F. E. Robson Co. Toronto

Established 1889
**HOWE, McINTYRE Company**
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL CANADA

CANADA'S EXPORT TRADE
Should be developed "more than ever"
The above is from a speech by C. C. Ballantyne, Minister of Marine.
Get in touch with Europe's largest buyers through
O. M. SOLMON
Commission Merchant
Importer and Exporter
4492 St. Catherine St. W., MONTREAL

**You Try This**
When you desire any information on matters pertaining to the trade it will be gladly furnished free upon application through the columns of this paper. If you enclose stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

**J. L. FREEMAN & CO.**
*Wholesale Grocery Brokers*
ROOM 122 BOARD OF TRADE BUILDING - Montreal

**AGENCIES WANTED**
For Food Products, Confectionery, etc. For the Dominion Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

**Manufacturers' Agents**
with an energetic sales force covering all Eastern Canada, selling to wholesalers, want lines of canned goods, jams or any other similar lines on commission basis. Address **Dominion Sales Company**, 412 Birks Bldg., Montreal.

MARITIME PROVINCES

**GAETZ & CO.**
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

**Dominion Spring Clothes Pins**

An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

**The J. H. Hanson Co., Ltd.**
**244 St. Paul St. West, Montreal**

**REX PRODUCTS**
are now being sold in all parts of Canada. Are you selling them?
Rex Cedar Oil
Rex Floor Wax Rex Furniture Cream
Rex Washing Powder
Order from your Jobber or Wholesaler.
**REX CHEMICAL CO.**
*103 Wellington St., MONTREAL*

| | | |
|---|---|---|
| McDONALD ADAMS WINNIPEG | S. H. MOORE & CO. TORONTO | KING & SOUTHCOT VANCOUVER |
| GAETZ CO. HALIFAX | W. S. CLAWSON CO. ST. JOHN | J. N. DION QUEBEC |

# Just for good measure

and to show that we didn't anticipate regular business by shipping unwanted orders in December to make up that great total of SEVEN AND THREE QUARTER MILLION POUNDS FOR THE YEAR, we start off 1920 with sales of

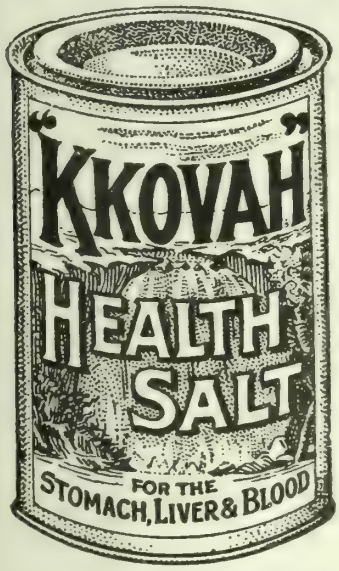
## 223,766 Pounds for the 10 Days

(including New Year's Day) ending January 10th.

DECIDE NOW to discard those articles that pay no rent in your store.
Make 'turnover' your ambition for 1920!

# "SALADA"

Toronto Montreal




# REPUTATION

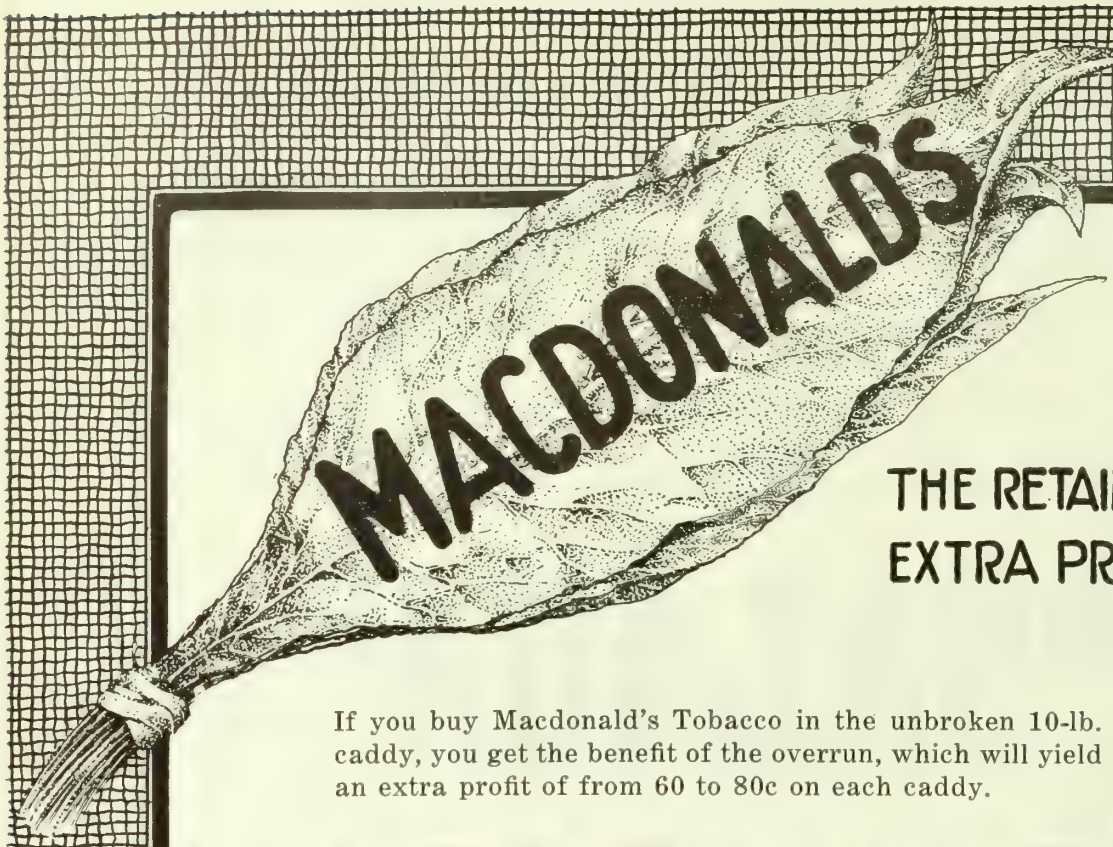
Kkovah Health Salt and Kkovah Custard have won an enviable reputation for quality and dependability wherever they have been sold.

The prestige that this reputation gives is proving a valuable asset to thousands of Canadian grocers who sell Kkovah products.

*Sole Agents for Canada:*

## MACLURE & LANGLEY, LIMITED

WINNIPEG :: TORONTO :: MONTREAL




THE RETAILERS EXTRA PROFIT

If you buy Macdonald's Tobacco in the unbroken 10-lb. caddy, you get the benefit of the overrun, which will yield an extra profit of from 60 to 80c on each caddy.

# MACDONALD'S TOBACCO

## Smoking and Chewing

*Selling Agents:*

Hamilton—Alfrew Powis & Son.
London—D. C. Hannah.
Manitoba and North-West—The W. L. Mackenzie & Co., Limited, Winnipeg.
British Columbia—George A. Stone, Vancouver.
Quebec—H. C. Fortier, Montreal.
Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Scholfield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons.

W. C. MACDONALD, REG'D, Incorporated, MONTREAL

# Increasing Demand for Fine Quality Tea

ONE of the noticeable trade developments in Canada of recent times has been the increased demand for the finer teas, despite advancing prices. In Red Rose Tea your customers will find that quality for which they have been looking. It is sure to bring you repeat business.

**T. H. Estabrooks Company, Limited**

St. John, Montreal, Toronto, Winnipeg, Calgary, Edmonton, St. John's, Nfld. and Portland, Maine.

**S.A.P.** "The World's Premier Polishes"

Write off by next mail for our advantageous terms for these excellent preserves and polishes.

S.A.P. Boot Polishes.
In three sizes, No. 1, No. 8 and No. 9, and in four colours, Black, Light Brown, Dark Brown, and Mahogany.

S.A.P. White Preparation.
In one size only. Specially prepared for canvas shoes, equipment, cricket boots, etc.

S.A.P. Furniture and Floor Polish.
In two sizes, No. 8 and No. 9. Cleans, Polishes and Preserves at the same time.

S.A.P. Prepared Wax
In one size only, No. 9. This Polish has been specially prepared for Automobile Bodywork, Upholstery, Carriages, Woodwork, Leatherwork.

S.A.P. Harness Polish.
In two sizes, No. 8 and No. 9. In two colours, Black and Brown. Specially prepared for polishing harness, accoutrements, etc.

**HERBERT & CO. (S.A.P.) LTD.**

*Export Department*
41 Finsbury Square London, Eng.

Special Appointment

# Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper, because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

Manufactured in the
**Largest and Most Sanitary Factory on the Continent**

## ROBINSON'S PURE ICE CREAM CONES

are absolutely PURE—no colour used. Manufactured and packed entirely by automatic machinery.

Robinson's "Pure Cake" Cones
" "Favorite" Cones
" "No. 1" Cones
" "No. 2" Cones

Quality—Service—Price—unexcelled.

*Write us for Samples and Prices*

**MAPLE CRISPETTE CO.**
Limited, MONTREAL

General Sales Agents for British Columbia and East of the Great Lakes

## Keep Your Stock of Colman-Keen Products Before the Public

by hanging one of these handsomely lithographed cards in your store. It will be mailed you free on request.

## Magor, Son *and* Company, Limited

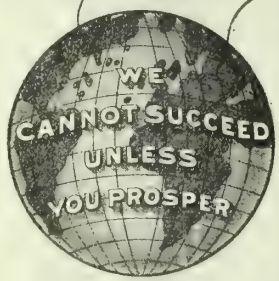
191 St. Paul St. West, MONTREAL 30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA

# NICHOLSON - RANKIN LTD.

WHOLESALE
GROCERY BROKERS

IMPORTERS
EXPORTERS




"IN TOUCH WITH THE WORLD'S MARKETS"
ALL QUOTATIONS SUBJECT TO CONFIRMATION
TELEPHONE MAIN 6501

OFFICES-707-708 CONFEDERATION LIFE BLDG.
WINNIPEG, CANADA.

CODES
A.B.C. 4TH & 5TH EDITION
ARMSBY'S LATEST
PRIVATE CODES

The first policy of our business is that each principal and customer must receive a personal as well as an efficient service.

WE DO NOT BUY OR SELL
MERCHANDISE
FOR OUR OWN ACCOUNT

# NICHOLSON-RANKIN LIMITED

WINNIPEG THE SERVICE BROKERS CANADA

CANADIAN GROCER

Vol. XXXIV. TORONTO, JANUARY 23, 1920 No. 4

# Hamilton Grocers Form Organization to Fight Unfair Methods in Trade

## Want Secret Rebating, Fake Advertising and Unfair Price Discrimination on the Part of Manufacturers and Wholesalers Eliminated—Over 200 Grocers Attended Enthusiastic Organization Meeting—Elected New Officers

HAMILTON, Jan. 20.—The retail grocers of this city have organized. The Hamilton Retail Grocers' Association has taken concrete form, and at a meeting that was marked by the enthusiasm of more than two hundred grocers, and an inspirational address by the new president, S. F. Baillie, and the new vice-president, W. N. S. Hunter, the grocers are out to stamp out unfair methods of merchandising of every description. The movement of the Hamilton grocers is not a price-fixing one, as some of the daily papers indicated in their account of the initial gathering. At the subsequent meeting in the Board of Trade hall. last week, this assertion was strongly repudiated, and it was pointed out that the objects of the organization were as much in the interests of the consumer as of the merchant.

**A Square Deal For Consumer Too**

"We are out for a square deal for the consumer, and our efforts are not, and have not been directed against any individual merchant in the city of Hamilton," W. J. Hobson stated in addressing this gathering of grocers. Mr. Hobson presided at the meeting and has been instrumental in getting the organization under way. "What we are opposed to," he continued, "is the principle of a shameful condition of trade, of which the consumer knows little, and upon which the consumer up to the present has not been called upon to think very deeply. We have reason to believe that our efforts will not result in much benefit to the consumer, but that an investigation would disclose methods that can easily account for the great cry for public patronage that appears in our daily press from time to time. Our policy is not to injure anybody in business in Hamilton or anywhere else. Incidentally we might tread on somebody's toes, but the average Canadian likes fair play. So much unfair criticism of our last meeting appeared in the daily papers that I think that everybody should have a clear-cut idea of the objects for which this association is being formed, and the principles for which it stands. What it stands for is honorable, decent methods of merchandising. We know the consumer is being hoodwinked by fake advertising, and we intend to direct our efforts to stamp out such disreputable methods. We are out for a square deal to every one of our competitors, and we intend, through the efforts of this organization, to see that we get a square deal for ourselves and the consumer in particular.

S. F. BAILLIE
The new President of the Hamilton Grocers' Organization.

**Object to Unfair Methods**

"What we object to is the disreputable and unfair methods of some manufacturers, and the short-sighted policy of others. We are opposed to fake advertising, unfair competition, secret rebaters, crooked order takers and crooked wholesale houses. We are out to give every grocer an equal chance to compete. We are out for honor in business and the prosperity of Canada. Our objects are laudable and will appeal, I believe, to every fair-minded person in the community. We intend to fight in the open. We know more about conditions than we are usually given credit for, but I confess that we have been rather remiss in the past by being long suffering and slow to anger. This is a fight against the business trickery so prevalent in Canada to-day. We intend to loyally and intelligently stamp our organization with the respect of all fair-minded people. I firmly believe that an association formed with the golden rule as a standard will prove a power in the land."

**Resolution Unanimous**

Mr. Hobson read the following resolution which was unanimously carried:

**"Be it therefore resolved that the provisional committee unanimously recommends the immediate formation of an association on the lines set forth and that the Executive Committee selected this evening be empowered to inquire into the rules and regulations governing the Retail Merchants' Association of Canada, and if it is to our advantage to be affiliated with the Retail Merchants' Association of Canada, that arrangements be made for such affiliation, this organization to be known as the Hamilton Retail Grocers' Organization, that membership be open to any retail merchant conducting a retail grocery business in the city of Hamilton, who conforms to any regulations that may hereafter be set forth or recommended by the Board of Commerce of Canada. That the membership fee be fixed at $1, and the annual dues of the local organization be fixed at $10 per annum, payable in advance."**

**Officers Elected**

Hon. president, James Y. Osborn; Hon. vice-president, A. G. Bain; president, S. T. Bailey; vice-president, W. N. S. Hunter; executive, A. Gardiner, E. Hazell, G. D. Ellis, Frank Smith, F. Kent, G. L. Salton, George Duff, M. Cummings, W. J. Hobson, J. Young, F. Hutchinson, W. Smye, W. Lockhart and G. H. Moyer.

The secretary-treasurer will be chosen by the executive.

**A Stand for Fair Play**

In short addresses by the president, vice-president, N. R. Rowe and Frank Smye, the gathering was roused to an enthusiasm that gets the movement away to a good start. The grocers of Hamilton are seized with a determination to bring about the betterment of the trade, and to place it on a basis that metes out justice and fair play to all alike. In his remarks to the grocers, on this occasion, Frank Smye pointed out that the retail grocer had been the banker of the public and a philanthropist long enough. "Why shouldn't this cease?" he asked. "Why shouldn't the grocer be paid?" This organization, he said, was prompted by honest motives, and with the enthusiasm and determination that is behind it, it will make a stand for decency and fair play that will make itself felt.

# Believes Mail Order Business Serious Menace

## H. C. Beckett, of Hamilton, Appears Before the Board of Commerce and Reads a Paper on the Subject

H. C. BECKETT, of W. H. Gillard & Co., wholesale grocers, Hamilton, appeared before the Board of Commerce on Friday last, and drew attention to what he termed was a serious menace, and he stated it was gradually, insidiously, and silently destroying the prosperity of every town and village in the Dominion, and was also having a far-reaching effect upon farm production. He referred particularly to the mail order houses and the department store. This menace, he declared, is preventing the establishment of towns and villages, through the insufficiently populated portions of the Provinces. The farmer feels the isolation and does not want to locate except in the vicinity of a thriving town or village, and the older towns and villages are perishing through lack of local support. To encourage farm production, and to induce the rising generation to follow farming pursuits, Mr. Beckett pointed out, it is necessary to support and encourage thriving and prosperous communities. The people are drifting from the farms to the large centres, because of the deadly conditions that surround them. The records of the express companies, the parcel post, and other avenues of information will show clearly what this menace is, how it is growing, and will continue to grow, at the expense of production and at the expense of prosperity throughout Canada.

Mr. Beckett asked the Board of Commerce to investigate this menace, as a matter of the greatest welfare to the Dominion of Canada. Many manufacturers, not all, he declared, had not played fair with the retailers. They have offered advantages to some and denied them to others. "This is unfair and unethical," Mr. Beckett continued. "We have no commercial code in Canada, and we sadly need it. The Secret Commissions Act seems to be a dead letter, although it was intended to purify the channels of trade. The monopolist and his sympathizer may sneer, but should this country be dominated by selfish interests? We must speak plainly. The reconstruction period has arrived, and I feel that I would be shirking a share of conscientious duty if I failed to come out boldly and fearlessly, even if in doing so I subject myself to a few brick bats."

Mr. Beckett, in his remarks, also took exception to the attitude of the Retail Merchants' Association towards the Board of Commerce, and believed that the retailers were ill-advised in opposing the rulings of the Board.

### Must Do Away With Unfair Competition

**"If there is a system of competition so unfair that a man in business is crowded out, and he has not the chance to successfully compete with his rival in the trade, then it is up to us to do away with that system, or rather see to it, that it is done away with. Cut out the secret rebate. Let the wholesaler be honorable and just. Let the jobber say only one price and serve all alike. It is in our hands to do this thing. If we stand together we can do it. Let us enter into this fight with all the zest that is in us. Let us say we will not falter until we have justice for all. It is this system of secret rebates, price discriminations and such like that is wrong, and it is for us to see that it is wiped out. We want clear, cold justice, nothing more and nothing less."—President S. F. Baillie to the Hamilton Grocers' Organization.**

**"There is no apparent reason why business ethics should be on a lower basis than professional ethics. Unbusinesslike conduct should receive the same condemnation as unprofessional behavior. Hand in hand with the law must go the right education of the business man if business practice is to be on a proper moral plane. Efficiency and enthusiasm are not at variance in the attempt to conduct business harmoniously. Both are essential if many of the failures in the trade are to be averted. Both are needed in this new organization, and if we all put our shoulders to the wheel, much good will be accomplished, but if left to a few, none will benefit."—Vice-President Hunter to the Hamilton grocers.**

# Co-operative Stores Are "Bribe" Stores Says Trowern

## Ottawa and Eastern Ontario District Retail Merchants' Association Met in Convention—Henry Watters Was Re-elected President

OTTAWA.—The convention of the Ottawa and Eastern Ontario District Retail Merchants' Association was held at the Chateau Laurier last week. Henry Watters was re-elected president of the association.

The new executive board is: President, Henry Watters; first vice-president, L. N. Poulin; second vice-president, A. Goulet; treasurer, T. W. Collins; secretary, J. C. Campbell, and auditor, Alex. Phillips; delegates to the Ontario Provincial Board will be: W. Hill of Cornwall, E. Sweet of Winchester, D. V. Sinclair of Belleville, W. Mack of Moose Creek, J. Pattison of Brockville, and W. Grace of Kingston.

**Attacks Co-Operative Stores**

E. M. Trowern, Dominion secretary, attacked co-operative stores, which, he stated, were "bribe stores." He urged every merchant to use his influence in fighting any special privileges being granted co-operative stores, as had been contemplated by the Government.

Farmers' clubs were somewhat different, but were a menace to the legitimate retail trade, he stated.

He placed the blame for the clubs on wholesalers, who, though bound in honor to sell only to the trade, were selling direct to the consumer.

One of the delegates suggested a boycott of the wholesalers selling to the consumers, but this was decried by Mr. Trowern, who asked that nothing be done which could be placed in the light of restraint of trade until the legitimacy of the Board of Commerce had been tested in the Supreme Court of Canada.

The report of the special committee on membership fees brought in a report for a minimum fee of $10 to be charged members whose turnover amounted to less than $50,000; $25 for business between $100,000 and $200,000; between $300,000 and $400,000, $35, and others $5.

Delegates thought the eight-hour day unworkable in their business.

A resolution was passed requesting

Continued on page 24

*A splendid window display recently shown in the store of Halpenny & Co., Ottawa.*

# Want Personnel of Board Reconstructed

## Supreme Court is Also to Decide the Jurisdiction of the Board of Commerce—Retail Merchants' Association Wants it to Take the Nature of an Inland Trade Commission

THERE seems to be well-founded justification for the statement that changes will take place in the personnel of the Board of Commerce. Following the request of the representatives of the Dominion Board of the Retail Merchants' Association, before the Government last week, there is a likelihood that the association's suggestions will be partly carried out. Various important business organizations, representing both retail and manufacturing interests, have made it unmistakably plain to the Government that the workings of the Board of Commerce are meeting with anything but their approval. Those interested in challenging the activities of the Board of Commerce, it is stated, include such organizations as the Canadian Manufacturers' Association, the Retail Merchants' Association, the Canadian Credit Men's Association and other organizations. The Supreme Court is deciding the validity of the jurisdiction of the Board.

At the meeting of the delegation from the Dominion Board of the Retail Merchants' Association last week with the members of the Government, the resolution passed at the meeting of the Dominion Board was laid before the Government. It was promised consideration, and was as follows:

First—That the Board of Commerce be reorganized and that its personnel consist of a consumer, a producer, a manufacturer, a retailer and a chairman with judicial experience. They recommended that Judge Robson retain the latter position. By implication it would appear that they desire the removal of W. F. O'Connor.

Second—That the board be reconstructed to take the nature of an Inland Trade Commission, one of whose duties it would be to regulate the operations of wholesalers who refuse to sell to certain retailers and to supervise all agreements between wholesalers and retailers. The recommendations of the delegation in this regard were somewhat vague.

Third—That the price-fixing functions of the Board be abolished on the ground that the exercise of them constitutes a restriction on trade and production.

### Have Found No Combines

The resolution claims that the investigations of the Board in regard to retail merchants have not disclosed any combines or excessive profits; that the element of competition among retail merchants prevents undue profit making; that conditions of merchandising in the various parts of Canada are so varied that no general regulations as to margins of profit can be made which will be fair to the merchants and the consumers; that the orders of the Board of Commerce have resulted in a great deal of disturbance in retail trade circles and that the uncertainty as to what further orders will be made from time to time is still more disturbing not only to retail merchants, but to manufacturers, wholesalers, bankers, the laboring classes and consumers.

### They Have Suggestions

A series of further suggestions as to "How the Board of Commerce would be of greater service to Canada," were made by the delegation. These were, mainly:—

The Board of Commerce should meet properly appointed committees from the Canadian Manufacturers' Association, the Wholesale Merchants' Association, the Retail Merchants' Association, the United Farmers and other organized commercial bodies to secure proposals how trades could be improved by proper regulations.

Instead of the court attempting to dictate to the commercial classes how they should conduct their affairs, they should become a useful court to decide on the evidence laid before them on any commercial matter.

### Should Give Reasons

All agreements made either by manufacturers among themselves, between the manufacturers, wholesalers or retailers, etc., should be laid before the Board of Commerce, and, if necessary, parties should appear to give reasons why the agreements were made.

All price-contract agreements regarding trade-marked goods should be laid before the Board for final ratification.

That charges could be made to the Board by any person subjected to unfair and unethical methods of trading, and those engaged in unfair practices dealt with.

Further suggestions made were that the Board should be given authority to make recommendations to the Government if any commercial legislation is found to be operating unfairly; that all agents or subsidiary agents in connection with the Board should be abolished;

that all classes of the community buying or selling merchandise should come under the operations of the Board; that the Board should devote their time to seeing that the proper channels of trade are not interfered with, and that all statistical reports in connection with commerce should come under the direction of the Board.

### No Excess Profits

Joseph Banfield, of Winnipeg, who presented the case, declared that the Board had found no excess profits or unfair dealing among the retailers. It was useless to seek to redress a wrong which did not exist. "It is not so much," he said, "what the Board does as what it threatens to do which injures us and that injury affects the wholesaler, the manufacturers, the banks and everybody else."

Sir Henry Drayton asked what was meant by threats.

"We hear of a man being threatened for selling sugar at a cent or so over the fixed price," said Mr. Banfield. "The Board appears to go after us retailers because we are closest to the consumers."

### Asks Court Questions

In the meantime the Board is submitting the following questions to the Supreme Court of Canada:

1. Whether or not Section 17 of the Combines and Fair Prices Act is intra vires of the Parliament of Canada. This section deals with the undue accumulation of necessaries of life.

2. Whether or not the Parliament of Canada has power to establish a court of record or any other hearing or determining body.

### Question of Penalties

3. Whether or not the Parliament of Canada has power: (a) to impose penalties for the acts or omissions which are declared to be offences; (b) to authorize and require the superior courts of a Province to record and enforce the orders of the Board.

4. Whether or not the Board has jurisdiction to decide as to what shall be deemed an unfair profit upon transactions of sale of necessaries of life which transactions are originated and completed within a Province.

5. Whether the Board has power to decide what shall be an unfair profit in transactions of sale of an interprovincial character.

6. Whether or not the Board may restrain or prohibit persons from exporting commodities being necessaries of life from Canada, or from one Province to another in cases where the practice of so exporting is in the opinion of the Board designed or calculated to unfairly enhance the cost on price of such commodities.

At the annual meeting of the Retail Merchants' Association, attended by more than 600 delegates, among other subjects discussed was that of the co-operative stores, and a resolution was passed voicing the strong opposition of the Association to any legislation which would give these stores any special advantages which would be detrimental to the retail trade of the country. The delegates took this stand on the ground that the operations of co-operative stores, after due investigation by competent authorities, have not been found to be according to legitimate methods of merchandising.

The mail order houses were also under fire, and the opinion of the delegates was unanimously to the effect, with regard to the parcel post service, that all parcels by mail should cover the cost of carrying them; that no portion of the cost of operating the parcel post system should be applied to the cost of carrying letters in the mail.

The Government will also be requested to provide that there shall be no increase to the "limit size" of the parcels to be carried by the system.

### Against Eight-hour Day

The convention went on record as being unanimously in favor of daylight saving for towns and cities, and opposed to a legislated 8-hour day. In this respect it was claimed that the legislation enjoyed now, which gives to each Province the power to regulate the hours at which shops may open and close, according to the desire expressed by the majority of the merchants concerned, is sufficient, without the necessity for a flat 8-hour day, which, it was declared, would be unworkable for the retail trades.

### Clothing Profits

The board went into the question of the order of the Board of Commerce, relating to the limitation of profits on ready-made clothing. The order of the Board provides that the profit upon suits sold at $25 shall not be more than 26 per cent., while the limit on suits of a higher value is placed at thirty-three and one-third per cent.

It was decided to ask the Government to change the order to read that a flat margin of thirty-three and one-third per cent. shall be permitted retailers upon all suits, with the exception of extreme styles.

### Would Bar Orientals

Retail merchants from the West voiced objection to Oriental immigration and it was moved by Mr. J. H. McRobbie, of Vancouver, that the Government be memorialized that all Oriental immigration to Canada be prohibited.

Western delegates stated that the Chinese were embarking in the clothing and grocery trades to the dissatisfaction of the retail merchants.

The clothiers' section of the Association suggested that the Board of Commerce order should be altered to allow retail clothiers to add $2 to the price of each suit, to take care of the cost of alterations and fitting.

# Nearly 300 Per Cent. Increase in Paper Bags

## Since 1915 Grocers Have Been Called Upon to Pay Nearly Three Times as Much for Bags for Wrapping Purposes

THE increase in the cost of paper has, of course, affected paper bags and wrapping paper used extensively by merchants, and in turn has added to the cost of living so far as the consumer is concerned.

In 1915 merchants could purchase 1,000 2-lb. bags for 67 cents. This price rose to $1.30 in 1916, $1.80 in 1919 and to-day stands at $1.86 per 1,000.

Suppose a merchant is selling 100 lbs. of sugar in 2-lb. paper bags. He has to use 50 of these in weighing out the sugar. In 1915 it cost him 3 3/10 cents for these 50 bags. In 1916 they cost him 6½cents, in 1919 9 cents and to-day 9 3/10 cents. This shows an advance of nearly 300 per cent.

Similar advances have occurred in 5, 10 and 20-lb. bags. For instance, in 1915, 1,000 5-lb. bags cost the merchant $1.25. To-day the cost of the same quantity is $3.50. Whereas it cost him 2½ cents to weigh out 100 lbs. of sugar in 1915 in 5-lb. bags, it now costs him 7 cents.

The cost in 1915 of 20-lb. bags was $3.96 per 1,000. To-day the cost is $11.05 per 1,000. These figures are based on purchases of 10 M. and under 25 M.

These advances in cost of paper bags of course apply to all goods the merchant puts up in this way and delivers to his customers. This advance has to be taken care of in the gross profit the dealer secures, which naturally means still higher prices to the consumer.

In few, if any, lines sold by the grocer has there been such an advance in cost as in the price of paper bags and wrapping paper.

### SOLDIERS' CO-OPERATIVE STORE

Plans are under way for the development of a scheme for the establishment of a co-operative store, which they will capitalize at $100,000, and operate under a federal charter. The soldiers propose to join hands with the unions to carry out the plan.

Apathy on the part of retail merchants towards civic affairs was denounced by Mayor Henderson of Ingersoll, in his inaugural address to the council.

### CO-OPERATIVE STORES

Continued from page 23

the Dominion Board to exercise every effort to see that its importation and sale is not interfered with. This resolution was the result of the rumor that an organized attempt will be made at the next session of Parliament to prohibit the importation and manufacture of oleomargarine.

# More Grocers Tell of Experience

## A Further Consideration of the Question of Whether or No Sugar Sales Can be Considered Profitable

IN our last week's issue a number of merchants spoke of their experiences in the sale of sugar. Consensus of opinion appears to be that there is little chance of making a profit on sugar. There is so much waste in weighing and the limit of sugar is so close that a profit is almost an impossibility. Some merchants have found it to their advantage to sell in original packages of 100 pounds. In this way they believe that some profit can be made.

**The McKenzie Co., Kelowna, B.C.**—"We are not making any net profit on sugar at the present time. We estimate that two-thirds of the sugar we sell is sold in 20-lb. bags and the balance distributed between 100-lb. lots and small lots. In bulk sugar most of our sales are fifty cents' worth. We cannot always weigh 100 lbs. of sugar from a 100-lb. sack. Somtimes there is a small leak in the bag and when we are rushed we are perhaps careless in weighing. Frequently we lose sugar by accidents in delivery and of course we always replace what has been lost. We believe that at the very least we should have two cents a pound margin on sugar and then there would be a very small net profit, if any.

"We figure that charging the same percentage of advance over the cost price there would be more money in selling in unbroken packages, viz., 2-lb., 5-lb., 10-lb. and 20-lb. packages. To-day, for instance, we lost considerable sugar by having it get wet in the freighting. At 1c per lb. advance a loss of, say 20 lbs., would mean a total loss of the gross profits on a considerable amount of sugar. We don't say 'net' profits because the man who can make a 'net' profit on sugar at 1c per lb. is not in business to-day. He is sitting on some of those Government commissions for reducing the H.C.L."

**W. F. Lord Co., Red Deer, Alta.**—"We are certainly not making any net profit on sugar at 1c gross margin. Most of our sugar goes out in 10 and 20-lb. sacks, principally 20 lbs. It is difficult to weigh out 100 lbs. of sugar from a 100-lb. sack because of the shrinkage in the bin or barrel and on account of overweight. We seldom lose any sugar by accident in delivery as most of our sugar is sold in the 20-lb. sacks. We believe on account of our cost of doing business we should at least receive ¾ cent per lb. margin, and we believe we can make more money in selling sugar in the 10 and 20-lb. sacks than in bulk from a barrel or 100-lb. bags."

**L. C. Teeple, Lethbridge, Alta.**—"We cannot make any net profit on sugar at the present margin of 1c. Our most usual orders are for 10 or 20-lb. sacks, but just at the present, of course, we are not able to sell any more sugar than 2 or 5 lbs. to a customer. We feel we can make more money selling the 10 and 20-lb. sacks just as we receive them from the refinery even if we get a smaller profit than by putting the sugar up in 2 and 5-lb. paper bags. We can never weigh out 100 lbs. from a 100-lb. sack. We are usually from 3 to 5 lbs. short. Every time a sack is handled some sugar sifts out. We believe we should get from 2 to 2½c per lb. margin at the present time."

### Net Profit Very Little

**Henry Foreman, Hardisty, Alta.**—"The net profit on sugar at the present time is very little. Most of the sugar I sell goes out in 5-lb. packages, but in containers, the 8-lb. bags are the most popular. Waste and slight overweights make it impossible to weigh out 100 pounds from a 100-lb. sack. I believe that in order to make it break even, there should be allowed at the least 12 per cent. above the invoice price. Assuredly more money can be made out of selling sugar in packages, and in the 20-lb. bags."

**J. L. Longthorne, Moose Jaw, Sask.**—"I am not making any profit on sugar. The usual bulk orders call for 25 and 50 cents' worth. In the containers we sell the most in ten-pound bags. It is very difficult to weigh out 100 pounds of sugar from a one-hundred-pound sack. A good deal is lost in weighing and spilling. Twenty per cent., I believe, is a reasonable profit. I consider we could make more money selling sugar in packages or bags than we can in bulk, as at the present time when sugar is scarce, we get an order of sugar at different prices. It might consist of 50's, 100's, and 10 and 20-lb. sacks. All this we sell in bulk, and supposed to be retailed at one price. I consider selling sugar in packages much more satisfactory, that is, providing we can get small sizes, so that we won't have to sell 20-lb. sacks at a time, when the sugar is so hard to get."

### Loses in Weighing

**J. E. Cook & Co., Cadillac, Sask.**—"We are not making any profit on sugar. We sell most of our sugar in 10-lb., 20-lb. and 100-lb. lots. In the containers the 20-lb. sacks are chiefly called for. As a rule it takes more to make five or ten weights than it does to make one, and there is a certain amount falls from the scoop in weighing. Consequently, we can't get 100 pounds from a 100-pound sack. Two cents on each pound of sugar would be little enough profit. After years of selling sugar in bulk, and the short experience with selling 10 and 20-pound sacks, we are convinced the latter way is by far the best for the merchant."

**McLeod's Grocery, Brandon, Man.**—"We are of the opinion that as a source of profit, the argument is wholly in favor of selling sugar in packages, and in 10 and 20-lb. bags. There is no profit in disposing of sugar in bulk. Recently we have been selling it mostly in 25 cents' and 50 cents' worth. We believe that it is impossible to weigh out 100 pounds from 100-lb. sack for the reasons that there are losses of weight in transit, handling in store, and careless weighing. One cent per pound gross profit does not pay and allow for bags and twine. The margin of profit certainly should not be under 10 per cent. net."

### Prefer to Sell in Original Package

**Chambers & Co., Hamiota, Man.**—"It may be a disputed question whether $1 profit on a 100 pounds of sugar gives a net profit or not, but taking our experience, it is as much profit per 100 pounds as most grocers have ever had, as it is a well-known fact that sugar has always been sold close. We prefer to handle the sugar in original packages such as the 10-lb. and 20-lb. bags, and figure we can make just as much money as packaging it ourselves. We sell most of our sugar in ten, twenty and one hundred pound sacks. We can't weigh out 100 pounds of sugar from a 100-pound sack, if it is done up in parcels to sell at 25 and 50 cents. Weighing out so many small packages wastes sugar. Selling in small quantities, there should be a profit of a cent and a half per pound."

**F. J. LeDain, Boissevain, Man.**—"Selling sugar at a profit of a cent per pound spells loss. We sell chiefly in 25, 50 and 100-pound lots. The average loss on a 100-pound sack is from 4 to 6 per cent. The smaller the package the greater the loss. I reckon it costs from 8 to 10 per cent. to weigh out 100 pounds of sugar, taking in all expenses in proportion, rent, fuel, insurance, wages, bags, twine, etc. I much prefer selling no sugar at all. It costs 20 per cent. to do business, so where is your profit?"

### Make a Profit, Sells in Bulk

**J. A. Stewart, Exeter, Ont.**—"I am making a profit on sugar, and I sell it all in bulk, $1, 50 and 25 cents' worth at a time. I can't always weigh out 100 pounds of sugar from a 100-pound sack, but I can sometimes. There must be close attention to weighing, a minimum of carelessness. A fair profit, I believe, would be 1½ cents per pound, but it certainly would be better for all concerned if all the refiners would put up all their sugar in packages. Just as long as sugar is sold from the scoop,

just so long will grocers not know what their gain or loss on sugar is."

**J. S. Baxter & Son, Niagara Falls, Ont.**—"We are not making any profit on sugar. We sell it mostly in bulk and mostly in 50 cents' worth at a time. In containers we sell it mostly in 20-lb. bags. We can't weigh out 100 pounds of sugar from the 100-pound sacks, because of overweighing and spilling when weighing. At least two cents per pound profit should be allowed on a pound of sugar. We could make more money selling in cartons and 10 and 20-pound bags at the present time. As the Commission allows us one cent per pound above cost, the consumer then pays for the labor of weighing, etc. By actual test it takes a clerk two minutes to sell, weigh and make change for 50 cents' worth of sugar."

**Make a Small Profit**

**John Diprose, London, Ont.**—"I make a little profit but not very much on sugar. I sell it mostly in bulk, in two, four and eight-pound lots, but mostly four pounds, since preserving time. With careful weighing you can get 100 pounds from a 100-lb. sack. A very little overweight on each bag will easily make quite a loss on the whole bag. The one cent margin allowed by the Commission is not enough to pay overhead expenses when the bulk is broken. Personally I prefer selling sugar in bulk, by the dollar's worth, or half dollar's worth, as the packages are sold at cut prices in fruit and butcher stores, and the people of our city still order sugar in the old way, saying, 'I want a dollar's worth, 50 or 25 cents' worth.' These packages we always have ready to hand out so that there is no delay, or no overweight given by having to rush while the customer waits. Another reason for my preference is that the different refineries, three of them at least, have put on advertising campaigns in our city, each for their own particular brand, and were we pushing package sugar, we would need to stock these different brands, as customers would soon begin to specify their different preferences."

# Will Assist Merchants in Better Accounting Methods

## Saskatchewan Branch of R.M.A. Plan to Help Members in Many Ways—Educative Moving Pictures and Assistance in Preparing Advertising Part of the Scheme

F. E. RAYMOND, secretary of the Saskatchewan Retail Merchants' Association, was one of the delegates from the West at the special meeting of the Dominion board of the R.M.A. last week. The Saskatchewan board, according to Mr. Raymond, has a very aggressive campaign mapped out for the future to assist their members.

"We are making plans," he said to CANADIAN GROCER, "to establish district organiaztions, each to be looked after by a district secretary familiar with the retail trade, who will be able to assist merchants to better accounting methods and to prevent or at least cut down bad debts. We have already one of these organizations in operation with Assiniboia as the centre. These districts will be about 100 miles square. The district secretary will travel throughout the district, hold meetings, arrange list of delinquent accounts and 'slow pays,' so that members of the organization will benefit by knowing exactly where each consumer in the section stands in regard to payment of his or her account."

"What is the fee charged the merchant for this service?" Mr. Raymond was asked.

"Our Provincial fee is $15 per year, having recently raised from $12. The district fee is $40, but the service is of an intensive character and as it means, to a large extent, the elimination of bad debts, it is easily worth that and more to each merchant who is a member.

**Educative Moving Pictures**

"It is also our intention, if possible, to arrange a series of educative moving picture shows for the benefit of members in each town. For instance, we will endeavor to secure films from manufacturers showing the manufacture of their products from the raw material to the finished article.

"Another service which we are giving our subscribers is a service on retail advertising. At our head office in Saskatoon we have a manager in charge of this work who prepares advertisements for local newspapers, circular letters, posters, bills, etc. We charge, of course, a fee to cover cost of this service. We find many of our members availing themselves of this service, which is proving quite popular throughout the province."

The Western delegation to the special meeting of the Dominion board at Ottawa included, besides Mr. Raymond, J. A. Banfield, president of the Dominion board; Mr. Humphries, of Humphries & Stiles; Mr. Loftus, solicitor for the Manitoba branch; W. P. Ball, vice-president, Saskatchewan Provincial board, Assiniboia, Sask.; G. S. Hougham, Vancouver, Provincial secretary of the British Columbia Association; Mr. McRobie, Vancouver, president of the B. C. Association; Jas. Kellas, of Medicine Hat, Alta., provincial secretary for the Alberta Association, and Mr. Box, president, Manitoba Provincial board, Souris, Man.

## ARE AGAINST BY-LAW

### Veterans Object to Early Closing By-Law to Mayor

A deputation of returned soldiers waited on Mayor Church recently, and asked that steps be taken, if possible, to have the early closing by-law rescinded. They wanted to know whether the City Council, in passing the regulation, acted under any Provincial Act, or simply "off their own bat."

The Mayor stated that the Council had been compelled to pass the by-law, as it had been petitioned for. There was nothing for the deputation to do, if it wished matters changed, but to go before the Legislature and have the Act amended. The deputation will wait on Council at its next meeting, and in the meantime will pay a visit to the Parliament Buildings.

# East and West Oppose Sugar Ruling

J. CUTHBERTSON DOYLE, secretary Nova Scotia and Prince Edward Island Provincial Board, R. M. A., attended the special meeting in Ottawa of the Dominion Board, R. M. A., and was accompanied by J. E. Cahill, of Cahill & Co., grocers, Halifax, and W. L. Share of the Terminal Grocery Co., also of Halifax. Before returning East they made a visit to Toronto and called at the office there of CANADIAN GROCER on Saturday morning last. Mr. Doyle, while in Ottawa, received a telegram from the Glace Bay, N. S., branch of the R. M. A. to the effect that the retailers there were very much opposed to the new ruling of the Board of Commerce, whereby retailers must sell sugar at 16 cents per lb. Mr. Doyle took the matter up with the Board at Ottawa and was informed that the matter would be gone into carefully. The advance in sugar which took place almost at the same time as the new ruling was given out was so great that it does not leave retailer a sufficient margin of profit. The effect of the new ruling, Mr. Cahill and Mr. Share pointed out, was that merchants in one district would have to take a lower margin of profit than in another.

Mr. Doyle believes that there will be a change in the personnel of the Board of Commerce. He thinks one is needed and one that will include men who understand more about actual conditions from the standpoint of producer, consumer, retailer and manufacturer.

F. E. Raymond, secretary of the Saskatchewan branch of the Retail Merchants' Association, stated to CANADIAN GROCER he knew the retailers of Saskatchewan were strongly opposed to the new sugar ruling. "It is a most unbusinesslike ruling," he declared, "because of the disparity of profits between one district and another." If sugar could be laid down at all centres at the same cost then it would be fairer, but he considered the best plan was to allow the merchant a certain percentage over invoice cost, say twenty per cent.

# One Grocer Who Doesn't Fool Himself

## Details of an Eye-Opening System—Knowing the Facts About Expense

By HENRY JOHNSON, Jr.

AN old-time acquaintance of mine writes:

"I am sending you a copy of my record of expenses for the first six months of this year, also a way I have devised of arriving at the value of stock on hand first of each month. Will you give these your consideration and frank criticism and point out where I can make improvements?"

His figures are so illuminating, and they hit the spot so directly, that I am mighty glad to print them in detail. Further, they show up so pointedly and graphically at least two glaring weaknesses that they merit the most careful study by any merchant, big or little.

that too much stock is carried by an average of $3,000.

It is difficult to criticize adversely a management under which a business has run along for years and accumulated money, but my friend wants frank criticism if I am to be useful to him.

Here, then, is a business which runs along at an average of about $115,000 and makes $2,000 net profit a year. That is 1.74 per cent. plus. In itself that is not enough even though it would be justified if conditions were especially adverse, which they do not seem to be, because:

Here we have a rental expense of only 573/1,000 of one per cent., or just over

Depreciation of $312 a year looks very light to me. It may be as little as that. If so, here is another point whereon the business is to be be congratulated. Same applies to taxes—how can he get by with only $200 a year?

Interest charge of 6 per cent. on $19,000 capital looks as if it might be O.K.

Now, therefore, if you save $2,000 on rent, you should have that $2,000 to show at the end of the year.

Again, a man capable of running such a business cannot be hired for $1,800 a year. That salary should be at least $2,400. So here is another $600. It seems, therefore, that to insist on double

| | January | February | March | April | May | June |
|---|---|---|---|---|---|---|
| Stock Inventory | $12,485.13 | $11,544.51 | $10,274.31 | $9,559.02 | $ 9,739.27 | $10,259.53 |
| *Stock Bought | 6,612.13 | 5,909.80 | 6,921.80 | 7,535.08 | 9,979.59 | 9,473.45 |
| Total Stock | $19,087.26 | $17,454.31 | $17,196.11 | $17,094.10 | $19,718.86 | $19,732.98 |
| Sales | 9,104.22 | 8,614.67 | 9,026.68 | 8,695.07 | 11,785.39 | 10,251.40 |
| †Gross Profit | 1,411.15 | 1,315.27 | 1,399.13 | 1,347.73 | 1,826.73 | 1,588.96 |
| C. P. Stock Sold | $ 7,683.07 | $ 7,299.40 | $ 7,627.45 | $7,347.34 | $ 9,958.66 | $ 8,662.44 |
| 15% on Sales | 1,411.15 | 1,215.27 | 1,399.13 | 1,347.73 | 1,826.73 | 1,588.96 |
| Expense | 1,271.63 | 1,215.87 | 1,408.77 | 1,255.22 | 1,327.40 | 1,422.33 |
| Net Profit | $ 139.52 | $ 119.40 | $ —9.64 | $ 92.51 | $ 499.33 | $ 166.63 |
| Total Stock | 19,097.26 | 17,454.31 | 17,196.11 | 17,094.10 | 19,718.66 | 19,732.98 |
| Stock Sold | 7,693.07 | 7,299.40 | 7,627.45 | 7,347.34 | 9,958.66 | 8,662.44 |
| | $11,404.19 | $10,154.91 | $9,568.66 | $9,646.76 | $ 9,760.20 | $11,250.38 |
| Net Profit | 139.52 | 119.40 | —9.64 | 92.51 | 499.33 | 166.63 |
| Expense Ratio | 13.96% | 14.11% | 15.6% | 14.43% | | |

*Stock bought—includes freight and drayage.
†Gross profit—estimated profit based on 15½% on sales.

| | January | February | March | April | May | June |
|---|---|---|---|---|---|---|
| Stock First Next Month | $11,264.67 | $10,274.31 | $9,559.02 | $9,739.27 | $10,259.53 | $11,083.75 |
| Advertising | $ 38.68 | $ 32.92 | $ 42.92 | $ 53.28 | $ 69.24 | $ 63.72 |
| Heat, Water, Power | 28.48 | 25.39 | 22.77 | 21.26 | 18.98 | 13.98 |
| Delivery | 273.47 | 262.33 | 343.75 | 263.78 | 317.39 | 298.01 |
| General | 14.05 | 21.63 | 101.09 | 36.72 | 27.30 | 90.97 |
| Office | 105.06 | 89.25 | 114.64 | 91.83 | 91.14 | 98.75 |
| Rental | 55.00 | 55.00 | 55.00 | 55.00 | 55.00 | 55.00 |
| Salaries | 460.50 | 433.50 | 432.75 | 428.50 | 452.00 | 497.50 |
| Myself, Salary | 150.00 | 150.00 | 150.00 | 150.00 | 150.00 | 150.00 |
| Insurance | 9.64 | 9.64 | 9.64 | 9.64 | 8.64 | 9.64 |
| Depreciation | 26.00 | 26.00 | 26.00 | 26.00 | 26.00 | 26.00 |
| Tax | 15.75 | 15.75 | 15.75 | 15.75 | 15.75 | 24.39 |
| Interest | 94.46 | 94.46 | 94.46 | 84.46 | 94.46 | 94.46 |
| | $ 1,271.63 | $ 1,215.87 | $1,408.77 | $1,255.22 | $ 1,347.40 | $ 1,422.33 |

### Great Value of Plain Facts

Seldom have I seen a set of figures which have indicated so clearly the great value of plain facts and figures. Next in importance to knowing that you are right, comes knowing just how you stand so you can set right those things which are wrong. Here we seem to have clear indices of what may be wrong.

The first weakness lies in the gross margin. That is too narrow by half the net profit at least. Properly, the gross should be fully 2 per cent. more than it is. The figure should be 17½ per cent. as a minimum.

The second considerable weakness is

½ per cent. Yet rental of 2 to 2½ per cent. on sales is justifiable. Here, then, this business saves or enjoys advantage, of $1,640 to $2,210 a year.

### Many Expenses Normal, Many Sub-Normal

Delivery expense runs about 3 per cent. or a trifle over. That is very modest as things are now—4 per cent. would not be excessive.

Wages expense, including the proprietor's salary, is only a little over 6.26 per cent. That is as low as anybody expected it to be fifteen years ago. It might be 8, 9 or even 10 per cent. to-day, and not be deemed excessive.

the net profit is very reasonable, for that would require net earnings of only $4,000 where now they are $2,000. That is, therefore, $600 inside the reasonable limit.

### Correct Estimate for Stock on Hand

In any region not remote from railroads and supply stations, stock on hand should not exceed 80 per cent. of the monthly sales, for that will give twelve turns a year, which is the minimum for which one should aim.

Take 20 per cent. from $115,000 annual sales and you have $92,000. Divide that by 12 to get the monthly quota, and you will get $7,666.66, or, say $7,500.

And it is my opinion that $7,500 will provide all the stock that this man needs in his location of ample railroads and supply bases. His average stock now, basing calculations on the six months shown, is $10,643.63, so here fully $3,000 can be saved. That sum will yield $180 of interest saved the business, plus what it will earn in Victory Bonds at 4¾ per cent., a total of $322.50, better than $25 a month. Besides, $3,000 in such bonds is a much better, more flexible investment than $3,000 in surplus grocery stocks.

If we add the saving in labor, the handling and rehandling, the additional waste, deterioration and spoilage saved by having the bonds in place of stock, we shall see further advantages. Finally, if we consider how much better management we shall manifest by getting on with $7,500 in place of $10,000 stock, we shall be away ahead.

I see no allowance for bad debt losses. Perhaps there are none.

Over twenty-five years ago, in a crisis in my business, a fine, big-hearted Chicago jobber told me to "put up my prices." It seemed not merely suicidal, but utterly impossible. I reasoned that "competition would not allow it." But when the screws were put on a bit tighter by circumstances this jobber had foreseen, I awakened to the fact that I was in danger of going broke—and I put up my prices.

It is not nearly as hard to do as one would think. It is nothing for a man as experienced as my correspondent. To get a total of 1¾ to 2 per cent. average advance, you have only to add 2½ to 5 per cent. on the average to the 55 per cent. of your stock which now is above the dead line of crucial necessities.

If you do that, persistently, consistently, even if gradually; cut your stock down to what is right and buy bonds with the rest, and manager the other points as well as you do now, you will be making $3,000 to $5,000 a year more net money without half trying. I judge from these figures now given, for they show that you know how, that you fear not to face facts, and that you are a prime manager.

# Tea Demands to be Greater than Stock

## Many Factors Contribute to Possibility of Strong Tea Prices Prevailing in 1920. Consumption of Tea Is Heavier Than Ever Before, and Production Suffered During War Years.

IN their annual review of the world tea situation, Brooke Bond & Co., Ltd., London, Eng., speak of the marvellously increased demand and the difficulty in securing supplies to meet demands.

There is still great difficulty in obtaining enough tea to satisfy British demand. This is partly due to freight difficulties and greatly to the congestion at the docks. There are millions of pounds of tea still lying at Calcutta, Chittagong and Colombo, waiting to be shipped, much of which has been there for months. Arrangements have now been made to ship much larger quantities than hitherto. If the docks and warehouses are organized to cope with these increased arrivals, there should be an abundance for all requirements.

The cost of freight, compared with pre-war rates, is enormous. Five years ago tea was brought from Calcutta to London for 27/6 per ton of 50 cubic feet. The present charge is 131/3. From Colombo it is 160/-. What are known as the Conference Lines have recently made an agreement with the Indian growers to take their tea for 15/- a ton over the charge for rough cargo. This seems to be a fairer arrangement than fixing a rate for tea, when everything is in such a state of flux as it is at present.

We cannot get reliable figures with regard to production throughout the world, but according to the most trustworthy reports obtainable the quantity exported from India in 1917-18 was the highest on record, showing an increase of 23 per cent. over that of the previous year and of 35 per cent. over the pre-war average. During the year under consideration, exports of Indian tea were on the whole smaller than during the previous twelve months.

### Quality Disappointing

The quality of the 1918-19 crop was on the whole disappointing, though there were some good autumnal teas from Assam and Darjeeling, those from the latter district being decidedly above the average of recent years.

The exports from Ceylon have fallen steadily during the last four years, not because planters could not produce as much tea as before, but because of the difficulty of obtaining freight and because of the restrictions imposed during the war.

The following are the exports from Ceylon for the last four years: 1915, 212,629,777 lbs.; 1916, 202,482,959 lbs.; 1917, 193,033,962 lbs.; 1918, 180,638,872 lbs.

There was nothing very remarkable in the quality of the Ceylon crop during the year; if anything the average was above the usual, owing, no doubt, to fine plucking in view of the shortage of freight. It is to be noted that exports to the United Kingdom and America are recovering and that more has been sent to Russia, but much less to Australia and "other ports."

### Chinese Trade Suffered

The China export trade suffered greatly during the war, particularly during the last year.

The chief falls are in the amounts sent to America and Russia. Exports to the United Kingdom have somewhat recovered, owing to the removal of the embargo on the import of foreign tea into Great Britain and to the rather easier freight rates. It is always impossible to give exact figures for the amount of tea grown in China, but it is stated on good authority that the crop of black was about 40 per cent. smaller than in the previous season. Of the tea intended for export a great deal remained unsold at the end of the season. The French Government took an unusually large quantity, principally green. The quality of the crop, both black and green, was on the whole below the average.

Exports from Java were smaller in 1918 than in the previous year, especially to Great Britain, Holland and Russia, in the former two instances entirely owing to lack of freight. They increased considerably to the United States. Dutch planters unload their accumulation of stocks on to this market, practically regardless of cost.

Turning to the question of consumption, we find that it is increasing throughout the world at a greater rate than production.

In the United Kingdom it is difficult for wholesalers to satisfy demand. Apparently now that control has ceased, people are determined to make up for having been rationed by buying freely. The purchasing power of the nation has doubtless increased, as although the price of tea is higher than before the war, the amount consumed is much greater.

### U. S. A. Taking More Tea

Increase in consumption is not confined to the United Kingdom or to the English-speaking countries. We find the same almost everywhere, in spite of enhanced prices. In France and Italy, which have never been tea-drinking countries to any extent, there is a marked increase in the amount taken. Germany has also developed a taste for tea, but we have no reliable figures as to consumption in that country. Prices are still high in most European countries.

Canada is taking more tea than formerly. The Dominion believes in Imperial preference. The import duty is 3 cents less on British-grown tea sent from the country of production or purchased in bond in Great Britain than on non-British-grown tea.

Whether owing to prohibition or to the efforts of the Indian Tea Cess Committee or, as is very probable, to both, consumption in the United States shows a considerable increase. A writer on the subject says that afternoon tea is becoming a social institution. In 1918, the imports were 151,000,000 lbs. as against 103,000,000 lbs. in the preceding twelve months and 115,000,000 lbs. in 1909, the year which had hitherto held the record.

# CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

*The Only Weekly Grocer Paper Published in Canada*

JOHN BAYNE MACLEAN - - - - - - - - President
H. T. HUNTER - - - - - - - - Vice-President
H. V. TYRRELL - - - - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1103 Union Trust Bldg.; Telephone 3449. Vancouver—39 Tenth Avenue West.

UNITED STATES—New York, Mrs. E. C. Gibb, Room 1606, St. James Building, 1133 Broadway (corner 26th Street), New York; Telephone 8971 Rector. Chicago—Room 1401, Lytton Bldg., 14 E. Jackson St.; Telephone Harrison 9133. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable address, Atabek, London, England.

SUBSCRIPTION—Canada, $3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4.00 a year. Single copies, 10c., invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

VOL. XXXIV. TORONTO, JAN. 23, 1920 No. 4


## *SUGAR RULING UNFAIR*

GENERAL disapproval of the recent sugar ruling of the Board of Commerce is heard on every side. It is characterized as wholly unbusinesslike, and absolutely unfair to the retail grocery trade. Following immediately the announcement of the Board, came a sharp advance in the wholesale quotation of sugar, leaving the margin of profit at the Board of Commerce fixed figure of 16c per pound almost negligible. Even at the minimum of gross margin that is possible at the Montreal price, this small margin gradually declines as one proceeds westward, as the cost of hauling the sugar increases. The selling price must remain unchanged, irrespective of higher freight rates, etc.

That is the unbusinesslike regulation of the Board of Commerce, and has brought forth strong protests from the Retail Merchants' Association as well as individual retailers, from one end of the Dominion to the other. It is not beyond expectation, following the urgent demands of the Dominion Board of the Retail Merchants' Association in Ottawa last week, that a change in the personnel of the Board of Commerce will be effected. It was pointed out that a representative of producers, manufacturers, retailers, wholesalers and consumers should constitute the Board. The request was apparently given a sympathetic hearing by the Ministers of the Government.

It is predicted that a change in this latest ruling will be made in the near future.

## *SELLING HINTS WORTH KNOWING*

BELOW are six selling hints which constituted part of a course in retail selling methods, which was largely responsible for 35,000 additional sales in six weeks in a large store. They should prove useful to the grocer. Here they are:

1. "Sell to the person who controls the decision when two people are discussing the same purchase.

2. "Introduce goods that belong to a complete line of similar things so more than one article may be sold.

3. "Show two or three articles in rapid succession rather than show one and wait until it is decided upon.

4. "Immediately stop showing other goods when the customer has found something that pleases.

5. "Avoid any semblance of forcing goods, but do everything possible to help the customer in the buying.

6. "Never argue with a customer."

## *DISCOURAGE THE SPENDTHRIFTS*

THOUGHTFUL observers are practically unanimous in the view that one important factor responsible for continually mounting prices is the increasing personal extravagance of people in all classes of society.

Too many Americans are prone to judge values solely by price. Too many consider economy in personal expenditure an evidence of inferiority. In the race to prove their "equality" with others, many are driving themselves past a speed of safe progress. They are not only wrecking their own happiness and contentment, but are also threatening to disorder the whole complicated system of economic adjustments that has been built up through generations of sane, busy, intelligent effort.

There is probably no class of men who are in better position to curb this popular tendency to extravagance than retail merchants. The same direct personal contact with customers, the same merchandising skill that enables the retailer to create a demand for merchandise, can be made equally effective in guiding that demand—if necessary, restricting it—when it takes a dangerous turn.

The laborer whom you encourage to buy twelve dollar shirts, the working man's wife to whom you sell fruits out of season, will blame you when these luxuries are no longer within their reach. The extra profits that such sales bring to-day are a drop in the bucket compared to merchants' loss through the strikes, riots and depression that are the inevitable results of continued extravagance.

In every community there is a splendid opportunity for some merchant who will take the lead in featuring merchandise that gives the customer the greatest useful return in proportion to its cost, and who discourages the purchase of articles that the buyer can't afford.—*Retail Public Ledger.*

# CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

### MARITIME

T. H. Estabrooks, of T. H. Estabrooks Co., St. John, N. B., who has been away for a couple of weeks at the Winnipeg and Toronto branches, has returned to St. John.

### QUEBEC

Martin M. Sichel of Martin M. Sichel Co., Regd., Montreal, was in Toronto this week on business.

Allan P. Blue has severed his connection with the firm of Ames Blue, Regd., Lennoxville, Que., and his place will be taken by Richard H. Millet. Mr. Millet has represented the Sheet Metal Products Co. for years.

### ONTARIO

C. Prueter, Listowel, Ont., recently suffered loss by fire.

D. S. Perrin, wholesale confectioners, Ottawa, recently suffered loss by fire.

Alfred G. Hall, Toronto, has disposed of his grocery business to Albert Holmes.

J. A. Macdonald has sold his grocery business to Notter Bros., also of Toronto.

The flour mills of the Norfolk Milling Co., Simcoe, Ont., were broken into and more than $300 was taken from the safe in the office, which was opened by the intruders. As a rule the mill has been running continuously, but on this occasion it was shut down, as the manager, J. C. Edgeworth, and Mrs. Edgeworth had invited the employees and their wives and sweethearts to their home for dinner, and it was while this was under way that the money was stolen.

M. J. Cauthers, Stayner, Ont., has removed to larger and better premises, and is now installed in the same.

#### Business Changes

Craig Bros., Petrolia, have been succeeded by Wm. Oxenham.

P. J. McFarland, Sr., Shantyville, Ont., has been succeeded by Ed. Byrne of the same town.

J. W. Burns, Windsor, Ont., has sold his business to J. A. Jones.

## MONTREAL BOARD OF TRADE ELECTS NEW OFFICERS

Nominations for the various offices of the Montreal Board of Trade have been conducted for some time past and the elections held early last week resulted as follows:

President—Geo. Sumner, nominated by John Baillie.

Vice-President—Hon. Lorne C. Webster, nominated by Jas. Carruthers.

Second Vice-President—W. M. Birks, nominated by W. A. Black.

Treasurer—Arthur Lyman, nominated by W. A. Coates.

#### For Council

Graham Drinkwater, by D. W. Campbell; Alphonse Racine, by George B. Fraser; Geo. W. Grier, by Philip D. Gordon; W. S. Leslie, by Jas. W. Pyke; John W. Ross, by Jas. Cleghorn; Walter B. Ramsay, by Thos. Williamson; R. E. Calder, by Robert Anderson; Clement H. McFarlane, by Geo. B. Fraser; E. H. Hodgson, by P. W. McLagan; H. B. Henwood, by H. B. Walker; A. M. Irvine, by Wm. I. Gear; H. D. Dwyer, by Joseph Quintal.

#### Board of Arbitration

James Carruthers, by C. B. Esdaile; C. B. Esdaile, by A. P. Stuart; J. R. Binning, by D. W. Campbell; Arthur J. Hodgson, by Geo. Sumner; H. B. Walker, by Lorne C. Webster; Geo. F. Benson, by W. A. Coates; Robt. W. Reford, by Norman Wight; Jas. Cleghorn, by H. W. Raphael, W. A. Black, by Zeph. Hebert; Zeph. Hebert, by D. W. Campbell; John Baillie, by H. R. Drummond; W. A. Coates, by Farquhar Robertson.

## PRODUCE MERCHANTS ELECT OFFICERS

In the election held last week for officers of the Montreal Produce Merchants' Association all those holding office in 1918 chosen to represent the trade were re-elected by acclamation. This was the result of nominations being made with one candidate only for each office. This association is affiliated with the Montreal Board of Trade, and the annual meeting of the Produce Merchants' Association was held on Tuesday, January 13.

The officers of the association, together with the names of executives and various committees, are as follows: President, Arthur Vaillancourt, nominated by the retiring president, E. H. Hodgson; vice-president, A. A. McKergow, nominated by John Wilson; treasurer, Richard Gray, nominated by A. A. McKergow.

Executive, with nominators:—John Wilson, by Richard Gray; Thos. G. Hodge, by A. A. McKergow; P. W. McLagan, by H. R. Gray; C. R. Dalrymple, by A. B. Corre.

Arbitration committee and nominators:—R. E. Graham, by Chas. Dalrymple: A. Limoges, by A. A. McKergow; A. D. McGillis, by W. Champagne; R. M. Ballantyne, by C. M. Thatcher, and George C. Silcock, by N. H. Eden.

## A CORRECTION

In the reference to the golden wedding last week of J. C. Rose, of Rose and Laflamme, Montreal, it referred to Mr. Rose as a wholesale grocer, whereas the firm are manufacturers' agents.

## ONE MILE LIMIT BUTCHER BUSINESS

Judgment in the Court of Appeal in the case of J. B. Allard and Joseph Cloutier establishes jurisprudence in the matter of the application for and the issue of an order of interlocutory injunction.

The matter at issue in the present instance was an interpretation of a clause in a deed of sale between the parties named, wherein it was provided that Allard, the vendor and appellant, should not open a butcher shop "within one mile" of the store he sold to Cloutier. The court was of opinion that the real intention of the parties, however badly that intention may have been expressed in the deed, was that the vendor (appellant) was not to open a butcher shop in competition with respondent within a less distance of the store sold than one mile "in any direction." Appellant contended that he was prohibited from doing business within an area of one square mile, his store being the centre.

## MAPLE PRODUCTS ARE ADULTERATED

### Compound Maple Products Seized at Ottawa

OTTAWA.—The Department of Health makes the following announcement: Sixty-two boxes of so-called maple sugar and a large quantity of maple butter have been seized at a wholesale house in Ottawa by the food inspectors of the Department of Health, under authority of the Adulteration Act.

It has been found at the department's food and drug laboratories that the material, which was to be sold as maple sugar, contained glucose and refined sugar, and therefore was adulterated. Acting under Section 29 of the act, the material has been seized and forfeited to the Crown. The adulterated character of the maple butter was also proved, and it was seized and similarly dealt with. In this connection the department desires to emphasize that the act will be rigidly enforced throughout the country, and all goods fraudulently labelled or found to be adulterated within the meaning of the act will be similarly dealt with. The department food inspectors throughout the country have been cautioned to be especially vigilant in reporting cases of the kind, which will be followed up and dealt with to the full extent of the law.

With regard to the foregoing, it might be explained that all food sold under the word "Maple" must be in accordance with the Adulteration Act the pure product of the maple tree, and while foods such as maple butter and maple sugar may be perfectly wholesome and palatable, they must not be fraudulently labelled and sold as a maple product.

# NEWS FROM WESTERN CANADA

**Western**

Sam Dong, Crystal City, Man., has disposed of his business to Messrs. Brice and Jones.

J. Robson, 1773 Portage Avenue, St. James, Man., has sold his store to the Parkview Bakery Co.

E. Standen, 253 King Edward Street, St. James, Man., has sold his provision store to F. Treynor.

T. J. Jackson, who recently operated a grocery and provision store in Elmwood, Man., has opened a new store on Ferry Road, St. James, Man.

Frankel Bros., operating a grocery and provision busines on the corner of Ellice and Burnell streets, Winnipeg, have gone out of business.

W. White has recently taken over the grocery and provision business known as St. John's Grocery, situated at 1083 Main Street, Winnipeg, Man.

J. Ostrinsky has sold his interests in the St. Matthew's Grocery, situated on the corner of St. Matthews Avenue and Burnell Street, Winnipeg, to P. Singer.

Grey & Forest have built and are operating a new grocery and provision store (with news agency attached) on the corner of Notre Dame and Arlington Streets, Winnipeg.

J. Johannason, who until recently was in the business with R. Seymour, Sargent Avenue, Winnipeg, has opened a new store at 646 Sargent Avenue, Winnipeg, Man.

J. A. Bunch, Earl Grey, Sask., recently purchased the grocery and confectionery business formerly carried on by Mrs. Higgs. He is stocking a full line of groceries and fresh fruits.

M. Iannone, who a few weeks ago sold his business on the corner of Portage and Arlington Strets, Winnipeg, has bought the business block on the corner of Sherbrooke Street and William Avenue. Mr. Iannone intends in the Spring to make extensive alterations and continue business as usual.

The many friends of George Creighton, northern representative for the Codville Co., Ltd., wholesale grocery company of Moose Jaw, will be glad to hear that he is improving very rapidly after his operation for appendicitis at the Winnipeg General Hospital. CANADIAN GROCER wishes him a rapid recovery.

Beginning with the present year a change has been effected in the mangement of Fread's chocolates, Ltd. W. H. Fread, the founder of the business, has withdrawn from the company, and H. H. Crawford, M.P.P. for Strathcona, has taken his place. The firm name is unchanged.

Mr. Harry Hall, from San Francisco, spent three days in Vancouver this week with Fred Gosse, the Vancouver manager of Harry Hall & Co., Inc. The salmon business has been very satisfactory this year, and the canned and dried fruit business, of course, has been phenomenal. The Harry Hall Company acquired the plants of Castle Bros. in California, and have a very big Canadian connection. Mr. Hall stated that a big export demand for California fruit is expected this year.

## OBJECT TO AMENDMENT OF EARLY CLOSING BY-LAW

In conversation with the office of the local branch of the Retail Merchants' Association of Canada, the question of early closing came up and the representative of CANADIAN GROCER secured the following information: In the fall of 1918 the Winnipeg branch of the Retail Merchants' Association made an amendment to the early closing by-law of Winnipeg, whereby the lines were more clearly defined as to what might be kept in stock in stores which wished to remain open with the idea of having a system of inspection in place of the spotting system which had previously been used. In the fall seventy cases in all came up for prosecution. Of these some fifteen paid the fines. The remaining number, through their solicitor, R. B. Bomar, K.C., lodged an appeal in April. As the cases had been remanded from week to week, this appeal was not heard by the Court of Appeal owing to the strike in Winnipeg. The vacation period of the judges and other cases preceded it. The case is being heard this week following the Russell appeal.

Considerable interest is attached to this appeal, particularly by the grocery trade. Grocers have objected to confectionery stores, fruit dealers, etc., having in stock competing lines of groceries with frequent sales of same after closing hours of grocery stores. Under the amendment, a dealer who desires to remain open would be obliged to limit his stock to the lines that may be sold after hours.

The following delegates of the Manitoba branch of Retail Merchants' Association of Canada are representing the association in Ottawa this week: A. T. Box, president of Manitoba board, of Pearson, Man., and W. E. Humphries, of Stiles & Humphries, clothing merchants, at Winnipeg. These men were accompanied by J. A. Banfield, president of the Dominion board, and Edward Loftus, K.C., solicitor for the Manitoba board, who is also taking up matters in connection with the Board of Commerce.

## WESTERN FRUIT JOBBERS WILL CONVENE

The Western Canada Fruit Jobbers' Association will hold their first annual convention January 24 to 28, in Vancouver. Many problems which are of peculiar interest to the trade will be discussed by the fruit men, who will gather at the Vancouver Hotel.

Saturday, January 24, will be the opening day of the convention, but little business will be then discussed, it having been set aside as a day for the visitors to become acquainted with one another. A number of social arrangements have been made to make the "get together" day a success.

## W. F. MALKIN & CO. CELEBRATES 25TH ANNIVERSARY OF THE INAUGURATION OF THE WHOLESALE GROCERY

VANCOUVER. — Commemorating the twenty-fifth anniversary of the inauguration of the wholesale grocery firm of W. H. Malkin & Co., members of the staff to the number of about 125 attended a banquet in the Blue Room of the Hotel Vancouver recently as the guests of the firm. W. H. Malkin reviewed the start of the business, the working staff of which, in addition to himself, included J. P. D. Malkin, the present general manager, and two assistants. The affair took the nature of a cabaret, songs and dancing holding the centre of attraction as the meal progressed.

J. P. D. Malkin made the feature announcement of the evening when he said the firm would insure the lives of all employees who had been with the firm for a period of six months or more, this statement being greeted with rounds of applause. The insurance ranges from $500 in the case of junior employees of six months' standing to $3,000 in the case of those who have been with the firm for fifteen years. J. F. Malkin, Sales Manager H. W. Taylor and W. Ralph also spoke briefly.

## SECURED NEW YORK ACCOUNT

Nicholson & Rankin, Winnipeg, have secured the account of Birdsong Bros. of New York, from the Great Lakes to the Rockies. Their lines comprise canned goods, shelled and unshelled nuts, Mediterranean dried fruits, etc.

## New Goods

Canadian Milk Products, Ltd., Toronto, have brought out a new sized tin of Klim. It contains 8 oz. net. In bringing out this new size the company point out that milk values have risen so much that it is necessary now to sell the one-lb. tin of Klim for over 50c. This meant that anyone desiring to try Klim for the first time was not induced to do so on account of the first cost. The new size, it is believed, will overcome this difficulty.

# Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

### IMPORTERS OF JAPANESE BEANS

Will you kindly let me know names of some of the reliable wholesale importers in Canada who would be interested in importing peas, beans, chilis, isinglass and vegetable-wax from Japan?—F.

Answer.—Robert Crooks & Co., Montreal; Joseph Ward & Co., Montreal; Grace & Co., Montreal; Export Association of Canada, St. James St., Montreal Lind Brokerage Co,. Toronto; W. H. Millman & Sons, Toronto; S. H. P. Mackenzie & Co., Toronto; S. Tamusa, Vancouver, B.C.; Fugita & Co., Ltd., Vancouver, B.C.; Dodwell & Co., Vancouver, B.C.; R. G. Bedlington & Co., Ltd., Vancouver; Oppenheimer Bros., Ltd., Vancouver, B.C.; Levesons, Limited, Vancouver, B.C.; Vancouver Grain & Milling Co., Vancouver.

### REFRIGERATOR MANUFACTURERS

Will you please give us list of refrigerator manufacturers in Canada; also furniture manufacturers.—Lister & Embleton, McAdam Junction, N.B.

Answer.—W. A. Freeman Co., Ltd., Hamilton, Ont.; John Hillock & Co., George St., Toronto; Eureka Refrigerator Co., Owen Sound, Ont.; Canadian Linde Mfg. Co., Montreal. Furniture manufacturers: Hespeler Furniture Co., Hespeler, Ont.; Geo. McLagan, Stratford, Ont.; Knechtel Furniture Co., Hanover, Ont.; Owen Sound Furniture Co., Owen Sound, Ont.; Canada Furniture Co., Woodstock, Ont.; Gold Medal Furniture Co., Toronto.

### MACHINES FOR POPPING CORN

Would you kindly give me the following information if possible? Brokers who sell popping corn and names of manufacturers of machines for popping corn, also recipe for making horse radish, and where to procure the root for manufacturing it.—Mr. R. H. Patchett, 1480 Yonge St., Apt. 19, Toronto, Ont.

Answer.—Corn for popping may be purchased from H. P. Eckardt & Co., Church and Esplanade, Toronto, Ont.; Maple Crispette Co., Montreal, Que.; Wm. Rennie Seed Co., Toronto, Ont.; Steele Briggs Co., Toronto, Ont.

Machines for popping corn are manufactured by Fletcher Mfg. Co., Hayter St., Toronto, Ont.; Kingery Mfg. Co., 420 N. E. Pearl St., Cincinnati, Ohio

Recipe for making horse radish: The radish is grated, covered with vinegar and hermetically sealed in bottles Should be kept in dark, cool place.

We would also refer you to the Royal Canadian Horse Radish Co., Toronto, and the Wm. Davies' Co., Toronto. These firms both handle horse radish.

The root is grown in the country and can generally be purchased from the farmers, but we understand that the crop this year is a failure. A small want ad. in the "Wanted" page of CANADIAN GROCER might bring you a few results in this direction. Rate is 2c per word for first insertion, 1c per word each subsequent insertion.

### FOR A STORE ON THE CORNER

Kindly give the following information: We want to build on a corner lot some kind of a good fire-proof building, 32 x 120 for store use. Would cement, tile or brick building be the most suitable? Also whether door in the corner or on side facing the street north is the best.—Krecsy Bros., Kipling, Sask.

We submitted your enquiry to a contractor and his advice is for a store, brick construction is perhaps the most suitable. Reinforced concrete is the best fire-proof building, but it is more suitable to a factory warehouse or office purpose.

Our opinion is that it would be better to have your door in the centre and save the corner for window display purposes. The corner space can be better adapted to showing goods in your window and usually enables you to have a better layout for the interior of the store.

### GROCER PUBLICATIONS

Kindly let me have addresses of similar publications to CANADIAN GROCER in Buffalo, Cleveland, Detroit and Chicago. Thanking you in anticipation.—W. W. Christopherson, care Y.M.C.A., Orillia, Ont.

Answer.—The following are names and addresses of some grocery trade journals in the United States: Modern Grocer, Chicago, Ill.; New England Grocer, Boston, Mass.; Interstate Grocer, St. Louis, Mo.; Retail Journal, Chicago, Ill.; American Grocer, 90 West Broadway, New York.

The American grocery journals are not country-wide, but serve only a limited section adjoining place of issue.

### WICKER CHAIR MAKERS

Please give names and addresses of manufacturers of wicker chairs.—Mr. G. H. Thompson, Box 65, Oil Springs, Ont.

Answer.—Moody's Willow Furniture & Basket Mfrs., 899 Yonge St., Toronto, Ont.; Gendron Mfg. Co., Ltd., Toronto, Ont.; Stratford Mfg Co., Ltd., Stratford, Ont.; H. & F. Giddings & Co., Granby, Que.; Imperial Rattan Co., Ltd., Stratford, Ont.; Roxton Mill and Chain Mfg. Co., Waterloo, Que.

### GROCERS' JOURNALS IN U.S.A.

Could you give me address of any good Grocery Journal published in United States? Mr. M. C. Schlueter, Preston, Ont.

Answer.—We are glad to refer you to the following:

Modern Grocer, Chicago, Ill.
New England Grocer, Boston, Mass.
Interstate Grocer, St. Louis, Mo.
Retail Journal, Chicago, Ill.
American Grocer, 90 West Broadway, New York.

The American grocery journals are not country-wide, but serve only a limited section adjoining place of issue.

### RICE MANUFACTURERS OF VANCOUVER

Will you kindly be good enough to give us the names and addresses of all the rice manufacturers of Vancouver, also the manufacturers of Caroline rice, U.S.A.?—Segal Bros., 570 St. Lawrence Blvd., Montreal, Que.

Answer.—H. Hori, Mgr., Asahai Rice Mills, 821 Powell Sa.; B. C. Rice Mills, 557 Carrall St.; Mr. Mason, Mgr. Imperial Grain & Milling Co., Ltd., 343 Railway St.; H. Kozai, 768 5th West; Sakai Tsurumosuke, 474 Alexander St.; Martin & Robertson, Ltd., 329 Railway St. Then there is the Mount Royal Milling Co., Montreal, in Victoria, but you will have their address.

Our representive in Vancouver will forward names of Caroline rice millers as soon as possible.

### CORK AND SPONGE

Can you give me the names of firms or firm making corks with wire attached daubers, (similar to those used with liquid boot polish)?—S. LeVack, 822 Princess Ave., Victoria, B.C.

Answer.—We find from Nonsuch Mfg. Co., Yonge St. Arcade, Toronto, that firms using these have to put them together themselves and obtain the wire from the Scale Co. of Canada, Bank of Hamilton Bldg., Toronto, Ont.

Sponges from American Sponge and Chamois Co., Inc., 48 Ansco Bldg, 47 Ann Street, New York.

Corks, Bogart & Hopper, 67 Barclay St., New York, N.Y.

### AGENCY FOR JAMS

Can you inform me where I should apply to get the agency for Buchanan or Robertson's jams?—P. F. Suffredine, 720 Avenue J. S., Saskatoon, Sask.

Answer.—You would have to apply direct for Buchanan and Robertson's jams. Robertson's are in Paisley, Scotland. Buchanan's are in Scotland too, but we cannot find out exact address.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

## INFORMATION WANTED

Date.....191..

Please give me information on the following: .....Name .....

Address .....

.....

.....

.....

# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

MARKET conditions in grocery commodities are very strong throughout Canada. All indications point to a maintenance of very strong levels for some time to come. Sugar is holding at the recent advance and dried fruits are strong. Raisins are at the highest figures on record and many dealers say that the peak has not been reached. The situation in rices is also very firm and supplies are reported light.

**MONTREAL**—Sugar is steadily holding at recently advanced prices and the market is very strong and firm. Canned goods are very active and prices steadily hold. The raisin market has developed into an alarming condition. The markets are at present very bare and it is stated that all available supplies can be sold for almost any price asked. Currants are being rapidly bought up and it is expected that prices will shortly advance in consequence. Dates have taken another jump in the European markets. Figs are selling at a very low price in comparison with other dried fruit and buyers are advised to supplement their stock in anticipation of the increased consumption that is expected. Nuts remain very firm and a brisk business is reported. Good quality beans demand high prices and while there is still a quantity of Canadian beans on the market the quality is not good, and the trade is done chiefly in foreign varieties that are higher priced. Rice is very firm with upward tendencies. Markets are reported to be very bare with little possibility of any improvement before next month. Tendencies are decidedly upward. Molasses has advanced five cents per gallon and syrups are holding firm. In one quarter another advance has been quoted on cane syrup, but no general advances have been made. The tea market remains much the same with all indications pointing to an extra strong situation. There is an active demand for all grades of coffee and the market remains very firm. Cocoa is firm with upward tendencies. Spices are strong and advances are to be expected. Porridge wheat has advanced as a consequence of the recent advances in wheat and an upward tendency is being manifested in package oats. Feeds are selling well on an unchanged price basis. Potatoes are ruling very firm at new prices and supplies are stated to be very short. Artichokes are nearly exhausted. Those remaining are advanced to $2.50 per bag. A brisk business is reported in all lines of fruit and quotations remain steady and unchanged. Hay and grain remain very firm and supplies are reported to be quite inadequate for local demands.

**TORONTO**—A number of grocery lines have made sharp advances this week. The real feature probably is raisins. Stocks of raisins are reported almost depleted and prices have again advanced. Seedless raisins in the 15-ounce packages are quoted at 25½ to 29 cents. Seeded raisins at 22½ to 26 cents, while one wholesaler is selling Thompson's seedless in bulk at 27 cents. New shipments of raisins are expected to arrive, but the prices will be very high. The sugar market remains firm and supplies are coming along in such quantities to meet all demands. One refinery still remains closed. Fard dates are selling at 38 cents a pound and the shipment to arrive will be in the neighborhood of 45 cents a pound. An active demand for prunes is reported and prices remain unchanged. Rices are very firm and stocks are getting low. Some lines are cleared up. Siam rice is quoted this week at 15 cents and Japans at 17 cents. New crop rices which are expected to arrive shortly, will be considerably higher. Two lines of cocoa have advanced, also one brand of baking powder. Potatoes have again advanced to new high levels and wholesalers are quoting them at $4.25 to $4.50 per bag. Carrots are getting very scarce and are selling at $2.25 per bag.

The produce and provision market is very firm. Live hogs are quoted on the fed and watered basis at $17.75. Lard is selling at 2½ cents a pound higher and shortening a cent a pound up. Fresh eggs are quoted at 85 cents a dozen and storage at 60 cents a dozen. American eggs are arriving on this market. Fresh creamery butter shows little change. Cheese is holding firm at steady prices. Margarine is in active demand, at steady figures.

**WINNIPEG**—All commodities on this market are strong, with strong tendencies to advance. The trend seems to be altogether in the upward direction and new prices have already been named on some lines. Raisins still are very scarce and prices are mounting. Teas and coffees are very firm and the market for rice is showing higher tendencies, with supplies small.

# QUEBEC MARKETS

MONTREAL, Jan. 23—The Montreal markets are extremely active at a season when slackness is expected and general satisfaction is expressed by the trade. There is an upward tendency manifest in almost all lines and the general firmness of the market, with an increased demand, makes for even higher prices. Supplies are better in most cases, but the tea and rice markets are very bare.

## *Ice Cream Cones Are Advanced*

**Montreal.**

CONES.—Owing to the continued increase in the price of all raw materials which go into the manufacture of ice cream cones, such as sugar, packing cases, flour, and the additional cost of labor, ice cream cones are advanced 5 cents per box.

## *Canned Oysters Are Lower*

**Montreal.**

OYSTERS.—Canned oysters have declined from $4.75 to $4.25 per dozen for 10-oz. tins, and the 5-oz. are selling at $2.45 per dozen.

## *Condensed Milk Advances; Evaporated Unchanged*

**Montreal.**

CONDENSED MILK.—Owing to the rise in sugar, condensed milk has advanced considerably. Eagle brand is now quoted at $10.25 per case and Reindeer at $9.80 per case of 48 cans. No change has been made in evaporated milk.

## *Clothes Pins, Dressing, Jams All Advance*

**Montreal.**

CLOTHES PINS. — Spring clothes pins are again available and are selling at $1.15 per box of two gross.

DRESSING.—Royal Salad Dressing has advanced. Lunch size are quoted at $2.10 per dozen; half pints at $4, and pints at $7.20.

JAMS.—Compound jams manufactured in Montreal have advanced 10 per cent., this being due, naturally, to the recent advance in the price of sugar.

## *Chocolate and Cocoa Advance*

**Montreal.**

CHOCOLATE.—Owing to the recent advance in the price of sugar, changes are effective on chocolates, and Baker's Premium Chocolate has advanced to 51 cents per pound.

COCOA.—Cocoas, both Baker's and Fry's have advanced two cents over former prices and are now selling at 51 cents per pound for the former and 52 cents for Fry's.

## *Lard, Nuts, Maple Butter, Powdered Milk Advance*

**Montreal.**

LARD.—Pine lard has advanced 1 cent and is now selling at $6.35 per 20 pounds.

MAPLE BUTTER. — Many changes have been made in Lion grade of maple butter, 1 pound tins have advanced to $3.50 per dozen, 5 pound tins to $1.10 per tin, and pails (30 pounds), to 20 cents per pound.

POWDERED MILK.—Stiff advances are made this week in one grade of powdered milk; 16-ounce tins are quoted at the advanced price of $11.65 per case of 2 dozen, and 10-pound tins are advanced from $20.25 to $25.25 per case of six tins.

## *Cocoanut, Playing Cards, Icing Powders Advance*

**Montreal.**

COCOANUT.—Schepp's cocoanut in 1 pound packages has recently advanced 2 cents and is now selling at 50 cents per pound.

PLAYING CARDS.—There has been a general advance of 5 per cent. on playing cards.

ICING POWDERS.—Pure Gold icing powders have been advanced 10 cents and are now quoted at $1.55 per dozen.

## *Sugar Holding at Advanced Prices*

**Montreal.**

SUGAR.—Sugar is steadily holding at advanced prices. Several refineries are now operating and supplies are, in consequence, greatly improved. Offerings are, nevertheless, quickly absorbed and in some quarters a shortage is being felt. As CANADIAN GROCER has repeatedly remarked, the market for Cuban raw sugars is very strong, and, owing to the labor troubles in Cuba making shipments more or less uncertain, the market is getting even stronger.

| | |
|---|---|
| Atlantic Sugar Company, extra granulated sugar, 100 lbs. | 14 50 |
| Acadia Sugar Refinery, extra granulated. | 14 50 |
| Canada Sugar Refinery | 14 50 |
| Dominion Sugar Co., Ltd., crystal granulated | 14 50 |
| St. Lawrence Sugar Refineries | 14 50 |
| Icing, barrels | 14 70 |
| Icing, 25-lb. boxes | 15 10 |
| Icing, 50-lb. boxes | 14 90 |
| Do. (50 1-lb. boxes) | 16 20 |
| Yellow, No. 1 | 14 10 |
| Do., No. 2 (Golden) | 14 00 |
| Do., No. 3 | 13 90 |
| Do., No. 4 | 13 70 |
| Powdered, barrels | 14 60 |
| Do., 50s | 14 80 |
| Do., 25s | 15 00 |
| Cubes and Dice (asst. tea), 100-lb. boxes. | 15 10 |
| Do., 50-lb. boxes | 15 20 |
| Do., 25-lb. boxes | 15 40 |
| Do., 2-lb. package | 16 50 |
| Paris lumps, barrels | 15 10 |
| Do., 100 lbs. | 15 20 |
| Do., 50-lb. boxes | 15 30 |
| Do., 25-lb. boxes | 15 50 |
| Do., cartons, 2 lbs. | 16 50 |
| Do., cartons, 5 lbs. | 17 00 |
| Crystal diamonds, barrels | 15 10 |
| Do., 100-lb. boxes | 15 20 |
| Do., 50-lb. boxes | 15 30 |
| Do., 25-lb. boxes | 15 50 |
| Do., cases, 20 cartons | 16 25 |

## *Canned Goods Very Active*

**Montreal.**

CANNED GOODS. — There are no changes in quotations on canned goods. Prices are steady and strong while supplies are reported to be only fair. Trade in all canned goods is stated to be exceedingly active and the market stands firm. Offerings of Red Spring salmon (½ pound flats), have reached this market and are selling at $2.35 per dozen.

| CANNED VEGETABLES | | |
|---|---|---|
| Asparagus (Amer.), mammoth green tips | 4 50 | 4 85 |
| Asparagus, imported (2½s) | 5 50 | 5 55 |
| Beans, Golden Wax | 1 75 | 1 85 |
| Beans, Refugee | 1 70 | 1 75 |
| Beets, new, sliced, 2-lb. | 1 00 | 1 35 |
| Corn (2s) | 1 62½ | 1 65 |
| Carrots (sliced), 2s | 1 45 | 1 75 |
| Corn (on cob), gallons | 7 00 | 7 50 |
| Spinach, 3s | 2 85 | 2 90 |
| Squash, 2½-lb., doz. | .... | 1 50 |
| Succotash, 2 lb., doz. | .... | 1 80 |
| Do., Can. (2s) | .... | 1 80 |
| Do., California, 2s | 3 15 | 3 50 |
| Do. (wine gals.) | 8 00 | 10 00 |
| Sauerkraut, 2½ lb. tins | .... | 1 60 |
| Tomatoes, 1s | 1 45 | 1 50 |
| Do., 2s | .... | 1 50 |
| Do., 2½s | 1 80 | 1 85 |
| Do., 3s | 1 90 | 2 15 |
| Do., gallons | 6 50 | 7 00 |
| Pumpkins, 2½s (doz.) | 1 50 | 1 55 |
| Do., gallons (doz.) | .... | 4 00 |
| Peas, standards | 1 85 | 1 90 |
| Do., Early June | 1 92½ | 2 05 |
| Do., extra fine, 2s | .... | 3 00 |
| Do., Sweet Wrinkle | .... | 2 00 |
| Do., fancy, 20 oz. | .... | 1 57½ |
| Do., 2-lb. tins | .... | 2 75 |
| Peas, Imported— | | |
| Fine, case of 100, case | .... | 27 50 |
| Ex. Fine | .... | 30 00 |
| No. 1 | .... | 23 00 |
| Apricots, 2½-lb. tins | 6 25 | 6 50 |
| Apples, 2½s, doz. | 1 40 | 1 65 |
| Do., new pack, doz. | .... | 2 20 |
| Do., 3s, doz. | 1 80 | 1 96 |
| Do., new pack | .... | 6 75 |
| Do., gallons, doz. | 5 25 | 5 75 |
| Blueberries, ½s, doz. | 0 95 | 1 00 |
| Do., 2s | 2 40 | 2 45 |
| Do., 1-lb. talls, doz. | 1 85 | 1 90 |
| Currants, black, 2s, doz. | 4 00 | 4 05 |
| Do., gallons, doz. | .... | 16 00 |
| Cherries, red, pitted, heavy syrup, No. 2½ | 4 80 | 5 15 |
| No. 2 | .... | 20 00 |
| CANNED FRUITS | | |
| doz. | 4 75 | 4 80 |
| Do., white, pitted | 4 50 | 4 75 |
| Gooseberries, 2s, heavy syrup, doz. | .... | 2 75 |
| Peaches, heavy syrup— | | |
| No. 2 | 3 65 | 4 00 |
| Do., gallon, "Pie," doz. | .... | 9 50 |
| Do., gallon, table | .... | 10 00 |
| Pears, 2s | 4 25 | 4 50 |
| Do., 2½s | .... | 5 25 |
| Do., 2s (light syrup) | .... | 1 90 |
| Pineapples (grated and sliced), 1-lb. flat, doz. | .... | 1 90 |
| Do., 2-lb. talls, doz. | .... | 2 30 |
| Do., 2½s | 4 00 | 4 50 |
| Plums, Lombard | 2 00 | 2 20 |
| Do., in heavy syrup | 2 40 | 2 45 |
| Do., in light syrup | .... | 2 45 |
| Gages, green, 2s | 2 40 | 2 45 |
| Raspberries, 2s, black or red, heavy syrup | 4 50 | 4 60 |
| Strawberry, 2s, heavy syrup | 4 50 | 4 65 |
| Rhubarb, 2-lb. tins | .... | 2 25 |
| CANNED FISH, MEATS, ETC. | | |
| Salmon— | | |
| Chums, 1-lb. talls | .... | 2 30 |
| Do., ½s, flat | .... | 1 20 |
| Sockeye, 48, 1s, doz. | .... | 4 75 |
| Do., 96, ½s, doz. | .... | 2 50 |
| Red Springs, 1-lb. tall | 4 10 | 4 30 |
| Do., ½ lb. | .... | 2 00 |
| Cohoes, 1-lb. tall | .... | 3 65 |
| Do., ½-lb. flat | .... | 1 90 |
| Pinks, 1 lb. | .... | 2 60 |
| Do., ½ lb. | .... | 1 80 |
| White Springs, 1s | .... | 2 00 |
| Chums, 1 lb., talls | .... | 2 00 |
| Do., ½s, flat | .... | 1 10 |
| Gaspe, Niobe Brand (case of 4 doz.), per doz. | .... | 2 25 |
| Labrador, 1-lb. flat | .... | 3 80 |
| Alaska, red, 1-lb. tall | 4 25 | 4 60 |
| Herrings, imported, tomato sauce | .... | 3 25 |
| Do., kippered | 2 85 | 2 90 |
| Do., tomato sauce, ½s | .... | 1 85 |
| Do., kipp., Canadian, 48, 1s | .... | 1 50 |

| | | |
|---|---|---|
| Do., plain, case of 4 doz. | .... | 6 75 |
| Do., ½s | .... | 1 65 |
| Haddies (lunch), ½-lb. | .... | 1 00 |
| Haddies, chicken (4 doz. to case), doz. | 2 25 | 2 35 |
| Canadian sardines, case | 6 25 | 6 75 |
| Whale Steak, 1-lb. flat | .... | 2 00 |
| Pilchards, 1-lb. talls | 1 90 | 2 00 |
| Norwegian sardines, per case of 100 (¼s) | 24 00 | 25 00 |
| Oysters (canned), 5 oz., doz. | .... | 2 60 |
| Do., 10 oz., doz. | .... | 4 20 |
| Lobsters, ¼-lb., doz. | .... | 3 40 |
| Do., ½-lb. tins, doz. | 5 50 | 6 00 |
| Do., 1-lb. talls | .... | 12 00 |
| Do., ¾-lb., doz. | .... | 6 00 |
| Do., 1-lb. flats | .... | 12 00 |
| Lobster pas , ½-lb. tins | .... | 2 40 |
| Sardines (Amer. Norweg'n style) | .... | 14 50 |
| Do., Canadian brands (as to quality), case | 6 25 | 17 50 |
| Do., French | 32 00 | 34 00 |
| Do., (gen. Norwegian) | 21 00 | 22 25 |
| Do., Portuguese, case | .... | 24 00 |
| Scallops, 1-lb., doz. | .... | 3 25 |
| Do., Eastern trade | .... | 2 65 |
| Do., Winnipeg and Western | .... | 2 85 |
| Scotch Snack, No. 2, doz. | .... | 4 50 |
| Shrimps, No. 1 | 2 40 | 2 80 |
| Do., 1½s | .... | 4 50 |
| Crabs, No. 1 (case 4 doz.) | .... | 6 75 |
| Crab meat (Japanese), doz. | .... | 6 50 |
| Clams (river), 1 lb., doz. | .... | 1 90 |
| Scotch Snack, No. 1, doz., Montreal | .... | 2 85 |
| Meats, English potted, doz. | .... | 2 00 |

## *Raisins Tending Steadily Upward*

**Montreal.**

DRIED FRUITS.—"The raisin market has developed into a runaway market." In these words a large importer sized up the present situation. There are practically no raisins on the market, and those available can be sold for almost any price asked. It is stated that this shortage has been brought about to a large extent by the increasing manufacture of home-made wines. In consequence of this shortage currants are being bought up rapidly, and a jump in prices may be naturally expected. Dates have taken a jump again in the European markets and it is suggested that dealers hold them until the threatened advances have been brought about. As a result of the low price at which figs are selling in comparison with other dried fruits many are of the opinion that there will be a tremendous increased consumption, and buyers are advised to supplement their stock. The dried fruit market is decidedly firm, and prices, it is stated, are sure to advance.

| | | |
|---|---|---|
| Apricots, fancy | .... | 0 40 |
| Do., choice | .... | 0 34 |
| Do., slabs | .... | 0 30 |
| Apples (evaporated) | 0 23½ | 0 24 |
| Peaches, (fancy) | 0 28 | 0 30 |
| Do., choice, lb. | .... | 0 28 |
| Pears, choice | 0 30 | 0 35 |
| Drained Peels— | | |
| Choice | .... | 0 26 |
| Ex. fancy | .... | 0 30 |
| Lemon | .... | 0 45 |
| Orange | .... | 0 46 |
| Citron | .... | 0 68 |
| Peels (cut mixed), doz. | .... | 3 25 |
| Raisins — | | |
| Bulk, 25-lb. boxes, lb. | 0 18 | 0 23 |
| Muscatels, 2 Crown | .... | 0 23 |
| Do., 1 Crown | .... | 0 25 |
| Do., 3 Crown | .... | 0 24 |
| Do., 4 Crown | 0 19½ | 0 20 |
| Cal. seedless, cartons, 16 oz. | .... | 0 23 |
| Cal. seedless, cartons, 16 oz. | 0 22 | 0 23 |
| Fancy seeded | .... | 0 17 |
| 15 oz. | 0 21 | 0 22 |
| Currants, loose | 0 22 | 0 26 |
| Do., Greek, 15 oz. | .... | 0 25 |
| Dates, Excelsior (36-10s), pkg. | .... | 0 15½ |
| Fard, 12-lb. boxes | .... | 3 25 |
| Packages only | 0 19 | 0 20 |
| Do., Dromedary (36-10 oz.) | .... | 0 19 |
| Packages only, Excelsior | .... | 0 20 |
| Figs (layer), 10-lb. boxes, 2s, lb. | .... | 0 40 |
| Do., 2¼s, lb. | .... | 0 45 |
| Do., 2½s, lb. | .... | 0 48 |
| Do., 2¾s, lb. | .... | 0 50 |
| Figs, white (70 4-oz. boxes) | .... | 5 40 |
| Figs, Spanish (cooking), 28-lb. boxes, each | .... | 0 14 |
| Figs, Turkish, 3 crown, lb. | .... | 0 44 |
| Do., 5 Crown, lb. | .... | 0 46 |
| Do., 7 Crown, lb. | .... | 0 52 |
| Figgs, mats | .... | 4 75 |
| Do., 28 8-oz. boxes) | .... | 3 50 |
| Do. (12 10-oz. boxes) | .... | 2 20 |
| Prunes (25-lb. boxes)— | | |
| 20-30s | .... | 0 32 |
| 30-40s | .... | 0 30 |
| 40-50s | .... | 0 27 |
| 50-60s | .... | 0 23 |
| 60-70s | .... | 0 22 |
| 70-80s (25-lb. box) | .... | 0 20 |
| 80-90s | .... | 0 19 |
| 90-100s | .... | 0 17½ |
| 100-120s | 0 16 | 0 17 |

## *Brazil Nuts Strong; Almonds Remain Firm*

**Montreal.**

NUTS.—A brisk business is reported in nuts, and supplies are much improved. The market is very firm and advances are stated to be almost inevitable. Almonds are specially firm and are good sellers. Extra large brazils are very strong and have advanced in one quarter.

| | | |
|---|---|---|
| Almonds, Tarragona, per lb. | 0 35 | 0 36 |
| Do., shelled | .... | 0 60 |
| Do., Jordan | .... | 0 75 |
| Brazil nuts (new) | .... | 0 26 |
| Chestnuts (Canadian) | .... | 0 27 |
| Filberts (Sicily), per lb. | 0 28 | 0 29 |
| Do., Barcelona | 0 25 | 0 26 |
| Hickory nuts (large and small), lb. | 0 10 | 0 15 |
| Pecans, No. 4, Jumbo | .... | 0 35 |
| Peanuts, Jumbo | .... | 0 24 |
| Do., "G" | 0 19 | 0 20 |
| Do., Coons | .... | 0 16 |
| Do., Shelled, No. 1 Spanish | 0 24 | 0 25 |
| Do., Salted, Spanish, per lb. | 0 29 | 0 30 |
| Do., Shelled, No. 1, Virginia | 0 16½ | 0 18 |
| Do., No. 1 Virginia | .... | 0 14 |
| Peanuts (Salted)— | | |
| Fancy wholes, per lb. | .... | 0 38 |
| Fancy splits, per lb. | .... | 0 33 |
| Pecans, new Jumbo, per lb. | 0 32 | 0 35 |
| Do., large, No. 2, polished | 0 32 | 0 35 |
| Do., Orleans, No. 2 | 0 21 | 0 24 |
| Do., Jumbo | .... | 0 60 |
| Pecans, shelled | 1 60 | 1 70 |
| Walnuts | 0 29 | 0 35 |
| Do., new Naples | .... | 0 25 |
| Do., shelled | 0 82 | 0 85 |
| Do., Chilean, bags, per lb. | .... | 0 33 |

Note—Jobbers sometimes make an added charge to above prices for broken lots.

## *Good Quality Beans Demand High Prices*

**Montreal.**

BEANS.—While there is still a quantity of Canadian beans on the market it is stated that the trade relies to a great extent on imported beans to supply the present demand. It is also stated that there are a number of Canadian beans quoted as low as $4.50 per bushel, but owing to the poor quality of these there is little demand, the consumer appearing to prefer the hand-picked variety that are selling at $5.75. The market is very firm at the present time.

PEAS.—As with beans, Canadian peas are found to be of very poor quality, but a large business is being done in Canadian soup peas (No. 1) that are quoted at $5.75.

| | | |
|---|---|---|
| BEANS— | | |
| Canadian, hand-picked, bush. | 5 40 | 5 75 |
| Japanese | 5 25 | 5 50 |
| Japanese Lima, per lb. (as to quality) | 0 10 | 0 12 |
| Lima, California | 0 17 | 0 20 |
| PEAS— | | |
| White soup, per bush. | 4 80 | 5 00 |
| Split, new crop (98 lbs.) | 5 40 | 5 50 |
| Boiling, bushel | 4 80 | 5 00 |
| Japanese, green, lb. | 0 10½ | 0 11 |

## *Rice Firm With Upward Tendencies*

**Montreal.**

RICE.—As stated in the last issue of CANADIAN GROCER, the rice market remains very bare. This is due, to a great extent, to the embargo placed by Japan and other producing countries on this commodity, in consequence, it is stated, that all available rice is from the United States. Demands are heavy and cannot be met. It is hoped that new supplies will reach this market next month. In the meantime the tendencies are decidedly upward.

| | | |
|---|---|---|
| RICE— | | |
| Carolina, ex. fancy | 17 50 | 20 00 |
| Do. (fancy) | .... | 17 00 |
| Do., No. 2 | .... | 16 50 |
| Siam, No. 2 | .... | 12 50 |
| Siam (fancy) | .... | 16 00 |
| Rangoon "B" | 11 75 | 13 25 |
| Rangoon CC | 11 75 | 13 00 |
| Mandarin | .... | 13 75 |
| Sparkling | .... | 15 75 |
| Japan | .... | 13 50 |
| Do., special | .... | 9 50 |
| Patna | 0 14¾ - 0 15½ | 0 17 0 18 |
| Broken rice, fine | .... | 7 00 |
| Do., coarse | .... | 9 00 |
| Tapioca, per lb. (seed) | 0 12½ | 0 16 |
| Do. (pearl) | 0 12½ | 0 14 |
| Do. (flake) | 0 11 | 0 13 |

Note.—The rice market is subject to frequent change and the price bases is quite nominal.

## *Molasses Advances; Syrups Firmer*

**Montreal.**

SYRUPS.—All syrups are holding very firm, and although another advance has been reported in one quarter on cane syrup, general advances have not yet been made, although there is every indication of firm prices ruling. Trade is brisk and supplies are good. Molasses have advanced 5 cents per gallon.

| | | |
|---|---|---|
| Corn Syrups— | | |
| Barrels, about 700 lbs., per lb. | .... | 0 08¼ |
| Half barrels | .... | 0 08½ |
| Kegs | .... | 0 08¾ |
| 2-lb. tins, 2 doz. in case, case | .... | 5 45 |
| 5-lb. tins, 1 doz. in case, case | .... | 6 05 |
| 10-lb. tins, ½ doz. in case, case | .... | 5 75 |
| 20-lb. tins, ¼ doz. in case, case | .... | 5 70 |
| 2-gal. 25-lb. pails, each | .... | 2 60 |
| 3-gal. 38½-lb. pails, each | .... | 3 85 |
| 5-gal. 65-lb. pails, each | .... | 6 25 |
| White Corn Syrup— | | |
| 2-lb. tins, 3 doz. in case, case | .... | 5 95 |
| 5-lb. tins, 1 doz in case, case | .... | 6 65 |
| 10-lb. tins, ½ doz. in case, case | .... | 6 25 |
| 20-lb. tins, ¼ doz. in case, case | .... | 6 20 |
| Cane Syrup (Crystal) Diamond— case (2-lb. cans) | .... | 8 50 |
| Barrels, per 100 lbs. | .... | 12 25 |
| Half barrels, per 100 lbs. | .... | 12 50 |
| Glucose, 5-lb. cans (case) | .... | 4 80 |

| Barbadoes Molasses— | Prices for Island | Prices for Montreal |
|---|---|---|
| Puncheons | 1 30 | 1 35 |
| Barrels | 1 33 | 1 36 |
| Half barrels | 1 35 | 1 40 |
| Fancy Molasses (in tins)— | | |
| 2-lb. tins, 2 doz. in case, case. | .... | 6 00 |
| 3-lb. tins, 2 doz. in case, case. | .... | 8 25 |
| 5-lb. tins, 1 doz. in case, case. | .... | 6 80 |
| 10-lb. tins, ½ doz. in case, case | .... | 6 65 |

Note—Prices on molasses to outside points average about 3c per gallon less. In gallon lots 2c above ½ barrel prices.

## *Teas on Spot Are Advanced*

**Montreal.**

TEAS.—The tea market remains much the same with all indications pointing to an extremely strong situation. One dealer reports that quotations on spot are a cent or two higher, and increases may at once develop. The market is at the present time rather bare, and

supplies that arrive are very quickly applied to orders that have been outstanding for some time. There is absolutely no weakening tendency in this market, and advances, it is stated, may be expected. Local prices hold this week on a very firm market.

| | | |
|---|---|---|
| JAPAN TEAS— | | |
| Choice (to medium) | 0 65 | 0 75 |
| Early picking | 0 65 | 0 70 |
| Finest grades | 0 80 | 1 00 |
| Javas— | | |
| Pekoes | 0 42 | 0 45 |
| Orange Pekoes | 0 46 | 0 45 |
| Broken Orange Pekoes | 0 43 | 0 46 |

**Inferior grades of broken teas may be had from jobbers on request at favorable prices.**

## *Coffee and Cocoa Active Sellers*

**Montreal.**

COFFEE.—There is a very active demand for all grades of coffee and a brisk business is reported under recently advanced prices, and the market remains very firm. Rumors are afoot regarding Brazilian Government sales of coffee to the markets of the United States and of Europe, but it has not been possible to obtain any confirmation of these rumors.

COCOA.—Cocoa remains very firm, and although the situation suggests advances, no actual changes are made this week. A very brisk business is reported and good supplies adequately fill all demands.

| | | |
|---|---|---|
| COFFEE— | | |
| Rio, lb. | 0 33½ | 0 35½ |
| Mexican, lb. | 0 46 | 0 47 |
| Jamaica, lb. | 0 43 | 0 45 |
| Bogotas, lb. | 0 46 | 0 48½ |
| Mocha (types) | 0 46 | 0 48 |
| Santos, Bourbon, lb. | 0 45 | 0 47 |
| Santos, lb. | 0 44 | 0 46 |
| COCOA— | | |
| In 1-lbs., per doz. | .... | 5 50 |
| In ½-lbs., per doz. | .... | 2 90 |
| In ¼-lb., per doz. | .... | 1 55 |
| In small size, per doz. | .... | 1 15 |

## *Spice Market is Reported Stronger*

**Montreal.**

SPICES.—The spice market is very strong and indications point to the ruling of higher prices on some lines in the near future. There is a manifest demand for all spices and available supplies are found to be none too plentiful. Quotations are steady.

| | | |
|---|---|---|
| Allspice | .... | 0 22 |
| Cassia (pure) | 0 33 | 0 35 |
| Cocoanut, pails, 20 lbs., unsweetened, lb. | .... | 0 46 |
| Do., sweetened, lb. | .... | 0 36 |
| Chicory (Canadian), lb. | .... | 0 20 |
| Cinnamon— | | |
| Rolls | .... | 0 35 |
| Pure, ground | 0 35 | 0 40 |
| Cloves | .... | 0 35 |
| Cream of tartar (French pure) | 0 75 | 0 80 |
| American high test | 0 80 | 0 85 |
| Ginger | .... | 0 40 |
| Ginger (Cochin or Jamaica) | .... | 0 21 |
| Mace, pure, 1-lb. tins | .... | 1 60 |
| Mixed spice | 0 30 | 0 32 |
| Do., 2½ shaker tins, doz. | .... | 1 15 |
| Nutmegs, whole | 0 60 | 0 70 |
| 64, lb. | .... | 0 45 |
| 80 lb. | .... | 0 43 |
| 100, lb. | .... | 0 40 |
| Ground, 1-lb. tins | .... | 0 65 |
| Pepper, black | 0 28 | 0 40 |
| Do., special | .... | 0 32 |
| Do., white | .... | 0 50 |
| Pepper (Cayenne) | 0 25 | 0 27 |
| Pickling spice | 0 28 | 0 30 |
| Paprika | 0 65 | 0 70 |
| Tumeric | 0 28 | 0 30 |
| Tartaric acid, per lb. (crystals or powdered) | 1 00 | 1 10 |
| Cardamon seed, per lb., bulk | .... | 2 00 |
| Carraway (nominal) | 0 30 | 0 35 |
| Cinnamon, China, lb. | .... | 0 20 |
| Do., per lb. | .... | 0 35 |
| Mustard seed, bulk | 0 35 | 0 40 |
| Celery seed, bulk (nominal) | 0 75 | 0 80 |
| Pimento, whole | 0 18 | 0 20 |

**For spices packed in cartons add 4½ cents a lb., and for spices packed in tin containers add 10 cents per lb.**

## *Spring Wheat Flour Has Moved Actively*

**Montreal.**

FLOUR.—Active movement of flour is reported, and from United States buyers considerable business has been coming. This, added to a rather extensive demand from the domestic trade, is absorbing much tonnage of flour. Sales of winter wheat flour in this section of the country are also reported to be quite active, and the price, being much lower, has had some effect in stimulating the demand. Quotations are unchanged.

| | | |
|---|---|---|
| **Standard Wheat Flours—** | | |
| **Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.** | .... | 13 25 |
| Per bbl., in (2) cotton bags, 98 lbs. | .... | 13 40 |
| **Small lots, per bbl. (2) jute bags, 98 lbs.** | .... | 13 55 |
| Winter wheat flour (bbl.) Jute bags | .... | .... |

## *Cereal Market Rules Firmly*

**Montreal.**

CEREALS.—The cereal market rules very firm on an unchanged price basis. Great satisfaction is generally expressed with the especially good trade in a month that is expected to be quiet. Although no actual changes have been made it is stated that advances are to be expected in the very near future. Supplies coming in are found quite adequate to meet the heavy demand.

| | | |
|---|---|---|
| Cornmeal, golden granulated | 5 50 | 6 25 |
| Barley, pearl | 7 00 | 7 50 |
| Barley, pot, 98 lbs. | 6 00 | 6 50 |
| Barley (roasted) | .... | 7 50 |
| Buckwheat flour, 98 lbs. (new) | .... | 6 00 |
| Hominy grits, 98 lbs. | 6 00 | 6 50 |
| Hominy, pearl, 98 lbs. | .... | 6 45 |
| Graham flour | 6 00 6 75 | 6 90 |
| Oatmeal (standard-granulated) | 5 75 | 5 85 |
| Rolled oats, 90-lb. bag | 5 00 5 15 | 5 40 |

## *Porridge Wheat Up; Package Oats Firmer*

**Montreal.**

PACKAGE GOODS.—In conjunction with the recent advance in wheat comes a substantial advance in porridge wheat, which is quoted at $7.30 per case 36s, and 20s are now selling at $7.50 per case. Business in this market is reported to be very brisk. An upward tendency is being manifested in porridge oats.

**PACKAGE GOODS**

| | | |
|---|---|---|
| Breakfast food, case 18 | .... | 2 85 |
| Cocoanut, 2 oz. pkgs., doz. | .... | 0 78½ |
| Do., 20-lb. cartons, lb. | .... | 0 36 |
| Corn Flakes, 3 doz. case 3 50 3 65 3 50 | .... | 4 25 |
| Oat Flakes, 20s | .... | 5 40 |
| Rolled oats, 20s | .... | 5 60 |
| Do., 18s | .... | 2 00 |
| Do., large, doz. | .... | 3 00 |
| Oatmeal, fine cut, pkgs., case | .... | 6 75 |
| Puffed rice | .... | 5 70 |
| Puffed wheat | .... | 4 25 |
| Farina, case | .... | 2 35 |
| Hominy, pearl or granu., 2 doz. | .... | 3 65 |
| Health bran (20 pkgs.), case | .... | 2 60 |
| Scotch Pearl Barley, case | .... | 2 60 |
| Pancake Flour, case | .... | 3 60 |
| Pancake Flour, self-raising, doz. | .... | 1 50 |
| Wheat food, 18-1½s | .... | 3 25 |
| Buckwheat Flour, case | .... | 3 60 |
| Wheat flakes, case of 2 doz. | .... | 2 80 |
| Oatmeal, fine cut, 20 pkgs. | .... | 6 75 |
| Porridge wheat, 36s, case | .... | 7 30 |
| Do., 20s, case | .... | 7 50 |
| Self-raising Flour (3-lb. pack.) doz. | .... | 2 95 |
| Do. (6-lb. pack.), doz. | .... | 5 80 |
| Corn starch (prepared) | .... | 0 11¾ |
| Potato flour | .... | 0 16½ |
| Starch (laundry) | .... | 0 12 |
| Flour, Tapioca | 0 15 | 0 16 |

## *Feeds Good Sellers On Unchanged Basis*

**Montreal.**

FEEDS.—There are no changes to be reported this week in this market, which remains very firm at prevailing prices. Business is reported to be very active and the supplies are found sufficient to meet all demands.

| | | |
|---|---|---|
| FEEDS— | | |
| Bran, mixed cars | .... | 45 00 |
| Shorts, mixed cars | .... | 52 00 |
| Crushed oats | 63 00 | 71 00 |
| Barley chop | .... | .... |
| Special Middlings | .... | .... |
| Feed Flour, 98 lbs. | .... | 3 80 |
| Gluten Feed— | | |
| F.o.b. Cardinal | .... | 64 00 |
| F.o.b. Fort William | .... | 62 00 |

## *Potatoes Much Higher; Artichokes Up, Too*

**Montreal.**

VEGETABLES.—Potatoes are ruling very firm at new high prices of $4 and $4.25 per bag, and as a shortage is reported at a time when difficulties of transportation, handling, etc., are hard to overcome, prices are likely to remain unaltered for some time. "There is," stated one informant, "no possible indication of a decline in price at the present time." There are only a very small quantity of artichokes on the market and it is stated that the supply will be practically exhausted in a few days. The price per bag has been advanced to $2.50.

| | | |
|---|---|---|
| Artichokes, bag | .... | 2 50 |
| Beans, new string (imported) hamper | .... | 7 00 |
| Beets, new, bag (Montreal) | .... | 2 00 |
| Cucumbers (hothouse), doz. | .... | 4 00 |
| Chicory, doz. | .... | 0 75 |
| Cauliflower, Am., doz. dble crate | .... | 7 00 |
| Do., single crate | .... | 3 50 |
| Cabbage (Montreal), barrels | .... | 4 00 |
| Carrots, bag | .... | 1 25 |
| Celery, Canadian, doz. | .... | .... |
| Do., California, 5-7 doz. crate | .... | 13 00 |
| Garlic, lb. | .... | 0 50 |
| Horseradish, lb. | .... | 0 20 |
| Lettuce (Boston), head crate | .... | 3 25 |
| Leeks, doz. | .... | 3 00 |
| Mint | .... | 0 60 |
| Mushrooms, lb. | .... | 1 50 |
| Do., basket (about 3 lbs.) | .... | 4 00 |
| Onions, Yellow, 75-lb. sack | .... | 6 50 |
| Do., red, 75 lbs. | .... | 6 50 |
| Do., crate | .... | 2 75 |
| Do., Spanish, case | .... | 7 00 |
| Oyster plant, doz. | .... | 0 50 |
| Parsley (Canadian) | .... | 0 60 |
| Peppers, green, doz. | .... | 0 50 |
| Parsnips, bag | .... | 1 75 |
| Potatoes, Montreal (90-lb. bag) | 4 00 | 4 25 |
| Do., New Brunswick | .... | 4 00 |
| Do., sweet hamper | 3 50 | 3 75 |
| Radishes, American, doz. | .... | 0 75 |
| Spinach, barrel | .... | 6 00 |
| Turnips, Quebec, bag | 1 50 | 2 00 |
| Do., Montreal | .... | 1 25 |
| Tomatoes, hothouse, lb. | .... | 0 65 |

## *Brisk Business in Fruit Markets*

**Montreal.**

FRUIT.—The fruit market remains very steady under an active demand that is met by adequate supplies. Business is reported to be especially brisk for what is considered to be a very quiet season of the year. Quotations in all cases remain steady and unchanged.

| | | |
|---|---|---|
| Apples— | | |
| Baldwins | 7 50 | 8 00 |

| | | |
|---|---|---|
| Ben Davis, No. 1 | 6 00 | 7 00 |
| MacIntosh Red | .... | 12 00 |
| Fameuse, No. 1 | 14 00 | 15 00 |
| Greenings | 7 50 | 8 00 |
| Gravenstein | .... | .... |
| Spies | .... | 10 00 |
| Winter Reds | 6 50 | 7 00 |
| Apples in boxes | .... | 4 00 |
| Bananas (as to grade), bunch | 6 00 | 7 00 |
| Cranberries, bbl. | 12 00 | 13 50 |
| Do., gal. | .... | 0 75 |
| Grapes, Tokay (box), 30 lbs. | .... | .... |
| Grape, Emperor, kegs | .... | 13 00 |
| Evergreen, bundle | .... | .... |
| Grapefruit, Jamaican, 64, 80, 96 | .... | 4 25 |
| Do., Florida, 54, 64, 80, 96 | .... | 4 25 |
| Lemons, Messina | .... | 6 00 |
| Pears, Cal. | .... | 6 50 |
| Pomegranates (boxes of about 80), box | .... | 3 00 |
| Keiffer Pears (box) | .... | 2 75 |
| Pears, Cal. | .... | 5 00 |
| Oranges, Cal., Valencias | .... | 7 00 |
| Cal. Navels | 7 00 | 7 50 |
| Florida, case | .... | 4 00 |

# ONTARIO MARKETS

TORONTO, Jan. 23—All grocery lines this week are very firm and prices have advanced on many commodities. Raisins are still a real feature on the market. Seedless raisins in packages are quoted at 25½ to 29 cents. Seeded raisins in packages are quoted at 22½ to 26 cents and one wholesaler is selling Thompson's seedless in bulk at 27 cents. Stocks of raisins are extremely light. It is reported that prices on new stocks of raisins to arrive will be even higher than the above quotations. Aylmer standard peas are practically off the market and are quoted at $2.35 to $2.50 a dozen. Fard dates have advanced, now being quoted at 38 cents a pound. The rice market is very strong and stocks are almost depleted. New crop rices to arrive will be extremely high. Brokers report that XX Siam rice will be in the neighborhood of 16 cents a pound and Japans about 19 cents.

## *Sugar Prices Remain Steady*

Toronto.

SUGAR.—The sugar market remains unchanged and has a tendency to remain so for some time. Supplies are coming along fairly well. One refinery still remains closed.

## *Molasses Prices Look High*

Toronto.

MOLASSES AND CORN SYRUP.—While the prices on molasses and corn syrups remain unchanged, a sharp advance is looked for on molasses.

| | | |
|---|---|---|
| **Corn Syrups—** | | |
| Barrels, about 700 lbs., yellow | .... | 0 08¼ |
| Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbl | | |
| Cases, 2-lb. tins, white, 2 doz. in case | .... | 5 95 |
| Cases, 5-lb. tins, white, 1 doz. in case | .... | 6 55 |
| Cases, 10-lb. tins, white, ½ doz. in case | .... | 6 25 |
| Cases, 2-lb. tins, yellow, 2 doz. in case | .... | 5 45 |
| Cases, 5-lb. tins, yellow, 1 doz. in case | .... | 6 05 |
| Cases, 10-lb. tins, yellow, ½ doz. in case | .... | 5 75 |
| **Cane Syrups—** | | |
| Barrels and half barrels, lb. | 0 08 | .... |
| Half barrels, ¼c over bbls.; ¼ bbls., ½c over. | | |
| Cases, 2-lb. tins, 2 doz. in case | .... | 7 00 |
| **Molasses—** | | |
| Fancy, Barbadoes, barrels | .... | 1 40 |
| Choice Barbadoes, barrels | .... | 1 20 |
| West India, bbls., gal. | 0 40 | 0 45 |
| West India, No. 10, kegs | .... | 6 50 |
| West India, No. 5, kegs | 2 75 | 3 00 |
| Tins, 2-lb., table grade, case 2 doz., Barbadoes | .... | 5 50 |
| Tins, 3-lb. table grade, case 2 doz., Barbadoes | .... | 7 75 |
| Tins, 5-lb., 1 doz. to case, Barbadoes | .... | 5 30 |
| Tins, 10-lb., ½ doz. to case, Barbadoes | .... | 5 20 |
| Tins, No. 2, baking grade, case 2 doz. | 3 50 | 4 00 |
| Tins, No. 3, baking grade, case of 2 doz. | 4 70 | 6 60 |
| Tins, No. 5, baking grade, case of 1 doz. | 3 75 | 6 20 |
| Tins, No. 10, baking grade, case | | |
| West Indies, 1½s, 48s | 4 60 | 6 95 |
| of ½ doz. | 3 60 | 6 00 |

## *Package Goods Firm; No Change in Prices*

Toronto.

MISCELLANEOUS. — Fry's and Baker's cocoa have advanced to 51 cents a pound. Fruit jars are all up $1 a gross. Nut chocolate bars are 10 cents a box higher. Kraft stripe paper is now quoted at 11½ cents per pound. Lamp burners, A size, have advanced to $1.40 a dozen. B size lamp burners have advanced to $1.60. Proctor and Gamble's soaps have advanced 25 to 50 cents a box.

PACKAGE GOODS

| | | |
|---|---|---|
| Rolled Oats, 20s round, case | .... | $5 60 |
| Do., 20s square, case | 5 10 | 5 60 |
| Do., 36s, case | .... | 4 00 |
| Do., 18s, case | .... | 2 00 |
| Corn Flakes, 36s, case | 4 00 | 4 25 |
| Porridge Wheat, 36s, regular, case | .... | 6 00 |
| Do., 20s, family, case | .... | 5 80 |
| Cooker Package Peas, 36s, case | .... | 4 20 |
| Cornstarch, No. 1, lb., cartons | 0 11½ | 0 11¾ |
| Do., No. 2, lb. cartons | .... | 0 10¼ |
| Laundry starch | .... | 0 10 |
| Laundry starch, in 1-lb. cartons | .... | 0 12 |
| Do., in 6-lb. tin canisters | .... | 0 13¼ |
| Do., in 6-lb. wood boxes | .... | 0 13¼ |
| Potato Flour, in 1-lb. pkgs. | .... | 0 16 |
| Fine oatmeal, 20s | .... | 6 75 |
| Cornmeal, 24s | .... | 3 65 |
| Farina, 24s | .... | 2 90 |
| Barley, 24s | .... | 2 60 |
| Wheat flakes, 24s | .... | 5 60 |
| Wheat kernels, 24s | .... | 4 50 |
| Self-rising pancake flour, 24s | .... | 3 30 |
| Buckwheat flour, 24s | .... | 3 30 |
| White flour, 24s | .... | 1 65 |
| Graham flour, 24s | .... | 1 80 |

## *Oatmeal in Bulk Shows Advance*

Toronto.

CEREALS.—All breakfast foods are in good demand. Most prices remain firm and unchanged excepting pot barley which is now quoted at $6.50 a bag, and pearl barley at $8 a bag. Rolled oats in 98 pound bags have advanced 25 to 50 cents a bag.

| | Single Bag Lots F.o.b. Toronto | |
|---|---|---|
| Barley, pearl, 98s | .... | 8 00 |
| Barley, pot, 98s | .... | 6 50 |
| Barley Flour, 98s | .... | 4 50 |
| Buckwheat Flour, 98s | .... | 6 25 |
| Cornmeal, Golden, 98s | 5 75 | 6 00 |
| Do., fancy yellow, 98s | .... | 6 50 |
| Hominy grits, 98s | 5 50 | 6 00 |
| Hominy, pearl, 98s | 5 25 | 5 75 |
| Oatmeal, 98s | 5 75 | 6 00 |
| Oat Flour | .... | .... |
| Corn Flour, 98s | .... | 5 50 |
| Rye Flour, 98s | .... | 5 00 |
| Rolled Oats, 90s | 5 25 | 5 50 |
| Rolled Wheat, 100-lb. bbl. | 6 50 | 7 25 |
| Cracked wheat, bag | .... | 6 50 |
| Breakfast food, No. 1 | .... | 7 75 |
| Do., No. 2 | .... | 7 75 |
| Rice flour, 100 lbs. | .... | 10 00 |
| Linseed meal, 98s | .... | 6 75 |
| Peas, split, 98s | .... | 0 08½ |
| Blue peas, lb. | 0 09 | 0 10 |
| Marrowfat green peas | .... | 0 11¾ |
| Graham Flour, 98s | .... | 6 60 |
| Farina, 98s | .... | 6 20 |

## *Magic Baking Powder Higher*

Toronto.

A sharp increase in Magic Baking Powder is announced, 10 cents a dozen on the 2 ounce size, 15 cents a dozen on the 4, 6 and 8 ounce sizes, 35 cents a dozen on the 12 ounce size, 45 cents a dozen on the 1 pound and 2½ pound sizes, $1.20 on an assorted case.

A new style package of Royal Yeast is on the market, a square package instead of round as formerly. It is quoted at $1.80 a case.

Condensed Milk and Milk Powder has shown quite an advance due to the high cost of sugar which enters very largely into the manufacture of Condensed Milk. Eagle Brand is 45 cents a case higher, now selling at $10.25. Reindeer is also up 45 cents a case, now selling at $9.80. Challenge Brand has advanced 75 cents a case, now quoted at $8.70 a case. Reindeer Coffee is also up, now selling at $6.75 a case for the large size. The family size of Klim is up $2.50 a case, now selling at $11.50. A new size of Klim is on the market, an 8 ounce size, put up 48 cans to the case and selling at $12.50.

## *Fard Dates 38 Cents Per Pound*

Toronto.

DRIED FRUITS.—Raisins have advanced to higher levels. The 15-ounce package of seedless raisins are quoted at 25½ to 29 cents. Seeded raisins in packages are 22½ to 26 cents, while Thompson's Seedless in bulk are 25 to 27 cents. Stocks of raisins are almost exhausted and brokers state that new shipments to arrive will be even higher. Fard dates are scarce and quoted at 38 cents a pound. New shipments to arrive will be higher in price. Evaporated apples have advanced a cent a pound. Citron peel is off the market. Grecian currants are quoted at 22 to 25 cents a pound. Other dried fruits are in good demand. Prices are unchanged.

| | | |
|---|---|---|
| Evaporated apples | .... | 0 24 |
| Apricots, cartons, 11 oz., 48s | .... | 4 55 |
| Candied Peels, American— | | |
| Lemon | 0 44 | 0 46 |
| Orange | 0 44 | 0 46 |
| Citron | .... | 0 75 |
| Currants— | | |

| | | |
|---|---|---|
| Grecian, per lb. | 0 22 | 0 23 |
| Australians, 3 Crown, lb. | 0 22 | 0 23 |
| **Dates—** | | |
| Excelsior, pkgs., 3 doz. in case | .... | 5 50 |
| Dromedary, 3 doz. in case | 7 00 | 7 25 |
| Fard, lb. | .... | 0 38 |
| New Hallowee dates, per lb. | 0 19½ | 0 20 |
| **Figs—** | | |
| Taps, lb. | .... | 0 17 |
| Malagas, lb. | .... | .... |
| Comarde figs, mats, lb. | .... | .... |
| Smyrna figs, in bags | 0 16 | 0 18 |
| Cal., 4 oz. pkgs., 70s, case | .... | 5 00 |
| Cal., 8 oz., 20s, case | .... | 3 25 |
| Cal., 10 oz., 12s, case | .... | 2 25 |
| **Prunes—** | Per lb. | |
| 30-40s, 25s | .... | 0 31 |
| 40-50s, 25s | .... | 0 28 |
| 50-60s, 25s | .... | 0 24 |
| 60-70s, 25s | .... | 0 22 |
| 70-80s, 25s | .... | 0 21½ |
| 80-90s, 25s | .... | 0 17¾ |
| 90-100s, 25s | .... | 0 16¾ |
| Sunset prunes in 5-lb. cartons, each | .... | 1 15 |
| **Peaches—** | | |
| Standard, 25-lb. box, peeled | 0 26½ | 0 28 |
| Choice, 25-lb. box, peeled | 0 27 | 0 30 |
| Fancy, 25-lb. boxes | 0 29 | 0 30 |
| **Raisins —** | | |
| California bleached, lb. | .... | .... |
| Extra fancy, sulphur blch., 25s | .... | 0 28½ |
| Seedless, 15-oz. packets | 0 25½ | 0 29 |
| Seedless, 15-oz. packets | 0 25½ | 0 29 |
| Seedless, Thompson's, bulk | 0 25 | 0 27 |
| Crown Muscatels, No. 1s, 25s | .... | 0 25 |
| Turkish Sultanas | 0 25½ | 0 28½ |
| Table raisins, 20-lb. pkgs | 7 50 | 10 50 |

## *Shelled Nuts Remain Steady*

**Toronto.**

NUTS.—The market for nuts in the shell is rather slow just now. Shelled nuts, however, are in active demand. Shelled pecans have dropped in price, being quoted at $1.10 a pound. The prices of other nuts remain unchanged.

| | | |
|---|---|---|
| Almonds, Tarragonas, lb. | 0 31 | 0 33 |
| Butternuts, Canadian, lb. | .... | 0 08 |
| Walnuts, Cal., bags, 100 lbs. | 0 40 | 0 45 |
| Walnuts, Bordeaux, lb. | 0 28 | 0 30 |
| Walnuts, Grenobles, lb. | .... | 0 33 |
| Do., Marbot | .... | 0 30 |
| Filberts, lb. | .... | 0 25 |
| Pecans, lb. | 0 30 | 0 32 |
| Cocoanuts, Jamaica, sack | .... | 10 00 |
| Cocoanut, unsweetened, lb. | .... | 0 45 |
| Do., sweetened, lb. | .... | 0 45 |
| Peanuts, Jumbo, roasted | 0 18 | 0 19 |
| Brazil nuts, large, lb. | 0 32 | 0 33 |
| Mixed Nuts, bags 50 lbs. | .... | 0 32 |
| **Shelled—** | | |
| Almonds, lb. | 0 62 | 0 65 |
| Filberts, lb. | 0 50 | 0 55 |
| Walnuts, Bordeau lb. | 0 88 | 0 90 |
| Do., Manchurian | .... | 0 68 |
| Peanuts, Spanish, lb. | .... | 0 25 |
| Do., Chinese, 30-32 to oz. | 0 18 | 0 19 |
| Brazil nuts, lb. | .... | 0 88 |
| Pecans, lb. | .... | 1 10 |

## *Coffee is Active; Has Advanced*

**Toronto.**

COFFEE.—The coffee market is very active. Prices have advanced from one to two cents a pound.

| | | |
|---|---|---|
| Java, Private Estate | 0 61 | 0 63 |
| Java, Old Government, lb. | .... | .... |
| Bogotas, lb. | 0 49 | 0 50 |
| Guatemala, lb. | 0 48 | 0 52 |
| Mexican, lb. | .... | 0 55 |
| Maracaibo, lb. | 0 47 | 0 48 |
| Jamaica, lb. | 0 45 | 0 46 |
| Blue Mountain Jamaica | .... | 0 53 |
| Mocha, lb. | .... | 0 55 |
| Rio, lb. | 0 35 | 0 37 |
| Santos, Bourbon, lb. | 0 46 | 0 47½ |
| Ceylon, Plantation, lb. | .... | 0 54 |
| Chicory, lb. | .... | 0 25 |
| **Cocoa—** | | |
| Pure, lb. | .... | 0 31 |
| Sweet, lb. | .... | 0 31 |

## *Tea Prices Remain Firm*

**Toronto.**

TEAS.—No new developments are reported in the tea market this week and prices remain firm. Russia is expected to be soon in the market and if that is the case prices will have an upward tendency.

| | | |
|---|---|---|
| **Ceylons and Indians—** | | |
| Pekoe Souchongs | 0 48 | 0 54 |
| Pekoes | 0 52 | 0 60 |
| Broken Pekoes | 0 56 | 0 64 |
| Broken Orange Pekoes | 0 58 | 0 66 |
| **Javas—** | | |
| Broken Orange Pekoes | 0 58 | 0 65 |
| Broken Pekoes | 0 45 | 0 50 |
| **Japans and Chinas—** | | |
| Early pickings, Japans | 0 63 | 0 65 |
| Do., seconds | 0 50 | 0 55 |
| Hyson thirds | 0 45 | 0 50 |
| Do., pts. | 0 58 | 0 67 |
| Do., sifted | 0 67 | 0 72 |

Above prices give range of quotations to the retail trade.

## *Canned Goods in Big Demand*

**Toronto.**

CANNED GOODS.—The feature of the canned goods market this week is the large advance in standard peas. The brand is quoted at $2.35 to $2.50 a dozen. Lobsters in half-pound cans are selling at $6.50 a dozen and the quarter-pound cans at $3.90 a dozen. One wholesaler is asking as high at $2.70 a dozen for Sweet Wrinkle peas. Stocks of canned pineapple are almost depleted, the prices quoted being $4.75 a dozen for the No. 2 size cans.

| | | |
|---|---|---|
| **Salmon—** | | |
| Sockeye, 1s, doz. | .... | 4 75 |
| Sockeye, ½s, doz. | .... | 2 75 |
| Alaska reds, 1s, doz. | 4 25 | 4 50 |
| Do., ½s | .... | 2 50 |
| Cohoes, ½ lb. tins | 2 00 | 2 10 |
| Do., Red Springs, 1-lb. talls | 3 75 | 4 25 |
| Do., White Springs, 1s, doz. | 2 30 | 2 35 |
| Chums, 1-lb. talls | 2 35 | 2 60 |
| Do., ½s, doz. | 1 35 | 1 45 |
| Pinks, 1-lb. talls | 2 35 | 2 60 |
| Do., ½s, doz. | 1 35 | 1 50 |
| Lobsters, ½ lb., doz. | .... | 6 50 |
| Do., ¼-lb. tins | .... | 3 90 |
| Whale Steak, 1s, flat, doz. | 1 75 | 1 90 |
| Pilchards, 1-lb. talls, doz. | 1 75 | 2 10 |
| **Canned Vegetables—** | | |
| Tomatoes, 2½s, doz. | 1 95 | 2 00 |
| Peas, standard, doz. | 2 35 | 2 50 |
| Do., Early June, doz. | .... | 2 40 |
| Do., Sweet Wrinkle, doz. | 2 50 | 2 70 |
| Beets, 2s, dozen | .... | 1 45 |
| Do., extra sifted, doz. | 2 77½ | 2 82½ |
| Beans, golden wax, doz. | .... | 2 00 |
| Asparagus, tins, doz. | 3 85 | 4 25 |
| Asparagus butts, 2½s, doz. | .... | 2 50 |
| Canadian corn | 1 75 | 2 10 |
| Pumpkins, 2½s, doz. | .... | 1 25 |
| Spinach, 2s, doz. | .... | 2 15 |
| Do., 2½s, doz. | 2 52½ | 2 80 |
| Do., 10s, doz. | .... | 10 00 |
| Pineapples, sliced, 2s, doz. | 4 50 | 4 75 |
| Do., shredded, 2s, doz. | 4 50 | 4 75 |
| Rhubarb, preserved, 2s, doz. | 2 07½ | 2 10 |
| Do., preserved, 2½s, doz. | 2 65 | 4 52½ |
| Do., standard 10s doz. | .... | 5 00 |
| Apples, gal., doz. | .... | 6 25 |
| Peaches, 2s, doz. | 3 55 | 3 90 |
| Pears, 2s, doz. | 3 00 | 4 25 |
| Plums, Lombard, 2s, doz. | 3 10 | 3 25 |
| Do., Green Gage | 3 25 | 3 40 |
| Cherries, pitted, H. S. | 4 35 | 4 40 |
| Blueberries, 2s | 2 25 | 2 40 |
| Strawberries, 2s, H. S. | 4 90 | 5 25 |
| Blueberries, 2s | 2 10 | 2 35 |
| **Jams—** | | |
| Apricots, 4s, each | .... | 1 03 |
| Black Currants, 16 oz., doz. | .... | 4 60 |
| Do., 4s, each | .... | 1 15 |
| Gooseberry, 4s, each | .... | 0 98 |
| Do., 16 oz., doz. | .... | 4 10 |
| Peach, 4s, each | .... | 0 97 |
| Do., 16 oz., doz. | .... | 4 00 |
| Red Currants, 16 oz. doz. | .... | 4 15 |
| Raspberries, 16 oz., doz. | .... | 4 50 |
| Do., 4s, each | .... | 1 15 |
| Strawberries, 16 oz., doz | .... | 4 70 |
| Do., 4s, each | .... | 1 20 |

## *Spices Are Quoted Higher*

**Toronto.**

SPICES.—The spice market is very firm and prices have advanced on all lines.

| | | |
|---|---|---|
| Allspice | 0 20 | 0 22 |
| Cassia | 0 33 | 0 40 |
| Cinnamon | .... | 0 55 |
| Cloves | 0 80 | 0 90 |
| Cayenne | 0 33 | 0 37 |
| Ginger | 0 30 | 0 40 |
| Herbs — cage, thyme, parsley, mint, savory, Marjoram | 0 40 | 0 70 |
| Pastry | 0 32 | 0 38 |
| Pickling spices | 0 22 | 0 30 |
| Mace | 0 85 | 0 95 |
| Peppers, black | .... | 0 40 |
| Peppers, white | 0 50 | 0 51 |
| Paprika, lb. | 0 75 | 0 80 |
| Nutmegs, selects, whole, 100s | 0 45 | 0 50 |
| Do., 80s | .... | 0 55 |
| Do., 64s | 0 60 | 0 65 |
| Mustard seed, whole | 0 20 | 0 40 |
| Celery seed, whole | .... | 0 75 |
| Coriander, whole | 0 25 | 0 30 |
| Carraway seed, whole | 0 35 | 0 45 |
| Tumeric, whole | 0 25 | 0 27 |
| Cream of Tartar— | | |
| French, pure | 0 75 | 0 80 |
| American high test, bulk | 0 75 | 0 80 |
| 2-oz. packages, doz. | .... | 1 75 |
| 4-oz. packages, doz. | 2 75 | 3 00 |
| 8-oz. tins, doz. | .... | 5 75 |

## *Beans Are in Active Demand*

**Toronto.**

BEANS.—Stocks of beans are very low and prices are very firm with a tendency to go higher. Ontario hand-picked are scarce, being quoted at $5.50 a bushel. California Lima beans quoted at 17 cents a pound, and Madagascar limes at 15 cents a pound.

| | | |
|---|---|---|
| Ontario, 1-lb. to 2-lb. pickers, bus. | 4 75 | 5 00 |
| Do., hand-picked, bus. | .... | 5 50 |
| Marrowfats, bush. | 6 00 | 6 50 |
| Japanese Kotenashi, per bush. | .... | 5 25 |
| Rangoons, per bushel | 3 00 | 3 50 |
| Limas, per lb. | 0 16 | 0 17 |
| Madagascars, lb. | .... | 0 15 |

## *Honey is in Good Demand*

**Toronto.**

HONEY AND MAPLE SYRUPS. — There is a big demand for honey and stocks are getting low. There are no changes in prices reported this week. Very little maple syrup is being offered.

| | | |
|---|---|---|
| **Honey, Clover—** | | |
| 5-lb. tins | .... | 0 28 |
| 2½s, tins | .... | 0 29 |
| 10-lb. tins | .... | 0 25 |
| 60-lb. tins | .... | 0 25 |
| Buckwheat, 50-lb. tins, lb. | .... | 0 16 |
| Comb, No. 1, fancy, doz. | .... | 4 50 |
| Do., No. 2, doz. | .... | .... |
| **Maple Syrup—** | | |
| 8½-lb. tins, 10 to case, case | .... | 18 00 |
| Wine qt. tins, 24 to case, case | .... | 23 00 |
| Wine, 1 gal. tins, 6 to case, case | .... | 24 00 |
| Imp. 5 gal. cans. 1 to case, case | .... | 20 00 |
| **Maple Sugar—** | | |
| 50 1-lb. blocks to case, lb. | .... | 0 29 |

## *Rices Scarce And Prices Firm*

**Toronto.**

RICES.—Stocks of rice are almost depleted. Some lines are reported cleaned up and prices are ranging higher. Shipments of new crop rices are expected shortly but prices will be very much higher, probably 3 or 4 cents in advance of present quotations.

| | | |
|---|---|---|
| Honduras, fancy, per 100 lbs. | .... | .... |
| Blue Rose, lb. | 0 16 | 0 17 |
| Siam, fancy, per 100 lbs. | 15 00 | 16 00 |
| Siam, second, per 100 lbs. | 13 50 | 14 50 |
| Japans, fancy, per 100 lbs. | .... | 17 00 |
| Do., seconds, per 100 lbs. | 13 00 | 14 00 |
| White Sago | .... | 0 14 |
| Do., Pakling | .... | 14 00 |
| Chinese, XX., per 100 lbs. | 13 00 | 14 00 |
| Do., Simiu | .... | 16 00 |
| Do., Mujin, No. 1 | .... | 16 00 |
| Tapioca, per lb. | 0 14½ | 0 15 |

## *Potatoes Show Another Advance*

**Toronto.**

VEGETABLES.—Potatoes continue to be the feature of the vegetable market and are now quoted at $4.25 to $4.50 a bag. There are no potatoes arriving from Nova Scotia or New Brunswick, probably due to the cold weather. Stocks are very low. Carrots have advanced, being quoted at $2.25 a bag. Turnips also are selling at $1.25 a bag. California vegetables are arriving freely and are in good demand. New cabbage is quoted at $6.50 a crate, California at $6 a crate. Florida head lettuce is selling at $4 a hamper.

| | | |
|---|---|---|
| Cabbage, bbl. | .... | 2 75 |
| Carrots, per bag | .... | 2 25 |
| Parsnips, per bag | .... | 2 50 |
| Radishes, Cal., doz. | .... | 0 75 |
| Cabbages, Cal., case | .... | 6 50 |
| Lettuce, Cal., head, crate 8 doz.. | .... | 5 50 |
| Hothouse Tomatoes, lb. | 0 30 | 0 40 |
| Onions, Yellow Danvers, 100-lb. sacks | .... | 8 00 |
| British Columbia Onions, 75 lb. sacks | .... | 7 50 |
| Spanish Onions, large cases | .... | 7 50 |
| Do., small crates | .... | 2 75 |
| Onions, white, large sacks | .... | 7 50 |
| Green Onions, doz. bunches | .... | 1 00 |
| Celery, 8 doz. | .... | 7 00 |
| Cauliflower, Cal., case | .... | 6 00 |
| Potatoes— | | |
| Ontario, 90-lb. bags | .... | 4 25 |
| Quebec, 90-lb. bags | .... | 4 00 |
| Jersey Sweet Potatoes, hamper | .... | 3 00 |
| Do., bbl., double headers | .... | 7 50 |
| Turnips, bag | .... | 1 25 |
| Mushrooms, 4-lb. basket | .... | 3 50 |

## *Flour Steady at Unchanged Prices*

**Toronto.**

FLOUR.—The flour market remains firm and unchanged and the demand is very active.

| | | |
|---|---|---|
| Ontario winter wheat flour, in carload shipments, on track, in cotton bags | .... | 13 40 |
| Do., in jute bags | .... | 13 25 |

## *Millfeeds in Good Demand*

**Toronto.**

MILL FEEDS.—The market for mill feeds remains unchanged. The demand is fairly active.

| | | |
|---|---|---|
| MILLFEEDS— | | |
| Bran, per ton | .... | 45 25 |
| Shorts, per ton | .... | 52 25 |

## *Oranges Selling Very Firm*

**Toronto.**

FRUITS.—There is a brisk demand for oranges and grape fruit and the market is very firm. New Messina lemons are quoted at $4.50 a case for the 300 sizes. Bitter oranges are expected to arrive in about two weeks. Ontario apples are in active demand and quoted at $5.50 to $10 a barrel according to variety and quality.

| | | |
|---|---|---|
| Valencia Oranges— | | |
| 216s, 250s, 288s, 324s | 5 50 | 6 75 |
| Cal. Navels— | | |
| 100s, 126s, 150s, 176s, 200s | 5 00 | 6 75 |
| 216s, 250s, 288s, 324s | .... | 6 75 |
| Florida Oranges— | | |
| 176s, 200s, 216s, 250s | 5 50 | 6 00 |
| Bananas, Port Limons | .... | 0 07½ |
| Lemons, Cal., 300s, 360s | .... | 4 50 |
| Lemons, Messinas, 300s | .... | 5 00 |
| Grapefruit, 54s, 64s, 70s, 80s, 96s | 4 50 | 5 00 |
| Apples— | | |
| Ontario Spies, bbl. | .... | 10 00 |
| Blenheims, bbl. | .... | 7 50 |
| Winesaps, box | .... | 4 25 |
| Delicious, box | .... | 4 75 |
| Kings, box | .... | 3 25 |
| Spys, Ont., box | .... | 2 75 |
| Rome Beauty, sizes 88s, 96s, 104s, 113s, 125s, 138s, 150s | 3 75 | 4 00 |
| Cal. Pears | .... | 5 50 |
| Florida Tangarines, 144s, 168s, 196s, 216s, 224s | | 4 25 |
| Do., Spanish Malagas, keg | 15 00 | 17 00 |
| Cranberry, Cape Cod, bbl. | .... | 14 00 |
| Do., half bbl. | .... | 7 50 |
| Do., boxes | .... | 4 50 |
| Pomegranates, boxes | .... | 4 00 |

# WINNIPEG MARKETS

## *Molasses Still Continues to Advance*

**Winnipeg.**

MOLASSES.—In keeping with the sugar market the price of molasses has been steadily moving up. Higher prices are expected on this line for some time to come, also look for higher prices on corn syrups and kindred lines.

## *Tea Steadily Advances*

**Winnipeg.**

TEAS.—Tea is steadily advancing and will continue to do so. Both Blue Ribbon and Red Rose have again advanced their prices this week. India teas especially will be very high. The opening of the London market has also had a tendency to raise the price of teas. Previously when there was a sale for export allowed once a week by the Government, now the market is thrown open and buyers are free to buy when and where they choose. Heavy stocks are reported to be held in England, but this is brought out by the length of time required from unloading till the tea is ready for the market; previously this was only about two weeks, but now it is taking anywhere from six to eight weeks before samples are out, which means there is consequently more tea being held than there would be under normal conditions as there are buyers ready to pick it up as soon as it is put on the market.

## *Coffee Advances; Market Very Firm*

**Winnipeg.**

COFFEES.—The coffee market shows an advance of two cents per pound on practically all lines. The market is very firm. New York importers are refusing offers at figures below their quotations. Brazil, Rios, Santos and Bourbon coffees have not reached their highest levels yet. Much higher coffee is expected.

## *Dried Fruits Are Very Scarce*

**Winnipeg.**

DRIED FRUITS.—There has been little improvement in the shipments of dried fruits. Prunes and raisins particularly are very much delayed, which has had a firming effect on the market. Holders are asking much higher prices on practically all lines. Arrivals are being quickly distributed and going fast into consumption.

## *Rice Market is Very Firm*

**Winnipeg.**

RICE.—As reported recently, the rice market is very strong, recent quotations just to hand show a steady advancing market; spot stocks are very light. One of the reasons for the high price on American rice is that this year has seen a large export to the Orient, which shows that the Oriental crop has been exceptionally light.

Both tapioca and sago for future delivery show higher prices. Cables received by brokers state the market is very strong. Large import orders are being placed on the strength of this by jobbers.

## *Advances in Some Lines of Spices*

**Winnipeg.**

SPICES.—Spices are very firm with advances noted on many lines. United States market is reported to be very bare. Ginger is very scarce and hard to procure, the last advance, just reported, was two cents per pound on this line. Both black and white pepper has advanced from 2 to 2½ cents per pound. Nutmegs are very high, new arrivals will be still higher. Spot stocks are very light. Spices put up in tin containers will also be higher. Manufacturers are now working on new costs, also package icing sugar and jelly powders.

## *Cereals Are in Active Demand*

**Winnipeg.**

CEREALS.—Cereals of every kind are in very active demand. Rolled oats are particularly firm with heavy buying reported. Prices are unchanged on most lines.

## *Beans Are Reported Firmer*

**Winnipeg.**

BEANS.—The bean market is slightly firmer. New crop Oriental beans are higher than present stocks are being quoted at.

## *Wrapping Paper To Advance*

**Winnipeg.**

MISCELLANEOUS. — A sharp advance is looked for in all lines of wrapping paper, also paper bags. The paper market is very firm with advances noted in wax paper and book paper. Counter check books have also advanced. Owing to the steel strike and the labor situation, tin cans have shown a strong advance. Some manufacturers refuse to accept orders unless at prices current at time of shipment. This will affect baking powder, etc.

JAMS.—Heavy jam advances are looked for owing to the recent sugar advances. Very heavy buying in all jam lines is reported by the jobbers, and at present prices retailers are well ad-

Continued on page 40

# WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

## *Alberta Markets*

FROM CALGARY, BY WIRE.

Calgary, Alta., Jan. 20.—Porridge oats have advanced 90 cents a case. Baker's cocoa and chocolate are up two cents a pound. Magic baking powder and Royal yeast are higher. Procter and Gamble's soaps have advanced 25 cents a case. Fry's cocoa in half-pound cans has advanced to $3.35. New-laid eggs are quoted at 75 cents, and storage eggs at $18.00 a crate. Klim and some lines of package teas and coffee are higher.

| | | |
|---|---|---|
| Beans, small white, Japans, bus. | .... | 4 50 |
| Beans, Lima, per lb. | .... | 0 12½ |
| Rolled oats, brails | .... | 5 00 |
| Rice, Siam, cwt. | .... | 12 00 |
| Sago, lb. | .... | 0 11¾ |
| Flour | .... | 5 40 |
| Tapioca, lb. | .... | 0 14 |
| Sugar, pure cane, gran., cwt. | .... | 12 50 |
| Cheese, No. 1, Ontario, large | .... | 0 33 |
| Butter, Creamery | .... | 0 85 |
| Lard, pure, 3s, per case | .... | 21 60 |
| Bacon, lb. | .... | 0 47 |
| Eggs, new laid | .... | 0 75 |
| Tomatoes, 2½s, standard case | .... | 4 47 |
| Corn, 2s, standard case | .... | 3 96 |
| Peas, 2s, standard case | .... | 4 30 |
| Apples, gal. | .... | 3 26 |
| Apples, evaporated, per lb. | .... | 0 26 |
| Strawberries, 2s, Ont., case | .... | 9 75 |
| Raspberries, 2s, Ont., case | .... | 9 75 |
| Peaches, 2s, Ontario, case | .... | 7 85 |
| Plums, 2s, case | .... | 5 00 |
| Salmon, finest Sockeye, tall, case | .... | 17 80 |
| Salmon, pink, tall, case | .... | 10 25 |
| Peaches, Cal., 2½s | .... | 7 00 |
| Potatoes, bag | .... | 1 35 |

## *Saskatchewan Markets*

FROM REGINA, BY WIRE.

Regina, Sask., Jan. 20.—Market tendencies this week are all on the upgrade, with the exception of butter, which shows a decline of two cents a pound. Creamery butter is selling at 68 cents a pound. Storage eggs quoted at 60 cents. Fresh eggs, of which there are very few on the market, are quoted at 70 cents. Magic and Egg-O baking powder are higher. Chocolate nut bars are up to $1.10 per box, and all other lines of confectionery are from two to five cents a pound higher. Granulated sugar is quoted at $14.35.

| | | |
|---|---|---|
| Flour, 96s, per bbl. | .... | 12 95 |
| Beans, B.C. | 7 50 | 9 00 |
| Rolled oats, 80s | .... | 4 60 |
| Rice, Siam | 12 75 | 14 75 |
| Japan, No. 1 | 15 50 | 18 00 |
| Tapioca, lb. | .... | 0 14 |
| Sago, lb. | 0 13½ | 0 15½ |
| Sugar, pure cane, granulated, cwt | .... | 14 35 |
| Cheese, No. 1, Ontario, large | 0 32 | 0 33 |
| Butter, creamery, lb | .... | 0 68 |
| Do., dairy, lb. | 0 57 | 0 60 |
| Lard, pure, 3s, lb. | 0 32 | 0 32½ |
| Eggs, new laid, local | .... | 0 70 |
| Do., No. 1, storage, case | 17 00 | 18 00 |
| Tomatoes, 2½s, standard, case | 4 30 | 4 75 |
| Corn, 2s, case | 4 00 | 4 45 |
| Peas, 2s, standard, case | 4 20 | 4 75 |
| Strawberries, 2s, Ontario, case | .... | 10 30 |
| Raspberries, 2s, Ontario, case | .... | 10 30 |
| Cherries, 2s, red, pitted | 9 00 | 9 50 |
| Apples, evaporated | 0 22½ | 0 25½ |
| Do., 25s, lb. | .... | 0 26¾ |
| Peaches, evaporated, lb. | .... | 0 25¾ |
| Do., canned, 2s | .... | 7 50 |
| Prunes, 90-100s | .... | 0 16 |
| Do., 70-80s | .... | 0 17 |
| Do., 50-60s | .... | 0 20 |
| Do., 30-40s | .... | 0 26 |
| Do., 20-30s | .... | 0 31 |
| Raisins, bleached Sultanas | .... | 0 27 |
| Do., bulk, seedless | .... | 0 21 |
| Do., package, 11 oz. | .... | 0 16½ |
| Filiatras Currants, lb. | .... | 0 26 |
| Salmon, pink tall, case | .... | 10 25 |
| Do., Sockeye, tall, case | .... | 17 50 |
| Do., halves | 18 00 | 19 00 |
| Potatoes, Alta., per ton | .... | 65 00 |
| Oranges | 6 00 | 6 50 |
| Lemons | 6 25 | 7 00 |
| Grapefruit | 6 00 | 6 50 |
| Pears, evaporated, lb. | .... | 0 33½ |
| Pineapples, 2s | .... | 6 20 |
| Do., 2½s | .... | 7 90 |
| Spanish Malaga Raisins, 5½-lb. trays | .... | 0 23 |
| Do., Crowns, 21 lbs. | .... | 8 50 |

## *New Brunswick Markets*

FROM ST. JOHN, BY WIRE.

St. John, Jan. 20.—Flour prices have been readjusted, due to the increase in the cost of barrels, now quoted at $14.90. Rolled oats have slightly advanced, selling at $12.00. Baking powder, jellies and biscuits are up, owing to the higher cost of sugar. Potatoes are very firm. Fresh eggs are easier, selling at 75 cents. Storage eggs are quoted at 61 cents.

| | | |
|---|---|---|
| Flour, No. 1 patents, bbls., Man. | .... | 14 90 |
| Cornmeal, gran., bags | 6 00 | 6 10 |
| Cornmeal, ordinary | 3 85 | 3 90 |
| Rolled oats | .... | 12 00 |
| Rice, Siam, per 100 lbs. | .... | 14 75 |
| Tapioca, 100 lbs. | 13 50 | 15 00 |
| Molasses | .... | 1 25 |
| Sugar— | | |
| Standard, granulated | .... | 14 60 |
| No. 1, yellow | .... | 14 10 |
| Cheese, New Brunswick | .... | 0 32 |
| Cheese, Ont., twins | .... | .... |
| Eggs, fresh, doz. | .... | 0 75 |
| Eggs, storage | .... | 0 61 |
| Breakfast bacon | 0 38 | 0 40 |
| Butter, creamery, per lb. | .... | 0 70 |
| Butter, dairy, per lb. | .... | 0 64 |
| Butter, tub | .... | 0 60 |
| Lard, pure, lb. | 0 32 | 0 32½ |
| Lard, compound | 0 30½ | 0 31 |
| American clear pork | 60 00 | 65 00 |
| Beef, corned, 1s | 4 00 | 4 20 |
| Tomatoes, 2½s, standard case | .... | 4 20 |
| Raspberries, 2s, Ont., case | 4 40 | 4 45 |
| Peaches, 2s, standard, case | 7 25 | 7 35 |
| Corn, 2s, standard, case | .... | 3 75 |
| Peas, standard, case | .... | 4 10 |
| Apples, gal., N.B., doz. | 4 75 | 5 00 |
| Strawberries, 2s, Ont., case | .... | .... |
| Salmon, Red Spring, flats, cases | .... | 19 50 |
| Pinks | 11 00 | 11 50 |
| Cohoes | 15 00 | 15 50 |
| Chums | .... | 9 00 |
| Evaporated Apples, per lb. | 0 22½ | 0 23 |
| Peaches, per lb. | 0 27½ | 0 28 |
| Potatoes, Natives, per bbl. | .... | 5 00 |
| Onions, Can., 100-lb. bag | .... | 7 00 |
| Lemons, Cal., case | 5 00 | 6 00 |
| Oranges, Cal., case | 6 00 | 7 50 |
| Grapefruit, Cal., case | .... | 5 50 |
| Apples, Western, box | .... | 4 50 |
| Bananas, per lb. | 0 10 | 0 11 |
| Grapes, Malaga, keg | 11 00 | 13 00 |

### GENERAL MARKETS

(Continued from page 39)

vised to purchase sufficient for their requirements for some months to come.

OLIVES.—As the result of a very poor crop and lack of spot supplies, olives have shown considerable advance. Some manufacturers have advanced their price as much as 20 per cent.

# VANCOUVER

## *Rolled Oats Remain Steady*

Vancouver.

ROLLED OATS.—The market for rolled oats remain firm. The market rules generally as follows:

| | | |
|---|---|---|
| Rolled oats, 10s, case | .... | 5 25 |
| Do., 20s, case | .... | 5 40 |
| Do., 40s, case | .... | 5 25 |
| Do., 80-lb. bag | .... | 5 15 |
| Cornmeal, 10s | .... | 6 25 |
| Do., 49s | .... | 11 60 |
| Barley, patent | .... | 0 07¼ |
| Do., pearl | .... | 0 09 |
| Beans, B.C., white | .... | 0 07½ |
| Do., Cal., limia | .... | 0 12½ |
| Do., Manch., lima | .... | 0 16 |
| Do., Kotenashi | .... | 0 07½ |

## *Japan Rice Reported Higher*

Vancouver.

MISCELLANEOUS.—An announcement that vinegar is expected to advance 10 cents a gallon has been made. Japan rice is up to $325.00. Table salt is reported to be very scarce. An advance in coffee prices is expected.

## *Fruits Are in Very Good Demand*

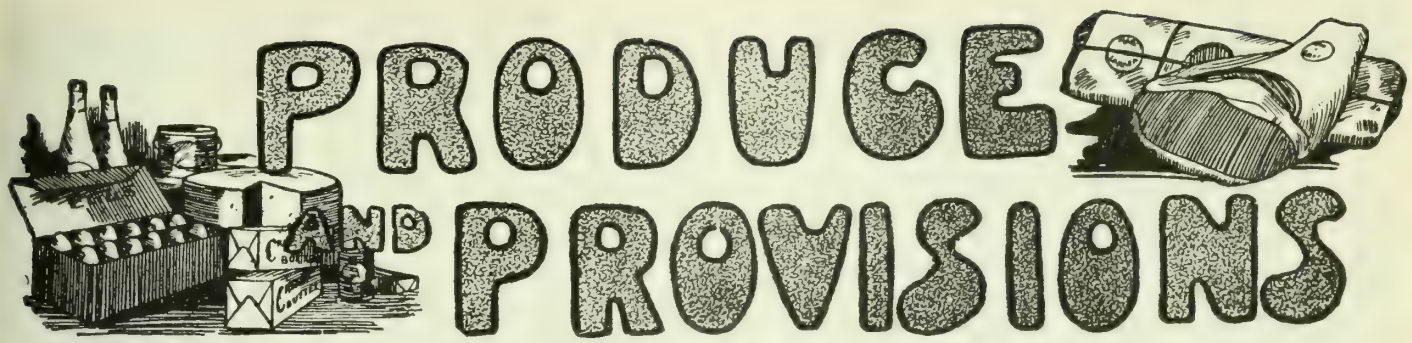
Vancouver.

FRUITS.—There is an active demand for California fruits. Oranges are quoted at $6.25, and lemons at $6.00 per case. Other prices remain firm.

## *Potatoes Show a Big Advance*

Vancouver.

POTATOES.—The potato market is very firm and supplies are scarce. The week's market shows an increase in price. Locals are quoted at $70 and Ashcrofts at $85 per ton.




# Advertising is One Way to Increase Meat Sales

## L. G. Kruse, Galt, Ont., Believes That His Advertisements in the Daily Town Paper Have Brought Him Much Business—Display is Also a Factor

ADVERTISING has played a big part in building up the business of L. G. Kruse, Main and Mill Streets, Galt, Ont. He calls his place the "Quality Meat Market." From a very small beginning six years ago, in a store across the street from his present premises, his business has expanded until now he has as fine a store of its kind as there is in Western Ontario. With all the modern equipment of a large city store, his place will bear comparison with many of the best. Refrigerator counters enclosed in glass, surround the store, and meats of all kinds, butter, cheese, eggs and vegetables are shown to advantage. Mr. Kruse also carries a good many grocery lines, but he has not developed his grocery department to a very great extent. It is his intention to later increase his stock of groceries, and to go after this trade.

### Advertising Increases Revenue

"Advertising has certainly paid me," Mr. Kruse told CANADIAN GROCER. Up to the present time, Mr. Kruse has only advertised on Fridays, with the idea of attracting week-end business. It is his intention, however, to also advertise in the mid-week, and to run Wednesday and Saturday specials. "I get direct results from advertising in the local paper," Mr. Kruse remarked. "It has greatly stimulated our Saturday business, and has brought trade to the store that has become permanent. Since putting in the new fixtures, two years ago, there has been a steady increase in the weekly turnover. Having the refrigerator counters keeps everything in splendid condition, and the fact that meats and produce can be displayed to such advantage, certainly has been a stimulus to trade. The counters have also facilitated the service to the public. Customers walk about the store and are able to see what they want, and the price is on it. It renders selling easier, as the goods are ever before the prospective buyers."

### Delivery a Feature

A thoroughly efficient service is the object of the Quality Meat Market, and in the matter of deliveries, seven are given daily. Mr. Kruse discontinued his own delivery some time ago, and now has fallen in with a co-operative plan. This system of delivery is controlled by one man, and accommodates several merchants. It is much better than having to look after your own, Mr. Kruse believes, and can be operated on a much cheaper basis, and at the same time, giving an improved service to his clientele.

### SALMON INDUSTRY WILL BE DESTROYED

If the present closed seasons are not extended, in a memorandum addressed to Hon. C. C. Ballantyne, Minister of Marine and Fisheries, Hon. William Sloan, Commissioner of Fisheries for the Province of British Columbia, advocates a complete and radical change in the policy of handling the fisheries of this province. After emphasizing the rapid depletion which is going on in the salmon fisheries of British Columbia, Mr. Sloan expresses his belief that the withdrawing of restrictions in the fishing regulations will have a disastrous effect upon the runs unless, at the time of amendment, most drastic additions are made to the present weekly and annual closed seasons.

"It is time," says Mr. Sloan, "that the Government stepped in to seriously protect the fish, eliminate all useless competition, over-equipment and waste, to the end that the people may be able to obtain at a fair price one of the natural food products of this province. To permit a further depletion of the salmon fisheries of the Province would be a policy which could only be characterized as a criminal policy. The fish of this Province, notwithstanding the depletion of both the salmon and the halibut, are still one of its greatest food assets. They are one of the greatest assets the Province possesses. With judicious handling the fisheries can be maintained for all time. The depleted fisheries can be built up, but they cannot be maintained if the present methods are to continue.

# Fresh Eggs More Plentiful; Stocks of Storage Eggs Very Low

FROM now on the condition of the egg market will be entirely a weather proposition. New-laids are commencing to arrive freely and consequently the price is somewhat easier, and, with the advent of milder weather, the price will continue to drop. But it has a long way to go yet before the price reaches the spring level. Some Chicago brokers are already offering futures for delivery in April at 42½ cents, packed for storage purposes.

In the Eastern and Western provinces new-laids have been arriving in fairly large quantities, and prices commenced to drop some weeks ago. New-laid eggs in Vancouver are now selling at 65 cents, and in Montreal at 85 cents a dozen.

A car of American new-laids is due to arrive in Toronto this week. The exchange rate will, however, make these too high for the handling of many.

Stocks of storage eggs throughout Canada are about depleted. The number held in storage on January 13 were just 17,080 cases, of these 615 cases were fresh and 16,465 were storage eggs. This compares with 18,729 cases a year ago. A year ago stocks of fresh eggs in storage were somewhat heavier, there being 2,005 cases of fresh and 16,724 cases of storage.

A large number of storage eggs are being shipped in from the United States. These, however, are of very poor quality and numerous complaints are heard. A dealer told CANADIAN GROCER that, in his opinion, these eggs were not good enough for export and therefore were dumped on the Canadian market.

Stocks of eggs in Great Britain have been very low and vast quantities have been exported. This, of course, has had the tendency to keep the prices high in Canada. During the season just closed, 854,529 cases have been exported to Great Britain, France and Belgium, as compared with 371,050 cases the previous year.

# Produce, Provision and Fish Markets

## QUEBEC MARKETS

MONTREAL, Jan. 21—The hog market rules somewhat firmer on account of fewer deliveries, and although no definite changes have been made, there is an upward tendency. Cured and cooked meats remain steady under an active demand. Shortening is firming and has advanced in one quarter to 29¼c. Lard is stronger. It is stated that the very active demand for this commodity may result in advances being made in the near future. Creamery butter has declined one cent. Supplies of fresh butter have been found insufficient to meet the demand and quality storage butter has been used to fill the gap. Supplies of eggs are still very light. The market remains firm under prevailing prices. There is a good demand for poultry and a brisk business in this line is reported. Young domestic ducks are selling at 42c per pound and turkeys have advanced to 52c. This is the season for fish and great satisfaction is expressed with the business being done. Large quantities of fish are moving towards this market and while prevailing prices are stated to be very reasonable, there is every indication that they will remain at same level for some time to come. Better deliveries of bulk oysters are reported, owing to an improvement in the weather in the South.

### *Hog Delivery Less; Prices Unchanged*

**Montreal.**

FRESH MEATS.—The hog markets have revealed little or no quotable change over those of a week ago, although it is stated that fewer supplies are coming into the market. Live hogs are selling at from $18.50 to $19. The undertone of the market is somewhat firmer and a fair business is being done.

| | | |
|---|---|---|
| **FRESH MEATS—** | | |
| Hogs, live (scales) | 18 50 | 19 00 |
| Hogs, dressed— | | |
| Abattoir killed, 65-90 lbs | 25 00 | 25 50 |
| **Fresh Pork—** | | |
| **Leg of Pork (foot on)** | .... | **0 31½** |
| Loins (trimmed) | .... | 0 35 |
| **Loins (untrimmed)** | .... | **0 32** |
| **Bone trimmings** | 0 18 | **0 21** |
| **Trimmed shoulders** | .... | **0 25** |
| **Untrimmed** | .... | **0 23** |
| Pork sausage (pure) | .... | 0 23 |
| **Farmer sausages** | .... | **0 18** |
| **Fresh Beef—** | | |
| **(Cows)** | **(Steers)** | |
| $0 19 $0 22 | Hind quarters | $0 26 $0 28 |
| 0 12 0 14 | Front quarters | 0 15 0 17 |
| .... 0 27 | Loins | .... 0 38 |
| .... **0 22** | **Ribs** | .... **0 26** |
| .... 0 12 | Chucks | .... 0 14 |
| .... 0 18 | Hips | .... 0 19 |
| **Calves (as to grade)** | 0 22 | 0 28 |
| **Lambs, 50-80 lbs. (whole carcass), lb.** | .... | **0 28** |
| **No. 1 Mutton (whole carcass), 45-50 lbs., lb.** | .... | **0 18** |

### *Cured Meats Remain Steady*

**Montreal.**

CURED MEATS.—There are no new developments in the market for smoked and cured meats, which remain steady on an unchanged price basis. A fairly active demand is manifested and the market is decidedly firm.

| | | |
|---|---|---|
| **Hams—** | | |
| Medium, smoked, per lb.— | | |
| (Weights) 8-10 lbs. | .... | 0 35 |
| 12-14 lbs. | .... | 0 36 |
| 14-20 lbs. | .... | 0 35 |
| 20-25 lbs. | .... | .... |
| **25-35 lbs.** | .... | **0 30** |
| **Over 35 lbs.** | .... | **0 28½** |
| **Boneless (for slicing), 4c advance over above prices.** | | |
| **Bacon—** | | |
| Breakfast | .... | 0 48 |
| **Cottage Rolls** | .... | **0 32½** |
| Picnic Hams | .... | 0 24 |
| **Barrel Pork— —** | | |
| **Canadian short cut (bbl.), 25-35 pieces** | .... | **54 00** |
| **Clear fat backs (bbl.), 40-50 pieces** | .... | **55 00** |
| **Heavy mess pork (bbl.)** | .... | **52 00** |
| Plate Beef | .... | 30 00 |
| Mess Beef | 23 00 | 28 00 |
| Bean Pork | .... | 48 00 |

### *Cooked Meats Hold Firmly*

**Montreal.**

COOKED MEATS.—There is a fairly good demand reported this week for cooked meats, and although the price basis remains unchanged, tendencies are firm.

| | | |
|---|---|---|
| **Jellied pork tongues** | .... | **0 40** |
| Jellied Pressed Beef, lb. | .... | 0 32 |
| **Ham and tongue, lb.** | .... | **0 30** |
| **Veal and tongue** | .... | **0 23** |
| Hams, cooked | .... | 0 47 |
| Shoulders, roast | .... | 0 50 |
| Shoulders, boiled | .... | 0 43 |
| **Pork pies (doz.)** | .... | .... |
| **Blood pudding, lb.** | .... | **0 12** |
| **Mince meat, lb.** | 0 15 | **0 19** |
| Sausage, pure pork | 0 18 | 0 25 |
| Bologna, lb. | .... | 0 15 |

### *Shortening Firmer Under Brisk Demand*

**Montreal.**

SHORTENING.—A firmer feeling is manifested in the shortening market this week and pails (20 lbs.) have advanced to 29¼ cents per pound. It is stated that while a great number of people seem to prefer lard, there is always an active demand for shortening from restaurants and places where cooking is done extensively.

| | | |
|---|---|---|
| **SHORTENING—** | | |
| Tierces, 400 lbs., per lb. | .... | 0 28½ |
| Tubs, 50 lbs., per lb. | .... | 0 29 |
| Pails, 200 lbs., per lb. | .... | 0 29¼ |
| Bricks, 1 lb., per lb. | .... | 0 30½ |

### *Margarine Prices Are Unchanged*

**Montreal.**

MARGARINE.—There is an active demand for margarine which remains steady on an unchanged price basis. Supplies are found to be adequate and the undertone is firm.

| | | |
|---|---|---|
| **MARGARINE—** | | |
| Prints, according to quality, lb. | 0 39 | 0 40 |
| Tubs, according to quality, lb.. | 0 31 | 0 34 |

### *Lard Stronger; Active Demand*

**Montreal.**

LARD.—Under a very active demand a considerably stronger feeling is manifested in this market and although prices have declined a little in one quarter, the general feeling is that lard is more likely to advance than decline in the near future. Supplies are only fair, but a brisk business is being done in this commodity.

| | | |
|---|---|---|
| **LARD—** | | |
| Tierces | .... | 0 30½ |
| Tubs | .... | 0 31 |
| Pails | .... | 0 31¼ |
| Bricks | .... | 0 32½ |

### *Firmer Tone in Cheese Market*

**Montreal.**

CHEESE.—A firmer tone has prevailed in this market during the past week, although the price basis remains unchanged. At the present time there is little cheese on the market and little prospect of additional supplies for some time to come.

| | | |
|---|---|---|
| **CHEESE—** | | |
| New, large, per lb. | .... | 0 31 |
| Twins, per lb. | .... | 0 31 |
| Triplets, per lb. | 0 31 | 0 32 |
| Stilton, per lb. | .... | 0 35 |
| Fancy, old cheese, per lb. | .... | 0 35 |

### *Creamery Butter Declines One Cent*

**Montreal.**

BUTTER. — Supplies of fresh made butter have not been found sufficient to meet the local demand and quality storage butter has been used to fill the gap. Creamery prints (quality storage) are selling at from 67 to 68 cents per pound, and creamery solids have also declined one cent.

| | | |
|---|---|---|
| **BUTTER—** | | |
| Creamery, prints, quality storage | 0 67 | 0 68 |
| Creamery, solids, quality storage | 0 65 | 0 66 |
| Dairy, in tubs, choice | 0 62 | 0 63 |
| **Dairy prints** | **0 62** | **0 63** |
| **Bakers'** | .... | **0 55** |

### *Egg Supplies Show Little Improvement*

**Montreal.**

EGGS.—The demand for storage eggs continues steady but the supplies are still very limited. The number of cases

coming in is far short of arrivals at this time last year. New laids are, of course, almost out of the question, for this is not the heavy laying season. Prices remain unchanged and the undertone of the market is somewhat firmer.

| | | |
|---|---|---|
| EGGS— | | |
| No. 2 | .... | 0 50 |
| No. 1 | 0 53 | 0 55 |
| Selects | 0 62 | 0 63 |
| New Laids | 0 85 | 0 90 |

## *Young Ducks Advance; Turkeys Are Higher*

**Montreal.**

POULTRY. — Young domestic ducks have advanced from 38 cents to 42 cents per pound and turkeys are good sellers at the advanced price of 52 cents. There is at the present time a brisk demand for poultry and the market is decidedly firmer. Supplies are stated to be fairly ample and no difficulties have been reported filling demands.

| POULTRY (dressed)— (Selling Prices) | | |
|---|---|---|
| Chickens, roasting (3-5 lbs.) | 0 37 | 0 40 |
| Chickens, roasting (milk fed) | 0 42 | 0 44 |
| Ducks— | | |
| Brome Lake (milk fed green) | .... | 0 47 |
| Young Domestic | | 0 42 |
| Turkeys (old toms), lb. | .... | 0 52 |
| Do. (young) | | 0 55 |
| Geese | .... | 0 32 |
| Old fowls (large) | .... | 0 34 |
| Do. (small) | .... | 0 30 |
| (Buying Prices) | Live | Dressed |
| Chickens, light weights | 0 19 | 0 24 |
| Do., heavy weights | 0 22 | 0 27 |
| Ducks, young | 0 30 | 0 34 |
| Geese— | | |
| Young | 0 23 | 0 26-0 28 |
| Old | 0 17 | 0 20-0 21 |
| Fowls | 0 18 | 0 21 |
| Turkeys | 0 43 | 0 48-0 50 |

## *Steady Increase in Fish Sales*

**Montreal.**

FISH.—Cold weather is good for the sale of fish and great satisfaction is expressed with the brisk business being done at the present time. Large quantities of fresh and frozen fish are on the move. One large dealer states that he has ten car-loads on the way to Montreal. Prices are reasonable and there is every indication that they will remain on same level for some time. The coming of Lent is stimulating the dealer to augment his stock. Thanks to an improvement in the weather in the South, the supplies of bulk oyters are much greater.

| FRESH FISH | | |
|---|---|---|
| Haddock | 0 08½ | 0 09 |
| Steak, cod | 0 11 | 0 13 |
| Market cod | 0 07½ | 0 08 |
| Mackerel | .... | 0 18 |
| Flounders | 0 08 | 0 10 |
| Prawns | .... | 0 35 |
| Live Lobsters | .... | 0 60 |
| Salmon (B.C.), per lb., Red | .... | 0 30 |
| Skate | .... | 0 12 |
| Shrimps | .... | 0 40 |
| Whitefish | .... | 0 16 |
| FROZEN FISH | | |
| Gaspereaux, per lb. | 0 06½ | 0 07 |
| Halibut, large and chicken | 0 18 | 0 19 |
| Halibut, Western, medium | 0 20 | 0 21 |
| Haddock | 0 07 | 0 07½ |
| Mackerel | 0 15 | 0 16 |
| Dore | 0 15 | 0 16 |
| Smelts, No. 1, per lb. | 0 16 | 0 18 |
| Smelts, No. 2, per lb. | 0 11 | 0 12 |
| Smelts, extra large | .... | 0 26 |
| Pike, headless and dressed | 0 11 | 0 12 |
| Market Cod | 0 06½ | 0 07 |
| Whitefish, small | 0 12 | 0 13 |
| Sea Herrings | 0 07 | 0 07½ |
| Steak Cod | 0 08½ | 0 09 |
| Gaspe Salmon, per lb. | 0 24 | 0 25 |
| Salmon, Cohoes, round | 0 19 | 0 20 |
| Salmon, Qualla, hd. and dd. | 0 13 | 0 14 |
| Whitefish | 0 15 | 0 16 |
| Lake Trout | 0 19 | 0 20 |
| Lake Herrings, bag, 100 lbs. | .... | 4 50 |
| Alewires | 0 05½ | 0 06 |
| SALTED FISH | | |
| Codfish— | | |
| Large bbls., 200 lbs. | .... | 18 00 |
| No. 1, medium, bbl., 200 lbs. | .... | 16 00 |
| No. 2, 200-lb. bbl. | .... | 14 00 |
| Strip boneless (30-lb. boxes), lb. | .... | 0 20 |
| Boneless (24 1-lb. cartons), lb. | .... | 0 20 |
| Ivory (2-lb. blocks, 20-lb. boxes) | .... | 0 16 |
| Shredded (12-lb. boxes) | 2 40 | 2 50 |
| Dried, 100-lb. bbl. | .... | 16 00 |
| Skinless, 100-lb. boxes | .... | 16 50 |
| Pollock, No. 1, 200-lb. barrel | .... | 14 00 |
| Boneless cod (2-lb.) | .... | 0 23 |
| PICKLED FISH | | |
| Herrings, Scotch cured, half bbl. | .... | 12 00 |
| Do., Scotia, barrel | .... | 12 00 |
| Do., half barrel | .... | 6 50 |
| Mackerel, barrel | .... | 25 00 |
| Salmon, B.C., 200 lbs. | .... | 25 00 |
| Labrador Salmon, barrels | .... | 26 00 |
| Sea Trout, 200-lb. barrels | .... | 23 00 |
| Turbot, 200 lbs. | 20 00 | 22 00 |
| Codfish, tongues and sound, lb. | .... | 0 13 |
| Eels, lb. | 0 15 | 0 16 |
| SMOKED FISH | | |
| Haddies, BXs, per lb. | 0 11 | 0 12 |
| Fillets | 0 17 | 0 18 |
| Bloaters, box | .... | 2 50 |
| Kippers | 2 15 | 2 50 |
| Digby Chicks, in bundles, per box | .... | 0 24 |
| Boneless Smoked Herring, 10-lb. box, lb. | .... | 0 22 |
| OYSTERS | | |
| Cape Cod, per barrel | 13 00 | 15 00 |
| Batouche, per barrel | .... | 14 00 |
| Malpeques shell oysters, choice, bbl. | .... | 16 00 |
| Do., XXX, bbl. | .... | 15 00 |
| Scallops, gallon | .... | 4 00 |
| Can No. 1 (Solids) | 2 50 | 3 00 |
| Can No. 3 (Solids) | 7 50 | 8 40 |
| Can. No. 5 (Solids) | 11 20 | 12 00 |
| Can No. 1 (Selects) | 2 40 | 3 00 |
| Can No. 3 (Selects) | 6 75 | 9 00 |
| SUNDRIES | | |
| Paper Oyster Pails, ⅛ per 100 | .... | 1 50 |
| Paper Oyster Pails, quart size, per 100 | | 2 25 |
| Crushed Oyster Shells, 100-lbs. | | 1 50 |

# ONTARIO MARKETS

TORONTO, Jan. 23—The market for provisions and produce this week is slightly higher, owing, probably, to the heavy snow storm which has held back shipments. Live hogs are quoted at $17.75 on the fed and watered basis. Lard is quoted 2½ cents a pound higher and shortening a cent a pound higher. Fresh eggs are selling at 85 cents a dozen and storage eggs at 60 cents a dozen.

## *Dressed Hogs Up in Price*

**Toronto.**

FRESH MEATS.—There are a few changes in the price of fresh meats this week. Live hogs are selling at $17.75 on the fed and watered basis, and dressed hogs are quoted a dollar a hundred higher. Fresh beef is slightly easier, selling at 22 to 27 cents a pound for the front quarter and 14 to 17 cents for the hind quarter. Calves are higher, selling at 26 to 30 cents and lambs at 30 to 32 cents.

| FRESH MEATS | | |
|---|---|---|
| Hogs— | | |
| Dressed, 70-100 lbs., per cwt. | .... | 26.00 |
| Live off cars, per cwt. | .... | 17 00 |
| Live, fed and watered, per cwt. | 16 25 | 17 25 |
| Live f.o.b., per cwt. | .... | 16 25 |
| Fresh Pork— | | |
| Legs of Pork, up to 18 lbs. | .... | 0 31 |
| Loins of pork, lb. | 0 35 | 0 37½ |
| Tenderloins, lb. | 0 47 | 0 48 |
| Spare ribs, lb. | .... | 0 22 |
| Picnics, lb. | 0 22 | 0 24 |
| New York shoulders, lb. | .... | 0 27 |
| Boston butts, lb. | .... | 0 30 |
| Montreal shoulders, lb. | .... | 0 26 |
| Fresh Beef—from Steers and Heifers— | | |
| Hind quarters, lb. | 0 22 | 0 27 |
| Front quarters, lb. | 0 14 | 0 17 |
| Ribs, lb. | 0 18 | 0 32 |
| Chucks, lb. | 0 14 | 0 16 |
| Loins, whole, lb. | 0 32 | 0 36 |
| Hips, lb. | 0 20 | 0 22 |
| Cow beef quotations about 2c per pound below above quotations. | | |
| Calves, lb. | 0 26 | 0 30 |
| Spring lamb, lb. | .... | 0 32 |
| Sheep, whole, lb. | 0 16 | 0 20 |
| Above prices subject to daily fluctations of the market. | | |

## *Hams and Bacon Selling Freely*

**Toronto.**

PROVISIONS.—There is a good demand for hams and bacon. Prices remain unchanged.

| | | |
|---|---|---|
| Hams— | | |
| Medium | 0 34 | 0 35 |
| Large, per lb. | 0 29 | 0 30 |
| Heavy | 0 28 | 0 29 |
| Backs— | | |
| Skinned, rib, lb. | 0 49 | 0 50 |
| Boneless, per lb. | 0 52 | 0 55 |
| Bacon— | | |
| Breakfast, ordinary, per lb. | 0 40 | 0 45 |
| Breakfast, fancy, per lb. | 0 48 | 0 52 |
| Roll, per lb. | 0 29 | 0 30 |
| Wiltshire (smoked sides), lb. | 0 33 | 0 35 |
| Dry Salt Meats— | | |
| Long clear bacon, av. 50-70 lbs. | .... | 0 27 |
| Do., av., 80-90 lbs. | .... | 0 25 |
| Clear bellies, 15-30 lb. | .... | 0 28 |
| Sausages in brine, keg, 35 lbs. | .... | 7 35 |
| Fat backs, 16-20 lbs. | .... | 0 30 |
| Out of pickle prices range about 2c per pound below corresponding cuts above. | | |
| ing, per lb. | .... | 0 44 |
| Barrel Pork— | | |
| Mess pork, 200 lbs. | .... | 42 00 |
| Short cut backs, bbl. 200 lbs. | .... | 50 00 |
| Picked rolls, bbl., 200 lbs.— | | |
| Heavy | .... | 50 00 |
| Lightweight | .... | 60 00 |
| Above prices subject to daily fluctuations of the market. | | |

## *Cooked Meats Selling Steadily*

**Toronto.**

COOKED MEATS.—The demand for cooked meats is very moderate, cooked hams being in steady demand. The prices remain unchanged.

| | | |
|---|---|---|
| Boiled hams, lb. | 0 47 | 0 50 |
| Hams, roast, without dressing, lb. | 0 50 | 0 52 |
| Shoulders, roast, without dress- | | |
| Head Cheese, 6s, lb. | 0 12 | 0 14 |
| Choice jellied ox tongue, lb. | .... | 0 55 |
| Jellied pork tongue | 0 49 | 0 50 |
| Above prices subject to daily fluctuations of the market. | | |

## *Fresh Eggs Are Quoted Lower*

**Toronto.**

EGGS.—There is a brisk demand for both fresh and storage eggs. Fresh eggs are arriving quite freely and lower prices are expected. Stocks of Ontario storage eggs are almost depleted and consequently quite a number are arriving from the American side.

| | | |
|---|---|---|
| EGGS— | | |
| No. 1 storage, doz. | .... | 0 60 |

| | | |
|---|---|---|
| Selects | 0 66 | 0 68 |
| Special new laids, in cartons | .... | 0 85 |

Prices shown are subject to daily fluctuations of the market.

## *Butter Market a Little Easier*

**Toronto.**

BUTTER.—The butter market is slightly lower, fresh creamery prints being quoted at 66 to 69 cents, a drop of one cent a pound.

| BUTTER— | | |
|---|---|---|
| Creamery prints (fresh made) | 0 66 | 0 69 |
| Dairy prints, fresh, lb. | 0 58 | 0 60 |
| Dairy prints, No. 1, lb. | .... | 0 56 |

## *Cheese Market is Unchanged*

**Toronto.**

CHEESE.—The cheese market is quite firm and sales are brisk.

| CHEESE— | | |
|---|---|---|
| Large | 0 31 | 0 32½ |
| Stilton | 0 34 | 0 36 |

Twins 1c higher than large cheese. Triplets 1½c higher than large cheese.

## *Margarine is in Good Demand*

**Toronto.**

MARGARINE.—The demand for margarine is steadily increasing, and especially the nut margarine. Prices are unchanged.

| MARGARINE— | | |
|---|---|---|
| 1 lb. prints, No. 1 | 0 36 | 0 37 |
| Do., No. 2 | 0 34 | 0 36 |
| Do., No. 3 | 0 30 | 0 31 |
| Nut margarine, lb. | 0 34 | 0 35 |

## *Lard Prices Have Advanced*

**Toronto.**

LARD. — The lard market is quite strong and prices have advanced 2½ cents a pound. There is a good demand.

| LARD— | | |
|---|---|---|
| Tierces, 400 lbs. lb. | 0 31½ | 0 32 |

In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces.

## *Shortening is Up a Cent a Pound*

**Toronto.**

SHORTENING.—There is a big demand for shortening and prices have advanced one cent a pound.

| SHORTENING— | | |
|---|---|---|
| Tierces, 400 lbs. | 0 28 | 0 29 |

## *Chickens Are Now 35 Cents a Pound*

**Toronto.**

POULTRY.—There is a good demand for all kinds of poultry and receipts are fairly heavy. Spring chickens are selling quite freely and show a slight advance in price.

Prices paid by commission men at Toronto:

| | Live | Dressed |
|---|---|---|
| Turkeys, old, lb. | -$0 35 | -$0 45 |
| Do., young, lb | - 0 35 | - 0 48 |
| Roasters, lb. | - 0 22 | - 0 28 |
| Fowl, over 5 lbs. | - 0 29 | - 0 32 |
| Fowl, 4 to 5 lbs. | - 0 28 | - 0 32 |
| Fowl, under 4 lbs. | - 0 20 | - 0 25 |
| Ducklings, 3½ lbs. up | - 0 25 | - 0 32 |
| Geese | - 0 18 | - 0 28 |
| Guinea hens, pair | - 1 25 | - 1 50 |
| Spring chikens, live | - 0 25 | - 0 32 |

Prices quoted to retail trade:—

| | | Dressed |
|---|---|---|
| Hens, heavy | .... | 0 32 |
| Do., light | 0 20 | 0 28 |
| Chickens, spring | 0 28 | 0 35 |
| Ducklings | 0 28 | 0 34 |
| Geese | 0 28 | 0 33 |
| Turkeys | .... | 0 55 |

## *Brisk Demand For Fish*

**Toronto.**

FISH.—There is an active demand for smoked and frozen fish. White fish is quoted one cent a pound higher this week and is the biggest seller on the market. Smoked ciscoes are selling at 18 cents a pound. Smoked haddies are quoted at 13 cents and fillets at 17 cents a pound.

| FRESH SEA FISH. | | |
|---|---|---|
| Cod Steak, lb. | 0 12 | 0 14 |
| Do., market, lb. | .... | 0 07 |
| Haddock, heads off, lb. | .... | .... |
| Do., heads on, lb. | 0 08 | 0 11 |
| Halibut, chicken | .... | .... |
| Do., medium | .... | .... |
| Fresh Whitefish | .... | .... |
| Fresh Herring | .... | .... |
| Flounders, lb. | .... | .... |
| Oysters, No. 1 can | .... | 3 40 |
| Do., No. 3 can | 9 50 | 9 80 |
| Do., No. 5 can | .... | 16 00 |
| Blue Point oysters, 800s | .... | 15 75 |
| Do., 1000s | .... | 14 00 |
| FROZEN FISH | | |
| Salmon, Red Spring | .... | 0 24 |
| Do., Cohoe | 0 20 | 0 22 |
| Do., Qualla | 0 13 | 0 14 |
| Halibut, chicken | 0 18 | 0 19 |
| Do., medium | 0 20 | 0 21 |
| Do., jumbo | 0 19 | 0 20 |
| Whitefish, lb. | .... | 0 12 |
| Herring | 0 05 | 0 09 |
| Mackerel | 0 12 | 0 13 |
| Flounders | 0 10 | 0 11 |
| Trout | 0 17 | 0 18 |
| Pickerel, dressed | 0 14 | 0 15 |
| Smelts | 0 16 | 0 25 |
| Spanish Mackerel | .... | 0 30 |
| Pike, round | .... | 0 10 |
| Do., headless and dressed | 0 10 | 0 11 |
| SMOKED FISH | | |
| Haddies, lb. | 0 12 | 0 13 |
| Fillets, lb. | .... | 0 17 |
| Kippers, box | .... | 2 40 |
| Bloaters, box | .... | 2 25 |
| Ciscoes, lb. | .... | 0 18 |

# WINNIPEG MARKETS

## *Bacon Prices Are Unchanged*

**Winnipeg.**

PROVISIONS.—There is an active demand for all provisions, with prices holding steady.

| | | |
|---|---|---|
| Breakfast Bacon, 4-6-lb. average | .... | 0 51½ |
| Do., 6-8 lb. average | .... | 0 51½ |
| Do., 8-10 lb. average | .... | 0 51½ |
| Do. Bellies, 6-10 lb. average | .... | 0 41 |
| Do., 14-16 lb. average | .... | 0 39½ |
| Hams, 8-12 lb. average | .... | 0 37½ |
| Do., 12-16 lb. average | 0 35 | 0 37½ |
| Do., 16-20 lb. average | 0 31½ | 0 34 |

## *Butter Firm; Prices Unchanged*

**Winnipeg.**

BUTTER.—Prices remain unchanged. Market steady and firm. Supplies have been better the past week. Prices are:

| | | |
|---|---|---|
| Finest creamery, 1s | .... | 0 69 |
| Do., solids | .... | 0 68 |
| Choice creamery, 1s | .... | 0 68 |
| Do., solids | .... | 0 67 |
| Dairy, finest, 1s | .... | 0 62 |
| Do., solids | .... | 0 61 |
| Margarine, 1-lb. prints | 0 39 | 0 39½ |
| Do., solids | .... | 0 38 |

## *Hog Market Holding Steady*

**Winnipeg.**

The hog market remains very steady. Supplies are arriving more freely, with a steady demand reported.

## *Eggs Are Still Advancing*

**Winnipeg.**

EGGS.—Eggs show an advance of from one to two cents per dozen.

| | | |
|---|---|---|
| Choice, in cartons | .... | 0 72 |
| No. 1 candled | .... | 0 61 |
| Strictly fresh from farmers | 0 92 | 0 95 |

## *Lard Prices Remain Firm*

**Winnipeg.**

LARD.—The lard market is very firm. The price quoted this week is 33½ cents per pound.

## *Tallow Shows Strong Advance*

**Winnipeg.**

TALLOW.—Tallow has been steadily advancing, which, as stated last week, was largely responsible for the recent advance in soaps.

| | | |
|---|---|---|
| Tallow, prime, per lb. | .... | 0 19½ |
| Do., B, per lb. | .... | 0 15 |
| Do., edible, refined— | | |
| 50-lb. tubs | .... | 11 85 |
| 20 lb. pails | .... | 5 20 |

## *Fish is Steady; Prices Unchanged*

**Winnipeg.**

FISH.—There is a very active demand for fish of all kinds. Prices are unchanged.

# VANCOUVER MARKETS

## *Butter Prices Reported Steady*

**Vancouver.**

BUTTER.—The best creamery butter is selling at 73 cents per pound.

## *Eggs At 65 Cents Per Dozen*

**Vancouver.**

EGGS.—Local fresh are selling at 65 cents per dozen. There is an active demand.

## *Margarine is Much Easier*

**Vancouver.**

MARGARINE. — The market for margarine has declined two cents a pound, selling at 40 cents.

## *Lard Remains At Firm Prices*

**Vancouver.**

LARD.—The lard market is very firm now, selling at 32 cents per pound.

DAVIES QUALITY PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED TORONTO

# DAVIES
# Wiltshire Bacon

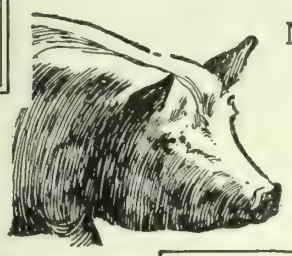
## Is the Kind of Bacon that Brings Customers Back to Your Store for More

IF YOU could see how carefully each side of Davies Wiltshire Bacon is selected and cured, then smoked just the right length of time over fragrant hardwood fires—which process not only preserves but actually *enhances* its sweet natural flavor—you would easily understand why this bacon is so much appreciated.

The Canadian housewife who is on the lookout for *good* bacon will be delighted to buy "Davies' Wiltshire," once she realizes how much superior it is to ordinary bacon—and one sale always leads to more.

Feature *Davies Wiltshire Bacon* in your provision department and watch your business grow !

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO
MONTREAL CHICAGO



MARIGOLD

MARIGOLD

**"The Greatest Seller of Its Kind in the World"**

MORRIS & COMPANY, Chicago, U. S. A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

OLIVE BUTTER
DELICIOUS FOR SANDWICHES SALADS ETC AN UNEQUALLED APPETIZER
MADE FROM SELECTED PURE SPICED OLIVES PIMENTO AND MALT VINEGAR
PRODUCED BY E.W. JEFFRESS LIMITED
WALKERVILLE CANADA

# OLIVE BUTTER

Unquestionably appetizingly popular.

A palatable product prepared from Selected Spices, Olives, Pimento and Malt Vinegar — the Very Highest Grade Obtainable.

Prominently displayed, Olive Butter will prove itself a brisk seller.

HAVE A STOCK OF OLIVE BUTTER ON HAND AND DISPLAY IT EVERY DAY.

**Sold and Manufactured by**

## E. W. Jeffress, Limited

WALKERVILLE, ONT.

W. G. Patrick & Co., Limited, Toronto and Winnipeg
Selling Agents for our Blue Seal Lines

SALT PLANT, WINDSOR, ONTARIO

Of all the good things which Canada has given to the world, none hold a higher rank for purity and quality than

**Windsor Table Salt**
Made in Canada

THE CANADIAN SALT CO., LIMITED

WINDSOR, ONT.

# Brunswick Brand Sea Foods

## are Advertised on Front Page of This Issue.

These are only a few of the many lines we pack. Each line is a leader and you can recommend

# Brunswick Brand Sea Foods

to your most particular customers. Notice how attractive these packages are. They make nice counter displays. Make sure you have a complete stock of these delicious sea foods.

***Easy to Sell*** ***Good Profits***

## CONNORS BROS.

BLACK'S HARBOUR, N.B.

# The Quality First Marmalade

In times of prosperity like the present, people look first at *quality*.

## Shirriff's

**True Seville Orange Marmalade**

is a quality article, as you will see for yourself when we tell you it is made from Seville oranges imported from Spain, and real cane sugar—nothing more, nothing less.

Its bitter-sweet true marmalade flavor wins lasting customers wherever it is tried. That is our experience.

Nowadays the quality article is the seller. In marmalades, its label bears the name Shirriff.

Good business suggests to you a trial order of a case or two.

We have available for our dealers attractive new window cards which will be sent on request.

**Imperial Extract Company**

**Toronto - Ontario**

# There's Money in your Old Bags

if you sell them to us. Just gather them together and send them to us. We pay the highest price for old Jute Sugar Bags and Cotton Liners.

(Regular market—no quantity too small or too large).

**Scientific Reclamation of Commercial Waste**

## E-PULLAN

TORONTO

# KEYSTONE

## HOUSEHOLD BRUSHES

"Keystone" Household Brushes are the right brushes for you to stock and push—because they are the best brushes that can be made for the prices asked.

The housewife appreciates the fact that brushes which hold their bristles will save time and money. You can sell "Keystone" Household Brushes with this assurance, and your customers will depend on your statements when buying again.

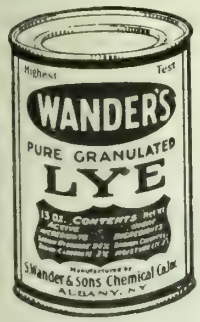
**For prices, etc., write**

**Stevens-Hepner Co., Limited**
**Port Elgin, Ont.**

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

**STEVENS-HEPNER CO., Limited**
**PORT ELGIN, ONTARIO**

HANDY SNAP TOP




A LYE that is TRUE

# Sanitary WANDER'S Products

NOW IS THE TIME

WANDER'S CHLORINATED LIME & WANDER'S HIGHEST TEST LYE

SELL FASTEST

THEIR DAILY USE KEEPS THE HOME SANITARY

## S. WANDER & SONS CHEMICAL CO., Inc.

Main Office and Factory : ALBANY, N.Y.

Represented by OPPENHEIMER BROS. and RICHARDSON, Winnipeg

HANDY SNAP TOP

Kills Germs Bleachss
Destroys Odoer

# RICE
# RICE FLOUR
# RICE MIDDLINGS

## Mount Royal Milling and Mfg. Coy., Limited

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
*Agents*
MONTREAL

# The Beef Cubes that sell

OXO Cubes sell themselves. All you need do is to bring them to the notice of your customers. Their handiness—goodness and economy make an immediate appeal to all classes—men and women—rich and poor alike.

Once a customer buys OXO Cubes you are sure of repeat orders.

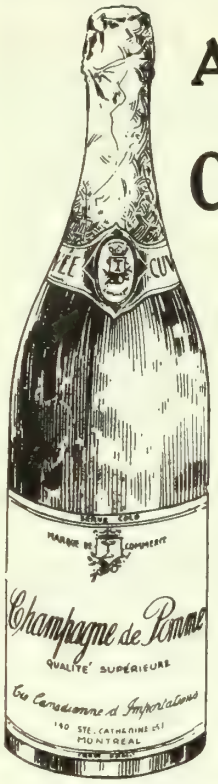
Millions of OXO Cubes are being sent out to meet the huge demand created by our extensive advertising.

Let us help you to get your share of the big things we are doing.

## Oxo Limited

Montreal 356 St. Antoine Street
Toronto 441 King St. West
Winnipeg 203 Bon Accord Block
and
London, England

OXO CUBES




# A New Drink

# Champagne de Pomme

Made from the juice of Canadian apples. A most delicious and refreshing drink.

Put up in pints, bottles or splits.

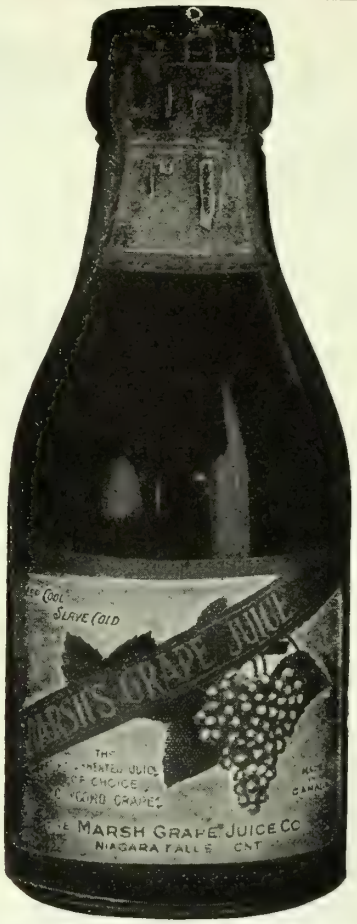
Every grocery store in Canada can sell this delicious beverage.

Packed 2 doz. to the case.

Order from your wholesaler or direct to

## Cie Canadien Importations

**140 St. Catherine St. E., Montreal**




# It Keeps on Selling

The popularity of Marsh's never wanes. People who buy it once buy it regularly.

And there's a good profit in every sale. Are you well supplied?

**The Marsh Grape Juice Company**
**NIAGARA FALLS, ONT.**

Agents for Ontario, Quebec and Maritime Provinces:

**The McLaren Imperial Cheese Company Limited**
Toronto and Montreal

## *It's Profitable Because—*

# 100% PURE

# COSGRAVE'S PURE MALT Vinegar

Better to sell this branded, bottled vinegar than the bulk article. No waste — no loss — no deterioration. Easily handled—makes fine display. Quality guaranteed.

**RETAILS**
**15c and 25c**

**WELL ADVERTISED**

**Write us or ask your jobber for trade prices.**

# Y & S
# STICK LICORICE
## in 10c Cartons

**Everything in Licorice for all Industries using**

## LICORICE

**in any form.**

***Made in Canada by***

## National Licorice Company
**MONTREAL**

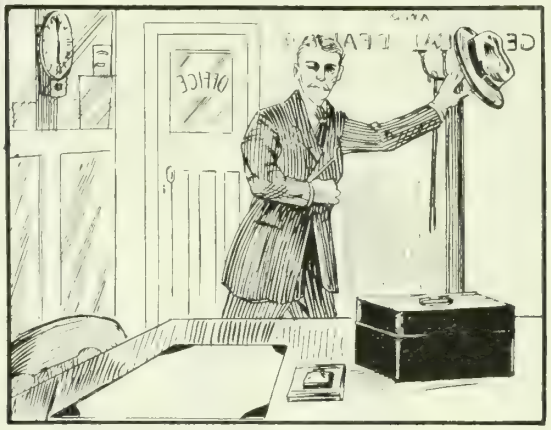
## THIS

Everything disorder and worry.

*Why Spend, Money, Time and Energy in Keeping Credit Records?*

OR

## THIS



Everything in order and contentment.

*If You Must Keep Credit Records, Then*

## THE SECURITY ENVELOPE FILE CHECK SYSTEM OF KEEPING ACCOUNTS

Will save your Money, Time and Energy and give you **PROTECTION.**
The cost is small, and we will be glad to send you our Catalogue explaining in detail and also tell you what our customers have to say about it.

**EASTERN CANADA**
**The Security Envelope File Check System**
**29 Ontario St. - - Stratford, Ont.**

?

**WESTERN CANADA**
**The Western Distributors**
**205 McIntyre Block - - Winnipeg**

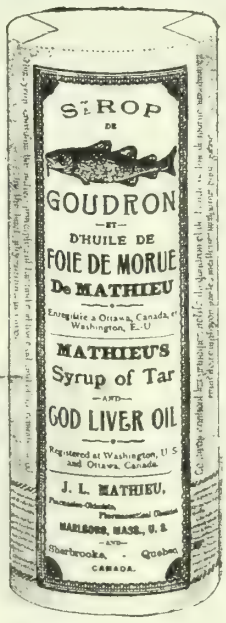
# *Sani-Flush*

( TRADE MARK REGISTERED )

***Sani-Flush*** is a necessity for cleaning water-closets. It is a staple article in millions of homes, and is used in large quantities in schools, hospitals and public buildings.

Any retail merchant can work up ***Sani-Flush*** business by soliciting the managers or superintendents of local buildings. Such users of ***Sani-Flush*** will be likely to purchase it by the case.

**Harold F. Ritchie & Co.**
LIMITED
10-12-14 McCaul St.
TORONTO, ONT.




# For Winter's Coughs and Colds

You cannot recommend a more reliable and well-known cough remedy than Mathieu's Syrup of Tar and Cod Liver Oil.

There is a handsome little profit waiting for you, Mr. Grocer, so why not stock up now and cash in on a big demand.

**J. L. Mathieu Co.**
*PROPRIETORS*
SHERBROOKE - QUEBEC

# THEY STOP THE LEAKS

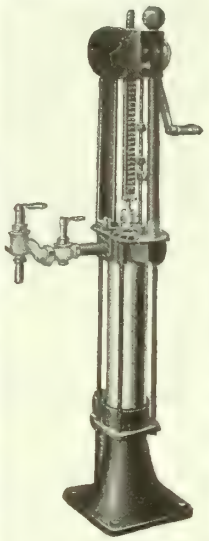
Even the little leaks in business play havoc with profits. Present every day—so easily unnoticed—yet they amount up in the year's total.

LOOK INTO YOUR OIL BUSINESS, Study it—you will find great opportunity for improvement and profit—Cut out all unnecessary labor—offensive oil odors in the store. By installing

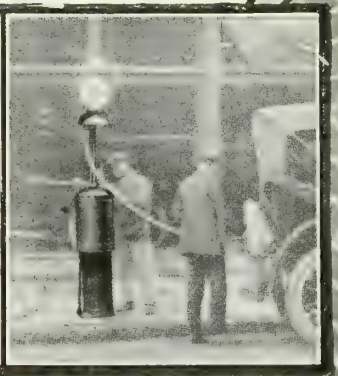
**BOWSER** ESTABLISHED 1885 **Oil Storage Outfits**

you make oil as easy, clean and pleasant to handle as tea or coffee. The BOWSER is accurate—always ready for use—no costly up-keep—Makes your profits sure. *Write us.*

**S. F. BOWSER COMPANY, Ltd.**
66-68 Fraser Ave., TORONTO, ONT.



INDOOR PUMP FOR GASOLINE AND OIL



BOWSER SENTRY GASOLINE PUMP

# Malcolm Milk Products

are pure, safe milk products of outstanding quality, made by an all-Canadian firm in a Canadian factory employing Canadian workmen.

In selling Malcolm Milk products you are offering your customers the highest standard milk products, every can of which is backed by an unlimited Malcolm guarantee of purity.

There is a good profit on Malcolm lines and a steady call that is increasing daily. Stock up with these all-Canadian products of known quality and be safe.

THE
MALCOLM CONDENSING CO., LTD.
St. GEORGE, Ontario
*All-Canadian Condensed Milk Company*

# VLIT

## THE TIME AND LABOR-SAVING FURNITURE POLISH

**V**lit
**L**essens
**I**ndoor
**T**oil

Prevents dry rot and fills hair cracks

Improves all woodwork

**Best and**

Sold only through the Wholesalers and Jobbers

R. C. HANNAN, Manager
(Formerly with Thomas J. Lipton)

VLIT
FURNITURE & AUTOMOBILE
POLISH
Velvet Finish Instantaneous.
Lighter Labour. Troubles Over.
VLIT is guaranteed to polish Paints, Varnishes, Enamelware, Pianos, Floors and Furniture. Also Burlap, Linoleum, Fancy Leathers and other things too numerous to mention.
VLIT does not contain one drop of acid which is the great destroyer of furniture.
VLIT prevents mud from adhering to automobiles.
VLIT makes old cars look new.
VLIT licks up dirt and polishes in one movement.
VLIT must make good or we will
Made in Canada
Direction-- Shake bottle, moisten lightly a soft clean cloth, rub briskly four or five movements are sufficient, when a brillant polish is the result DO NOT use a second cloth to polish.
The VLIT MFG. CO., Ltd.
MONTREAL

**V**elvet Finish
**L**ighter Labor
**I**nstantaneous
**T**roubles Over

A genuine furniture food

Contains no kerosene nor acids

Non-inflammable

**Goes Farthest**

**Order Today**

THE VLIT MANUFACTURING CO., LTD.
223 McGill St. MONTREAL
Main 4927

# KING GEORGE'S NAVY

CHEWING TOBACCO

## pleases the veteran as well as the novice

The sweet, palatable goodness of this high-grade tobacco has popularized it with "chewers" young and old.

Dealers should always keep a little display working. A trial supply will more than prove the splendid selling value of KING GEORGE'S NAVY.

Get acquainted.

*Handled by the Wholesale Trade*

Rock City Tobacco Co., Ltd.

## Good Pencils Attractively Displayed

mean considerably more business without a proportionate extra bother on your part.

Send for your first order of Cane's Pencils to-day and watch the counter display earn you profits.

**Wm. Cane & Sons Co., Ltd.**
NEWMARKET, ONT.

## The Megantic Broom Mfg. Co., Ltd.

*Manufacturers of Brooms and Clothes Pins*

**Lake Megantic, Que.**

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S


# QUOTATIONS FOR PROPRIETARY ARTICLES

**SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR**

### JAMS
DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.
Screw Vac. Top Glass Jars, 16 oz. glass, 2 doz. case.

| | Per doz. |
|---|---|
| Strawberry | $4 60 |
| Currant, Black | 4 50 |
| Pear | 3 90 |
| Peach | 3 90 |
| Plum | 3 70 |
| Raspberry, Red | 4 50 |
| Apricot | 4 90 |
| Cherry | 4 30 |
| Gooseberry | 4 00 |

### "AYLMER" PURE ORANGE MARMALADE

| | Per doz. |
|---|---|
| Tumblers, Vacuum Top, 2 doz. in case | $2 30 |
| 12 oz. Glass, Screw Top, 2 doz. in case | 2 55 |
| 16 oz. Glass, Screw Top, 2 doz. in case | 3 25 |
| 16 oz. Glass, Tall, Vacuum, 2 doz. in case | 3 25 |
| 2's Tin, 2 doz. per case | 4 80 |
| 4's Tins, 12 pails in crate, per pail | 0 78 |
| 5's Tin, 8 pails in crate, per pail | 0 97 |
| 7's Tin or Wood, 6 pails in crate | 1 86 |
| 30's Tin or Wood, one pail in crate, per lb. | 0 20 |

### PORK AND BEANS
"DOMINION BRAND"

| | Per doz. |
|---|---|
| Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case | $0 85 |
| 1's Pork and Beans, Flat, Plain, 4 doz. to case | 0 92½ |
| 1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case | 0 95 |
| 1's Pork and Beans, Tall, Plain, 4 doz. to case | 0 95 |
| 1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case | 0 97½ |
| 1½'s (20 oz.), Plain, per doz. | 1 25 |
| Tomato or Chili Sauce | 1 27½ |
| 2's Pork and Beans, Plain, 2 doz. to the case | 1 59 |
| 2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case | 1 52½ |
| 2½'s Tall, Plain, per doz. | 2 00 |
| Tomato or Chili Sauce | 2 35 |

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

### CATSUPS—In Glass Bottles

| | Per doz. |
|---|---|
| ½ Pts., Aylmer Quality | $1 90 |
| 12 oz., Aylmer Quality | 2 35 |
| | Per jug |
| Gallon Jugs, Aylmer Quality | $1 62½ |
| | Per doz. |
| Pints, Delhi Epicure | $2 70 |
| ½ Pints, Red Seal | 1 45 |
| Pints, Red Seal | 1 90 |
| Qts., Red Seal | 2 45 |
| Gallons, Red Seal | 6 45 |

BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal, Can.

### CONDENSED MILK
Terms, net, 30 days.

| | |
|---|---|
| Eagle Brand, each 48 cans | $9 80 |
| Reindeer Brand, each 48 cans | 9 35 |
| Silver Cow, each 48 cans | 8 60 |
| Gold Seal, Purity, each 48 cans | 8 45 |
| Mayflower Brand, each 48 cans | 8 45 |
| Challenge Clover Brand, each 48 cans | 7 95 |

### EVAPORATED MILK

| | |
|---|---|
| St. Charles Brand, Hotel, each 24 cans | $7 15 |
| Jersey Brand, Hotel, each 24 cans | 7 15 |
| Peerless Brand, small, each 24 cans | 3 15 |
| St. Charles Brand, Tall, each 48 cans | 7 25 |
| Jersey Brand, Tall, each 48 cans | 7 25 |
| Peerless Brand, Tall, each 48 cans | 7 25 |
| St. Charles Brand, Family, 48 cans | 6 25 |
| Jersey Brand, Family, each 48 cans | 6 25 |
| Peerless Brand, Family, each 48 cans | 6 25 |
| St. Charles Brand, small, each 48 cans | 3 20 |
| Jersey Brand, small, each 48 cans | 3 30 |
| Peerless Brand, small, each, 48 cans | 3 30 |

### CONDENSED COFFEE

| | |
|---|---|
| Reindeer Brand, large, each 24 cans | $6 50 |
| Reindeer Brand, small, each 48 cans | 6 50 |
| Cocoa, Reindeer Brand, large, each 24 cans | 6 25 |
| Reindeer Brand, small, 48 cans | 6 50 |

### W. CLARK, LIMITED, MONTREAL

Compressed Corn Beef—½s, $2.90; 1s, $4.80; 2s, $8.95; 6s, $31.75.
Lunch Ham—1s, $6.95; 2s, $13.35.
Ready Lunch Beef—1s, $4.80; 2s, $8.95.
English Brawn — ½s, $2.85; 1s, $4.35; 2s, $8.80.
Boneless Pig's Feet—½s, $2.85; 1s, $4.35; 2s, $8.80.
Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef-Ham Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Asst. Loaves — ½s, $2.50; 1s, $4.50.
Geneva Sausage—1s, $4.45; 2s, $8.75.
Roast Beef—½s, $2.90; 1s, $4.80; 2s, $8.95; 6s, $31.75.
Roast Mutton—1s, $6.25; 2s, $11.75; square cans, $42.
Boiled Mutton—1s, $6.25; 2s, $11.75; 6s, $42.
Jellied Veal—½s, $3.35; 1s, $4.80; 2s, $9.25.
Cooked Tripe—1s, $2.95; 2s, $4.95.
Stewed Ox Tail—1s, $3.25; 2s, $4.45.
Stewed Kidneys—1s, $4.45; 2s, $8.45.
Mince Collops—½s, $1.95; 1s, $3.35; 2s, $6.75.
Sausage Meat—1s, $3.95; 2s, $7.95.
Corn Beef Hash — ½s, $1.90; 1s, $3.20; 2s, $5.80.
Beef Steak and Onions—½s, $2.90; 1s, $4.80; 2s, $8.90.
Jellied Hocks—2s, $9.35; 6s, $30.
Irish Stew—1s, $2.90; 2s, $5.80.
Cambridge Sausage—1s, $4.45; 2s, $8.75.
Boneless Chicken—½s, $6.95; 1s, $11.45.
Boneless Turkey — ½s, $6.95; 1s, $11.45.
Ox Tongue—½s, $4.95; 1s, $12.00; 1½s, $18.50; 2s, $23.95; 3½s, $44.00; 6s, $60.00.
Lunch Tongue—½s, $4.90; 1s, $10.45.
Mince Meat (tins)—1s, $3.45; 2s, $5.45; 5s, $15.95.
Mince Meat (bulk)—5s, 23c; 10s, 27c; 25s, 26c; 50s, 26c.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.05; 1s, $1.65; 2s, $2.35; 3s, $3.50.

## Encouraging Results

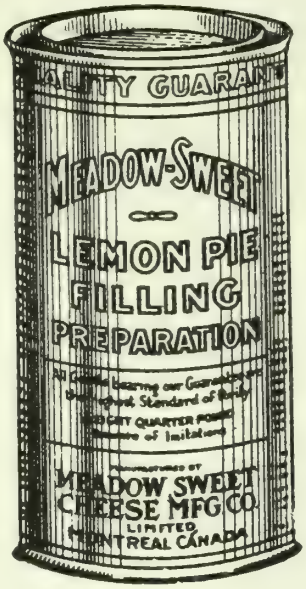
We wish to thank the Grocers through Canada for their patronage during the past year. Occasionally we had some difficulty in shipping owing to the

**Big Demand**

for our XXX Self-Raising Flour from all parts of the country. We now have a big stock on hand and can ship same day orders are received.

**This is the Season to Push Sales—Are You Well Stocked?**

**Brodie & Harvie, Limited**
BLEURY STREET, MONTREAL




## Sell it by the Dozen Tins

**"You can if you try"**

Many of your customers would be glad to know they could buy it by the dozen or case.

It makes such delicious pies, and so economical!

Just try this idea. It will pay you. If you require large orders, write us for special quotations.

T. M. Sibbold & Sons, Toronto — Angevine & McLaughlin, Eastern Provinces — D. M. Doherty, Vancouver

**"Meadow Sweet" Cheese Mfg. Co.**
MONTREAL LIMITED

## NON-PAREIL
BRAND

Our prices are the lowest for guaranteed

## ROLLED OATS

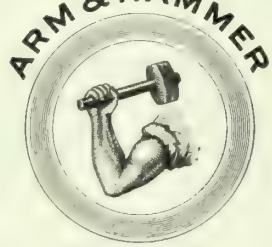
ROLLED WHEAT
SPLIT PEAS
STANDARD OATMEAL

*Write for prices of Oat Feed, Shorts and Hominy Feed*

The Parkinson Cereal Co.
THORNBURY, ONT.

*Selling Agents:*

**T. M. Sibbald & Son**
311 King Street East
TORONTO




## The New Way

***Sal Soda in Packages***

Handy, Clean and Easy to sell.
A nice attractive Carton.

**Arm and Hammer Brand**

Sal Soda in 2½ lb. packages
36 pkgs. to the box
Ask your Jobber about it

**Church & Dwight, Limited**
**Montreal**

**For the Present Year Make it Your Resolution**

to always have on your shelves a stock of

# Mapleine

You need the flavoring with the maple taste—enjoyed and craved by young and old alike.

The Mapleine flavor is so good in cakes, icings, sauces, desserts and candies.

It makes delicious maple-tasting syrup for hot cakes and waffles—prepared instantly at a 50% saving.

Order now of your jobber or

**F. E. Robson & Co., 25 Front St. East, Toronto**
**Mason & Hickey Box 2949 - Winnipeg**

M-491

## Dole Bros Hops. & Malt Co.

**BOSTON, MASS., U.S.A.**

**"SUPERIOR" BRAND HOPS**

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

**R. E. BOYD & COMPANY**

*Agents for the Province of Quebec*

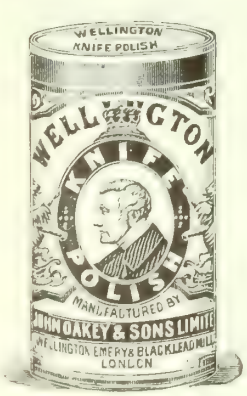
15 STE. THERESE ST. - - MONTREAL

# FISH"

We have a full stock of Lake Superior herring in kegs and other pickled fish, also a quantity of frozen Georgian Bay trout, B.C. halibut and qualla salmon.

## LEMON BROS.

**Owen Sound, Ont.**




## OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

**John Oakey & Sons, Ltd.**

*Manufacturers of*

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

**Wellington Mills, London, S.E.1., Eng.**

*Agents:*

F. Manley, 42 Sylvester-Willson Bldg., Winnipeg.

Sankey & Manson, 839 Beatty Street, Vancouver.


With Plain Sauce—Ind., 95c; 1s, $1.60; 2s, $2.30; 3s, $3.30.

Chateau Brand Concentrated Soups—Celery, $1.25; Consomme, $1.25; Green Peas, $1.25; Julienne, $1.25; Mutton Broth, $1.25; Ox Tail, $1.25; Pea, $1.25; Scotch Broth, $1.25; Chicken, $1.60; Mock Turtle, $1.25; Tomato, $1.45; Vermicelli Tomato, $1.30; Mulligatawny, $1.30; Soups and Boulli, 6s, $14.45.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s, talls, $2.75; 6s, $8; 12s, $16.

Plain Sauce, Pink Label—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s (talls), $2.75; 6s, $8; 12s, $15.

Chili Sauce (red and gold label)—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s, $2.75.

Vegetarian Baked Beans and Tomato Sauce—2s, $1.90.

Sliced Smoked Beef—½s, $2.45; 1s, $3.45; 4s, $24.

Canadian Boiled Dinner—1s, $2.45; 2s, $4.95.

Peanut Butter — ¼s, $1.90; ½s, $2.45; 1s, $3.40; in pails, 5s, 31c; 12s, 29c; 24s, 28c; 50s, 28c.

HARRY HORNE & CO.,
Toronto, Ont.

| | Per case |
|---|---|
| Cooker Brand Peas (3 doz. in case) | 4 20 |
| Cooker Brand Popping Corn (3 doz. in case) | 4 20 |

B.C. HOPS

| | |
|---|---|
| Dominion Brand, quarters, per short weight pound | 0 30 |
| Dominion Brand, halves, per short weight pound | 0 29 |
| Maple Leaf Brand, ¼ lb. packages, per full weight pound | 0 40 |
| Maple Leaf Brand, ½ lb. packages, per full weight pound | 0 39 |

COLMAN'S OR KEEN'S MUSTARD

| | Per doz. tins |
|---|---|
| D.S.F., ¼-lb. | $2 60 |
| D.S.F., ½-lb. | 5 30 |
| D.S.F., 1 lb. | 10 40 |
| F.D., ¼-lb. | ... |

| | Per jar |
|---|---|
| Durham, 1-lb. jar, each | $0 60 |
| Durham, 4-lb. jar, each | 2 25 |

CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal

KLIM

| | |
|---|---|
| Hotel | $20 00 |
| Household size | 9 00 |

F.o.b. Ontario jobbing points, east of and including Fort William.

THE CANADA STARCH CO., LTD.
Freight allowanee not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

Manufacturers of the Edwardsburg Brands Starches

| Laundry Starches— Boxes | Cents |
|---|---|
| 40 lbs., Canada Laundry | $0 10 |
| 100-lb. kegs, No. 1 white | 0 10½ |
| 200-lb. bbls., No. 1 white | 0 10½ |
| 30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. | 0 12 |
| 40 lbs., Benson's Enamel, (cold water), per case | 3 25 |
| Celluloid, 45 cartons, case | 4.70 |

Culinary Starch.

| | |
|---|---|
| 40 lbs., W. T. Benson & Co.'s Celebrated Prepared | 0 11¾ |
| 40 lbs. Canada Pure or Challenge Corn | 0 10¼ |
| 20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. | 0 16½ |

(20-lb. boxes, ¼c higher, except potato flour.)

CROWN BRAND CORN SYRUP

| | |
|---|---|
| 2-lb. tins, 2 doz. in case | 5 45 |
| 5-lb. tins, 1 doz. in case | 6 05 |
| 10-lb. tins, ½ doz. in case | 5.75 |
| 20-lb. tins, ¼ doz. in case | 5.70 |

(Prices in Maritime Provinces 10c per case higher.)

| | |
|---|---|
| Barrels, about 700 lbs. | 0 08¼ |
| Half bbls., about 350 lbs. | 0 08½ |

LILY WHITE CORN SYRUP

| | |
|---|---|
| 2-lb. tins, 2 doz. in case | $5 95 |
| 5-lb. tins, 1 doz. in case | 6 55 |
| 10-lb. tins, ½ doz. in case | 6 25 |
| 20-lb. tins, ¼ doz. in case | 6 20 |

(5, 10, and 20-lb. tins have wire handles.)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz. 1 50

INFANTS' FOOD

MAGOR, SON & CO., LTD.

| | Doz. |
|---|---|
| Robinson's Patent Barley— 1 lb. | $4 00 |
| ½ lb. | 2 00 |
| Robinson's Patent Groats— 1 lb. | 4 00 |
| ½ lb. | 2 00 |

NUGGET POLISHES

| | Doz. |
|---|---|
| Polish, Black, Tan, Toney Red and Dark Brown | $1 15 |
| Card Outfits, Black and Tan | 4 15 |
| Metal Outfits, Black and Tan | 4 35 |
| Creams, Black and Tan | 1 25 |
| White Cleaner | 1 25 |

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

EMPIRE BRANCH

| | |
|---|---|
| Black Watch, 10s, lb. | $1 20 |
| Bobs, 12s | 1 00 |
| Currency, 12s | 1 00 |
| Stag Bar, 9s, boxes, 6 lbs. | 1 08 |
| Pay Roll, thick bars | 1 25 |
| Pay Roll, plugs, 10s, 6-lb. ¼ caddies | 1 25 |
| Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs. | 1 08 |
| Great West Pouches, 9s, 8-lb. boxes, ½ and 1-lb. lunch boxes | 1 30 |
| Forest and Stream, tins, 9s, 2-lb. cartons | 1 44 |
| Forest and Stream ¼s, ½s, and 1-lb. tins | 1 50 |
| Forest and Stream, 1-lb. glass humidors | 1 75 |
| Master Workman, 2 lbs. | 1 12 |
| Master Workman, 4 lbs. | 1 12 |
| Derby, 9s, 4-lb. boxes | 1 08 |
| Old Virginia, 12s | 1 50 |
| Old Kentucky (bars), 8s, boxes, 5 lbs. | 1 25 |

JELL-O
Made in Canada

| | |
|---|---|
| Assorted case, contains 4 doz. | $5 40 |
| Lemons, 2 doz. | 2 70 |
| Orange, 2 doz. | 2 70 |
| Raspberry, 2 doz. | 2 70 |
| Strawberry, 2 doz. | 2 70 |
| Chocolate, 2 doz. | 2 70 |
| Cherry, 2 doz. | 2 70 |
| Vanilla, 2 doz. | 2 70 |

Weight, 8 lbs. to case. Freight rate second class.

JELL-O ICE CREAM POWDERS
Made in Canada.

| | |
|---|---|
| Assorted case, contains 2 doz. | $2 70 |
| Chocolate, 2 doz. | 2 70 |
| Vanilla, 2 doz. | 2 70 |
| Strawberry, 2 doz. | 2 70 |
| Unflavored, 2 doz. | 2 70 |

Weights, 11 lbs. to case. Freight rate second class.

BLUE

| | |
|---|---|
| Keen's Oxford, per lb. | $ 24 |
| In cases 12-12 lb. boxes to case | 0 25 |

COCOA AND CHOCOLATE

THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.

COCOA

| | |
|---|---|
| Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. | $5 25 |
| Perfection, ¼-lb. tins, doz. | 1 45 |
| Perfection, ½-lb. tin, doz. | 2 75 |
| Perfection, 10s size, doz. | 1 10 |
| Perfection, 5-lb. tins, per lb. | 0 42 |
| Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz. | 3 00 |
| Soluble Cocoa Mixture (Sweetened), 5 and 10-lb. tins, per lb. | 0 28 |
| (Unsweetened Chocolate) | |
| Supreme Chocolate, 12-lb. boxes, per lb. | 0 41 |
| Supreme Chocolate, 10c size, 2 doz. in box, per box | 1 90 |
| Perfection Chocolate, 10c size, 2 doz. in box, per box | 1 90 |

SWEET CHOCOLATE Per lb.

| | |
|---|---|
| Eagle Chocolate, ¼s, 6-lb. boxes | 0 32 |
| Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case | 0 31 |
| Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs in case | 0 32 |
| Diamond Chocolate, ½s, 6 and 12-lb. boxes, 144 lbs. in case | 0 33 |
| Diamond Crown Chocolate, 28 cakes in box | 1 10 |

CHOCOLATE CONFECTIONS

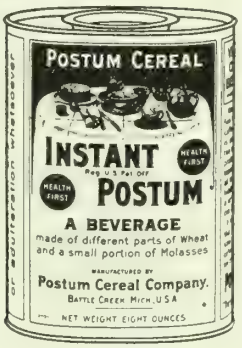
| | |
|---|---|
| Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. | $0 45 |
| Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. | 0 45 |

# Besides Health Reasons
## that turn so many new buyers to
# Instant Postum

—reasons of price and convenience are turning many others to this satisfying table drink.

**Our advertising never lets up**

Isn't it just common sense to keep well stocked on Instant Postum to meet the certain and steady demand?




***The Sale is Guaranteed***

A. Escoffier

**MONSIEUR A. ESCOFFIER,** of the Carlton Hotel, London, is the world's most eminent food expert, personally supervising the manufacture of **all** his wonderful creations, which are prepared from the finest ingredients obtainable, regardless of cost and exquisitely blended in silver vessels, under conditions of spotless cleanliness.

## SIX DAINTIES FROM ENGLAND

The ESCOFFIER
SAUCE **DIABLE**
For Grilled Soles and Fish dishes.

The ESCOFFIER
SAUCE **ROBERT**
For Chops and Steaks.

The ESCOFFIER
SAUCE **MELBA**
For Sweet Puddings and Fruit dishes.

The ESCOFFIER
**PICKLES**
Delightfully mild and appetising.

The ESCOFFIER
**CHUTNEY**
Mons. Escoffier's own blending.

The ESCOFFIER
MEAT and FISH PASTES

For prices of these and other Escoffier specialties, write:
*ARGYLL BUTE LTD., 357 St. Catherine St. W., Montreal*

ESCOFFIER LIMITED, 6 Ridgmount St., LONDON, ENG.
A B C. Code, 5th Edition.

# CHICKEN HADDIES

## (Lily Brand)

For breakfast you could not get a more delicious dish than a fillet of tender Chicken Haddies.

Try it in your own home and we know you will suggest them to your customers. A dainty dish for the Lenten season.

Packed 48 ones to the case

**Packed at Canso, N.S., by the**

## Maritime Fish Corporation

**Limited**

Head Office and
Sales Department, Montreal

Plants at Canso
and Digby, N. S.

Pa ckers of the celebrated MAPLE LEAF
Canned Codfish Flakes

# Ludella

Here's a bang up tea. You who are not handling it would be surprised, we feel sure, if you will only look into the quality of our Ludella. The Blue label which sells at 60c. over the counter is a splendid all round tea and dealers who are selling it are getting a fine business and giving the people something which will bring them back to the store. For it is hardly possible to give them an article at 60c. which is equally as good as other lines which are selling at 70c. without putting a desire in their minds to come back for more.

Try it on.

| | Cost | Sell |
|---|---|---|
| Ludella Blue label ½s & 1s | 50 | 60 |

*SEND US A TRIAL ORDER*

**H. P. ECKARDT & CO**

**WHOLESALE GROCERS**

CHURCH STREET & ESPLANADE TORONTO

# SIMMS

## LITTLE BEAUTY BROOM

**is a broom that appeals to every housekeeper**

It is 6 ounces lighter than the ordinary broom, which means a great saving of strength to the sweeper who uses "Little Beauty."

It is **built to wear** and does not shed its stock all over the floor.

The handle of "Little Beauty" is piano finished, making it moisture-proof and does not blister the hands.

"Little Beauty" is perfectly balanced, which, with its lightness, takes the drudgery out of sweeping.

It will sell on sight, as will the rest of the Simms line of

**Scrubbing Brushes** **Brooms**
**Stove Brushes** **Whisk Brooms**
**Shoe Brushes** **Paint Brushes**
**Lather Brushes**

**For particulars and prices write our nearest branch.**

## T. S. SIMMS & CO., LIMITED

*Makers of Better Brushes and Brooms for 54 Years*

**Head Office: St. John, N.B.**

Montreal London Toronto


| | |
|---|---|
| Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. | 0 45 |
| Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. | 0 45 |
| Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. | 0 45 |
| Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb. | 0 45 |
| No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. | 0 45 |
| Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. | 0 41 |
| Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. | 0 41 |
| No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. | 0 41 |
| No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, lb. | 0 41 |
| No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. | 0 36 |
| No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. | 0 41 |
| No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. | 0 36 |
| Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. | 0 60 |
| Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. | 0 60 |

NUT MILK CHOCOLATE, ETC.

| | |
|---|---|
| Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per lb. | 0 46 |
| Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per lb. | 0 47 |
| Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb. | 0 43 |
| Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box | 2 35 |
| Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 32 boxes to case, per box | 2 50 |
| Fruit and Nut Milk Chocolate Slabs, per lb. | 0 42 |
| Milk Chocolate Slabs, with Assorted Nuts, per lb. | 0 43 |
| Plain Milk Chocolate Slabs, per lb. | 0 42 |

MISCELLANEOUS

| | |
|---|---|
| Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz. | $6 00 |
| Maple Buds, fancy, ½ lb., 1 doz. in box, per doz. | 3 00 |
| Assorted Chocolate, 1 lb., ½ doz. in box, per doz. | 6 00 |
| Assorted Chocolate, ½ lb., 1 doz. in box, per doz. | 3 00 |
| Chocolate Ginger, full ½ lb., 1 doz. in box, per doz. | 4 35 |
| Crystallized Ginger, full ½ lb., 1 doz. in box, per doz. | 4 35 |
| Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per lb. | 0 46 |
| Triumph Chocolate, ¼s, 4-lb. boxes, 35 boxes in case, per box | 0 47 |
| Triumph Chocolate, ½-lb. cakes, 4 lb., 35 boxes in case, per lb. | 0 46 |
| Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross | 1 15 |
| 120—1c Milk Chocolate Sticks, 60 boxes in case | 0 80 |

5c LINES

| | Toronto Prices Per box |
|---|---|
| Filbert Nut Bars, 24 in box, 60 boxes in case | $0 95 |
| Almond Nut Bars, 24 in box, 50 boxes in case | 0 95 |
| Puffed Rice Bars, 24 in box, 50 boxes in case | 0 95 |
| Ginger Bars, 24 in box, 50 boxes in case | 0 95 |
| Fruit Bars, 24 in box, 50 boxes in case | 0 95 |
| Active Service Bars, 24 in box, 50 boxes in case | 0 95 |
| Victory Bar, 24 in box, 60 boxes in case | 0 95 |
| Queen's Dessert Bar, 24 in box, 50 boxes in case | 0 95 |
| Regal Milk Chocolate Bar, 24 in box, 50 boxes in case | 0 95 |
| Royal Milk Cakes, 24 in box, 50 boxes in case | 0 95 |
| Cream Bars, 24 in box, 50 boxes in case, per box | 1 00 |
| Maple Buds, 5c display boxes, 5c pyramid packages, 5c glassine envelopes, 4 doz. in box | 1 90 |

W. K. KELLOGG CEREAL CO.

| | |
|---|---|
| Kellogg's Toasted Corn Flakes, Waxtite | 4 15 |
| Kellogg's Toasted Corn Flakes, Ind. | 2 00 |
| Kellogg's Dominion Corn Flakes | 4 15 |
| Kellogg's Dominion Corn Flakes, Indiv. | 2 00 |
| Kellogg's Shredded Krumbles. | 3 50 |
| Kellogg's Shredded Krumbles, Ind. | 2 00 |
| Kellogg's Krumbled Bran | 1 85 |

BRODIE AND HARVIES

| | |
|---|---|
| XXX Self-Raising Flour, 6 lb. packages, doz. | $5 70 |
| Do., 3 lb. | 2 90 |
| Superb Self-Raising Flour, 6 lb. | 5 50 |
| Do., 3 lb. | 2 80 |
| Crescent Self-Raising Flour, 6 lb. | 5 60 |
| Do., 3 lb. | 2 85 |
| Perfection rolled oats (50 oz.) | 3 00 |
| Brodie's Self-Raising Pancake Flour, 1½ lb. pack., doz. | 1 50 |

BLACKWOODS'
BAKING POWDER

| | Per doz. |
|---|---|
| 8-oz. tins, 4 doz. to case | $1 50 |
| 12-oz. tins, 4 doz. to case | 2 25 |
| 16-oz. tins, 4 doz. to case | 2 50 |
| Qt. Sealers, 1 doz. to case | 5 00 |
| 3-lb. tins, 1 doz. to case | 6 50 |
| 5-lb. tins, 1 doz. to case | 10 50 |

CORDIALS

| | |
|---|---|
| Black Cherry | St. Julien Claret |
| Mondego Port | Grape Vine |
| Hot Todd | Ginger Wine |
| Sloe Gin | Creme de Menthe |

Packed 1 doz. qts. to case.
Per case $4 50
Bulk, per gallon 1 85

LIQUEURS

| | |
|---|---|
| H. T. Special | Ginger |
| Creme deMenthe | Black Cherry |
| Hot Todd | Port |
| Grape | Claret |
| Sloe Gin | Trench Rum |

Packed 1 doz. qts. to cs. Per cs. $6 85
Bulk, per gallon 2 85

CONCENTRATED FRUIT CIDERS

| | |
|---|---|
| Orange | Cherry |
| Peach | Loganberry |
| Lemon | Strawberry |
| Grape | Raspberry |

| | Blackberry | Per doz. |
|---|---|---|
| Packed 24, 2½-lb. tins to case | | $7 20 |
| Apple, pkd. 24, 2½-lb. tins to cs. | | 7 40 |

EXTRACTS

Blackwoods' Government Standard. All flavors. Per doz.—

| 2-oz. | 2½-oz. | 4-oz. | 8-oz. | 16-oz. |
|---|---|---|---|---|
| $1 75 | 2 00 | 3 25 | 5 75 | 11 25 |

Heather Brand. Fifty per cent. over Government Standard. Per doz.—

| 2-oz. | 2½-oz. | 4-oz. | 8-oz. | 16-oz. |
|---|---|---|---|---|
| $2 25 | 2 60 | 4 25 | 7 50 | 14 00 |

OYSTER COCKTAILS Per doz
Packed 5-doz. 4-oz. botts. to cs. $0 85

OLIVES Per doz
Queens, packed 24, 8 oz. to cs. $2 20
Queens, packed 24, 16 oz. to cs. 3 35
Pimento Stuffed, 24, 8 oz. to cs. 3 00
Pimento Stuffed, 24, 16 oz. to cs. 4 50

BLACKWOODS' DE LUXE
PICKLES

| Ozs. | 10 | 16 | 18 | 20 | Qts. |
|---|---|---|---|---|---|
| Sr. Mix. | 2.25 | 3.15 | 3.35 | 3.75 | 4.65 |
| Chow | 2.35 | 3.25 | 3.40 | 3.85 | 4.90 |
| Onions | 3.45 | .... | .... | .... | .... |
| Gherkins | 3.50 | .... | .... | .... | .... |
| Sw. Mix. | 2.50 | 3.35 | 3.60 | 4.00 | 5.15 |
| Sw. Onions | 3.75 | .... | .... | .... | .... |
| Sw. Gherkin | 3.75 | .... | .... | .... | .... |

F.o.b. jobbing points add the following freight per dozen:—
F.o.b. Winnipeg.
10 oz., 10c; 16 oz., 15c; 18 oz., 20c; 20 oz., 25c; qts., 30c.

PICKLES IN TINS Per doz.

| | |
|---|---|
| Sr. Mix, 2½-lb. tins | $3 25 |
| Chow, 2½-lb. tins | 3 40 |
| Sw. Mix, 2½-lb. tins | 3 50 |
| Sr. Gherkin, 2½-lb. tins | 4 25 |
| Sw. Gherkin, 2½-lb. tins | 4 50 |
| Dills, 2½-lb. tins | 2 50 |
| Kraut, 2½-lb. tins | 1 90 |

PICKLES IN BULK
Spring Top Gallon Jars

| | |
|---|---|
| Sr. Mix | $1 15 |
| Chow | 1 25 |
| Sw. Mix | 1 40 |
| Dills | 1 10 |

| | Pails | 1 gal. | 3 gal. | 5 gal. |
|---|---|---|---|---|
| Sr. Mix | | $1 40 | $3 00 | $4 60 |
| Chow | | 1 45 | 3 25 | 4 90 |
| Sw. Mix | | 1 70 | 4 25 | 6 50 |

RELISHES Per doz.

| | |
|---|---|
| Horse Radish, 10-oz. bottle | $2 40 |
| English Picalilli, 8-oz. | 2 25 |

## Florida Grape Fruit

We are in receipt of another car

# Stripes Brand

Exceptionally heavy pack—juicy and finest flavor. We are exclusive handlers of this famous Brand.

**Pet Brand**
**Sunkist Navel Oranges**

Beginning Monday we will handle regular cars of this Brand—Which we think is the best Brand of Sunkist Oranges coming to the Market.

Yours for quality service.

**WHITE & Co., Limited**
Fruits & Fish
Toronto & Hamilton

# Winter Bananas
## Our Specialty

**Absolutely the best fruit you can obtain. Special packing during cold weather. Let us have a standing order for what you require.**

Golden Orange Brand Navels
Florida Grape Fruit—Bright, heavy packing
Western Box Apples—All Best Winter Varieties
Frozen and Smoked Fish
Oysters
Potatoes, Carrots, Beets, Parsnips, Turnips, Cabbage, Onions

***The House of Quality***

## Hugh Walker & Son
Limited
**Guelph** Established 1861 **Ontario**

# Brooms
# Brushes
# Baskets

**Walter Woods & Co.**
Hamilton and Winnipeg

## Wishing you a Prosperous New Year

Went to War 1914 Home Again.

I have my old job back, saving Mrs. House wife all the trouble of making her coffee. I serve her instantly.

I am not de-naturized, de-caffeinized nor de-anythinged. Oh! yes, I am DE-LICIOUS. Let me make your coffee service perfect.

G Washington's REFINED Coffee

*Originated by Mr. Washington, 1909*
Distributed by Grocers Specialty Company, 169 William Street, Montreal

*Order from your Jobber*

**STAR" BRAND**

**COTTON**
**CLOTHES LINES,**
**ROPE AND**
**WRAPPING TWINES**

*Manufactured in Canada*

**CANADIAN GOODS WANTED**

A prominent firm of English brokers (London) with important established connections in the United Kingdom and Europe is desirous of opening direct relations with Canadian packers of CANNED GOODS, DRIED FRUITS, Etc.

A representative of the firm will arrive in Canada about end of January to interview interested parties. Will owners of reliable brands desiring active representation please write "Conflict," c/o Canadian Grocer, 143-153 University Ave., Toronto.

**Canada Beaver Brand Brooms**

A broom that will give satisfactory service even beyond the extent of your customers' expectations will surely be to your advantage to carry.

**Household Brooms—10 Different Grades.**
**Toy Brooms—3 Different Grades.**
**Whisks—10 Different Grades.**
**Warehouse Brooms—A Specialty.**

**Make out a trial order to-day.**

**The Canada Broom & Brush Co., Ltd.**
**RIDGETOWN, ONT.**

Sales Manager—**M. Webber, London, Ont.**

**Western Sales Agency—Messrs. Nicholson-Rankin, 707-708 Federation Life Building, Winnipeg, Man.**

**Toronto Agents—Messrs. Scott & Thomas, Foy Bldg., 32 Front St. West, Toronto, Ont.**

# INDEX TO ADVERTISERS

A
Aron & Co., Inc., J. ..... 3

B
Bain & Co., Donald H. ..... 12
Baird Ltd., Alex. ..... 12
Berg & Beard ..... 64
Bickle & Greening Co., John W. 8
Borden Milk Co. ..... 1
Bowser & Co., Ltd., S. F. ..... 52
British Columbia Hop Co. ..... 10
Brodie & Harvie ..... 55

C
Calgary Storage & Cartage... 14
California Fruit Growers Exchange ..... 5
Canada Nut Co. ..... 11
Canadian Broom & Brush Co... 62
Can. Cereal & Flour Mills Co.. Back cover
Canadian Importations (H. Daoust) ..... 50
Canadian Fish & Cold Storage. 10
Canadian Salt Co. ..... 46
Cane & Sons, Wm. ..... 54
Church & Dwight ..... 55
Clark Ltd., W. ..... 7
Clayoquot Sound Canning Co... 11
Climax Baler Co. ..... 63
Columbia Macaroni Co. ..... 14
Connors Bros. .....Front cover, 47
Cosgraves Pure Malt Vinegar.. 50

D
Davies Co., Wm. ..... 45
Dodwell & Co. ..... 9
Dole Bros. Hops & Malt ..... 56
Dominion Canners B.C., Ltd.... 11
Dominion Sales Co. ..... 16

E
Eckardt & Co., H. P. ..... 59
Edgett Ltd., W. H. ..... 11
Escoffier Ltd. ..... 57
Escott Co., Ltd., W. H. ..... 15
Estabrooks Ltd., T. H. ..... 19
Eureka Refrigerator Co., Ltd.. 9

F
Fidelity Collection Agency ... 63
Field & Co. ..... 6
Ford Motor Co...Inside back cover
Freeman & Co., J. L. ..... 16

G
Gaetz & Co. ..... 16
Gauvreau, Paul F. ..... 16
Grant Co., C. H. ..... 12
Gray & Co., John ..... 8

H
Hall Co., Harry ..... 10
Henson Co., Ltd., J. H. ..... 16
Hargraves Ltd. ..... 15
Henderson Brokerage, B. M ... 14
Hooton Chocolate Co., Ltd.... 2
Herbert & Co. ..... 19
Howe, McIntyre & Co. ..... 16
Huntley & Palmers, Ltd. ..... 4
Hygienic Products ..... 51

I
Imperial Extract Co. ..... 48
Imperial Grain & Milling Co... 10

J
Jeffress Ltd., E. W. ..... 46
Joyce H S. ..... 16

K
Kkovah Products ..... 17

L
Lambe, W. G. A. ..... 15
Lemon Bros. ..... 56
Lund & Co., Peter ..... 11

M
McDavid & Co ..... 16
McLauchlin, J. K. ..... 15
McLay Brokerage Co. ..... 12
Macdonald Reg'd., W. C. ..... 18
Mackenzie, W. L. ..... 12
Macleod & Co., D. J. ..... 14
Maclure & Co., A. M. ..... 12
Maclure & Langley ..... 15
Magor, Son & Co., Ltd. ..... 20
Malcolm Condensing Co. ..... 52
Manley, F. ..... 12
Mann & Co., C. A. ..... 63
Mapleine ..... 56
Marsh Grape Juice Co. ..... 50
Marshall, H. D. ..... 15
Maritime Fish Corporation Ltd. 58
Maple Crispett Co. ..... 19
Mathieu Co., Ltd., J. L. ..... 51
Meadow Sweet Cream Cheese Co. 55
Megantic Broom Mfg. Co. ..... 54
Mickle, George T. ..... 63
Moore & Co., R. M. ..... 63
Morris & Company ..... 46
Mount Royal Milling Co. ..... 49

N
National Biscuit Co. ..... 9
National Licorice Co. ..... 50
Nicholson & Rankin ..... 20
Nelson, C. T. ..... 11
Norcanners, Ltd. ..... 8

O
Oakeys & Sons, Ltd., John. ..... 56
Oxo Co., Ltd. ..... 49

P
Pacific Cartage Co. ..... 14
Parkinson Cereal Co. ..... 55
Pastene, P. ..... 11
Patrick & Co., W. G. ..... 15
Pennock & Co., H. P. ..... 13
Perry & Co., H. L. ..... 13
Postum Cereal Co. ..... 57
Pullan & Co., E. ..... 48

R
Red Rose Tea ..... 19
Regina Cold Storage ..... 14
Rex Chemical Co. ..... 16
Rock City Tobacco Co. ..... 53
Rose & Laflamme ..... 16

S
Salada Tea Co. ..... 17
Sarnia Paper Box Co. ..... 63
Scott-Bathgate Co., Ltd. ..... 14
Security File Check ..... 51
Sibbald & Co. ..... 15
Silcocks & Drew ..... 16
Simms & Co., Ltd., T. S. ..... 60
Solman, O. M. ..... 16
So-Clean, Ltd. ..... 63
Standard Lithographic ..... 6
St. Lawrence Flour Mills..... Inside front cover
Stevens-Hepner Co. ..... 48
Star Brand Cotton ..... 62
Store Helps Mfg. Co. ..... 63

T
Taylor & Co., A. E. ..... 51
Thompson & Co., J. C. ..... 16
Toronto Salt Works ..... 63
Toronto Pottery Works ..... 63
Trent Mfg. Co. ..... 63

V
Vlit Mfg. Co. ..... 53

W
Walker & Son, Hugh ..... 61
Wallace Fisheries, Ltd. ..... 9
Wander Sons Co., S. ..... 49
Washington Sales Co. ..... 61
Watson & Truesdale ..... 13
Watson Bros. Fishing & Packing 16
Wentworth Orchard Co. ..... 71
Wethey Co., Ltd., J. H. ..... 15
Western Salt Co. ..... 59
White & Co. ..... 61
White Cottell's ..... 63
Wiley, Frank H. ..... 13
William Storage Co. ..... 13
Woods & Co., Walter ..... 61

# BUYERS' MARKET GUIDE
## Latest Editorial Market News

**STONEWARE**

Buy Now—Butter Crocks Jugs, Churns, Flower Pots etc. Ask for latest catalogue.

**The Toronto Pottery Co.**
Limited
Dominion Bank Bldg.
TORONTO

---

We are now located in our new and more spacious warehouse at

**60-62 JARVIS ST.**

**TORONTO SALT WORKS**

GEO. J. CLIFF

---

**WHITE-COTTELL'S**
*Best English Malt Vinegar*

**QUALITY VINEGAR**

White, Cottell & Co., Camberwell, London, Eng.

Agent:

W. Y. COLCLOUGH, 592 Kingswood Road
Beach 2170 Toronto

J. E. TURTON, Board of Trade Building, Montreal

OPPENHEIMER BROS., LTD.
Vancouver, B.C.

BAIRD & CO., Merchants, St. Johns

---

Order from your jobber to-day.

**"SOCLEAN"**

the dustless sweeping compound

**SOCLEAN, LIMITED**

Manufacturers TORONTO, Ontario

---

**Shuman Pricing Outfits**

for

Groceterias and Stores which price-mark their goods—we have the right system.

For full particulars write:

Store Helps Manufacturing Company
12 Sheppard Street, Toronto,
and
Calgary, Alberta.

---

### HIGHER PRICES ON RICES LIKELY

**The situation in the rice market is very acute. Prices are steadily advancing as stocks in wholesalers' warehouses are fast becoming depleted and the buying of new crop rices is costing more than the present wholesale price. All import quotations on new rices are extremely high, being fully three cents a pound higher than the present price quoted to the retail trade. Some wholesalers are completely out of the finer grades and no more is in sight until the arrival of the new crop.**

---

**CLIMAX PAPER BALERS**

ALL STEEL-FIREPROOF
*"Turns Waste into Profit"*
12 SIZES
*Send for Catalogue*
CLIMAX BALER CO.
Hamilton, Ont.

---

**FOR SALE**

Selected eggs, creamery butter, fancy dressed poultry. It will pay you to buy your supplies from

**C. A. MANN & CO.**
LONDON, ONT.
Phone 1577

---

FOR THE FINEST···BUY AN R·M·
ASK FOR SAMPLES & PRICES
RECOGNIZED AS THE STANDARD MAKE
FOR LIGHTING SYSTEMS
FOR HANGING LAMPS AND LANTERNS.
R.M. BAG
JUNIOR R.M. BAG
R.M.Moore & Co. Ltd. VANCOUVER B.C.
PACIFIC COAST MANTLE FACTORY

---

**The SARNIA PAPER BOX CO., Ltd.**
SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk Pickles, Mincemeat, etc.

---

**BEANS**

Handpicked or Screened

*Ask for quotations*

**Geo. T. Mickle, Ridgetown, Ont.**

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

**The TRENT MFG. CO., LTD.**
TRENTON - - ONTARIO

---

**Fidelity Collection Agency Ltd.**

Canadian Bank of Commerce Bldg., Winnipeg

*Collections and Adjustment*

"We collect anything anywhere"

References: Can. Bank of Commerce and Molsons Bank

---

These one-inch spaces only $2.20 per insertion if used each issue in the year.

# Wanted

## Classified Advertising

**Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.**

**Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.**

**Contractions count as one word, but five figures (as $1,000) are allowed as one word.**

**Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.**

### SITUATIONS WANTED

A SUCCESSFUL BUSINESS MAN GIVING up business on account of poor health, would like some good agency or traveling position for a good firm; Saskatchewan and Alberta territory preferred. Box No. 22, Canadian Grocer, 143 University Ave., Toronto.

WHAT IS OFFERED TO MAN 38 YEARS OF age, thoroughly experienced in general store business, with up-to-date ideas, a business builder, with varied experience; at ppresent employed as manager and buyer in general store in Ontario. Address Box 20. Canadian Grocer, 143 University Ave., Toronto, Ont.

WANTED — BY TRAVELLER WITH GOOD connection, covering Maritime Provinces (one who can give results), agency on commission with reliable house. Box 786, Canadian Grocer, 158 University Ave., Toronto, Ont.

### HELP WANTED

WANTED—A1. GROCERY OR GENERAL store clerk; age, 25-30. Good appearance and a hustler. Do not answer unless able to qualify. Apply, giving reference and salary required. Yorkton Grain Growers' Assn., Ltd., Yorkton, Sask.

CHEMIST WANTED BY LEADING PURE food manufacturers, one who has had experience with food products preferred. Applicant must be active and not afraid of work. State age, experience and salary desired. Applications treated confidential if requested. Box 912, Canadian Grocer, 153 University Ave., Toronto, Ont.

EXPERIENCED CLERK FOR GROCERY, flour, feed and seed store. Must be a hustler and capable of taking full charge if necessary. Apply stating salary, references, age, etc. Box 24, Canadian Grocer, 153 University Ave., Toronto.

### WANTED

MAN WITH CONSIDERABLE EXPERIENCE, good connection, wants food or confectionery lines west of Winnipeg. Best of references. Box 914, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—TO BUY A USED STENCIL CUTting machine; must be in good condition. Shaw & Ellis, Pocologan, N.B.

## Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the [illegible], just the men with whom you wish to sell or from whom you would buy.

RATES:

(payable in advance)

2c per word, first insertion.

1c per word, subsequent insertions.

5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

**No Other Paper Reaches All These Men.**

In Selling a Business?

In Buying a Business?

In Engaging a Clerk?

In Securing a Position?

In Securing a Partner?

In Disposing of Second-hand Fixtures?

Then you should use.

Canadian Grocer's Classified Ad. Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

**Canadian Grocer**

**143-153 University Ave. Toronto**

### FOR SALE

GOOD COUNTRY GENERAL STORE AND stock at station, store and stock about $8,000. Good building and clean stock. Selling on account of poor health. Apply Box 916, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE — GROCERY STOCK AND FIXtures, about $4,000; annual turnover about $40,000. Selling on account of ill health. Address Box 53, Ingersoll, Ont.

FOR SALE—GROCERY BUSINESS, STOCK and fixtures, about $2,000; turnover about $14,000. Will rent or sell property. Reasons for selling, other business and short of help. Address Box 393, Canadian Grocer, 143 University Ave., Toronto, Ont.

FOR SALE—FIRST-CLASS GROCERY BUSIness on Wellington Street, Sherbrooke, Que. Stock and Fixtures about $12,000. Apply Box 788, Canadian Grocer, 153 University Ave., Toronto, Ont.

GROCERY FOR SALE. LARGE FAMILY trade. Stock all new and clean. Sell or rent building. Woodman & McKee, Coaticook, Que.

FOR SALE—AT A BARGAIN FOR CASH, NEW sixteen-foot Sherer-Gillett grocery counter. Apply Keyes Co., Elmsdale, N.S.

FOR SALE — A GENERAL STORE STOCK about $10,000, on railway line; stock sold separate or with property. Apply to Alex. Shute, Holland Centre, Ontario.

### Business Opportunities

WANTED—A PARTY TO TAKE HALF INTEREST in grocery and meat business, able to take full charge of either department, in live Ontario town. Apply to Box 898, Canadian Grocer, Toronto.

### AGENCIES WANTED

TO MANUFACTURERS: LIVE SELLING ORganization in west can handle one more good line to retail and jobbing trade. Write salesman, 108 P. Burns Bldg., Calgary.

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

**RID OF RATS**

**The only non-poisonous Rat and Mouse exterminator in the world . . . . .**

Millions are using it in all civilized countries. Fully guaranteed. Exclusive territories granted to responsible dealers or agents. **Price—15 cents per box, $1.80 per doz.. $1.00 per lb. in bulk.**

**BERG & BEARD MFG. Co., Inc.,**
**100 Emerson Place, Brooklyn, N.Y.**

Ford

# Announcement

*Prices effective January 12, 1920*

| | |
|---|---|
| Runabout | $ 710 |
| Touring | 740 |
| Coupe—fully equipped | 1050 |
| Sedan—fully equipped | 1250 |
| Chassis | 675 |
| One-Ton Truck Chassis | 750 |

Prices are f. o. b. Ford, Ont., and do not include War Tax

Electric Starting and Lighting Equipment is supplied on Sedan and Coupe at prices quoted. On Runabout and Touring this equipment is optional at an additional cost of $100.00, exclusive of War Tax.

**Ford Motor Company of Canada, Limited**

**Ford, Ontario**

*Get our prices on Split Peas Pot and Pearl Barley, Manitoba Blended and Ontario Wheat Flour.*

# Special Announcement

Cruickshank & Guild, 32 Front Street West, Toronto, have been appointed our sales agents for Ontario. They will sell the famous *"Quality"* Oats manufactured at the Tillsonburg Mill and made from the highest grade Western oats. The pan-dried process which *"Quality"* Oats goes through gives them that delicious nutty flavor, and every package carries an absolute guarantee.

The aggressive advertising campaign now running in the leading newspapers and magazines means increased sales for the grocer.

## Canadian Cereal & Flour Mills Co., Limited

TILLSONBURG, ONTARIO

Head Office: - - Stratford, Ont.

Selling Agents for Ontario, Cruickshank & Guild
32 Front St., W. Toronto, Ont.

New Sugar Regulations Explained in This Issue

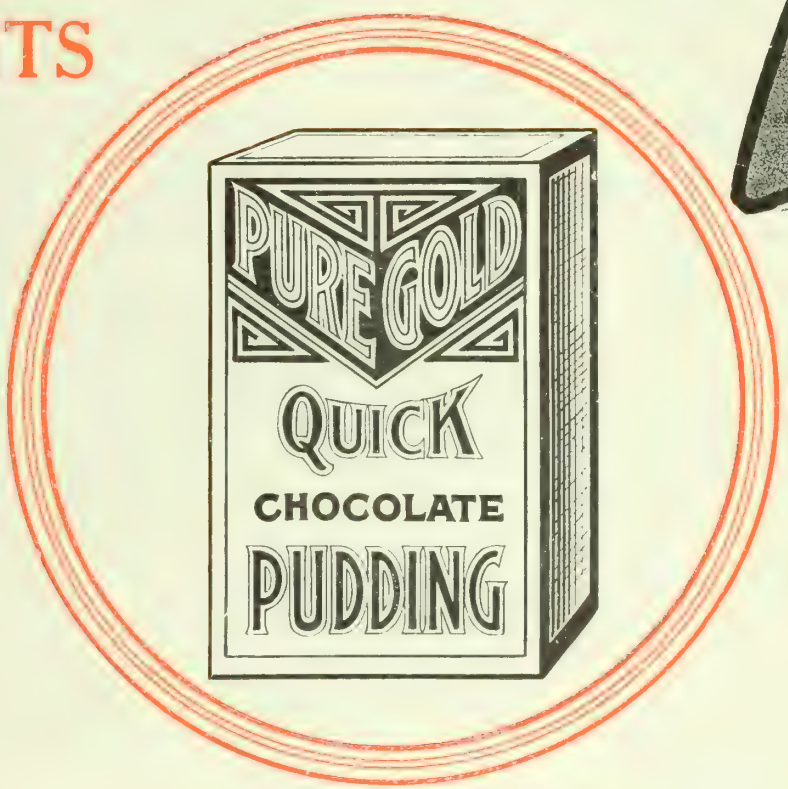
# CANADIAN GROCER

Member of the Associated Business Papers---Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE: TORONTO, JANUARY 30, 1920 No 5

GOOD PROFITS




## Business Builders

PURE GOLD Quick Puddings are your safeguard; their absolute purity being dependable.

Try recommending PURE GOLD lines to your customers. You will find the extra effort will repay you.

CHOCOLATE TAPIOCA CUSTARD ARROWROOT

PURE GOLD MFG. CO., LIMITED

TORONTO and WINNIPEG

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation.
Copy of report will be sent on request to anyone interested.

# THE BISCUITS OF
# HUNTLEY & PALMERS, Limited
## READING AND LONDON

are renowned throughout the whole world as being the finest that are made, and unequalled both for quality and for keeping properties.
Amongst their greatest favourites are the following :—

| | |
|---|---|
| **BREAKFAST** | The most perfect type of unsweetened rusk. |
| **DIGESTIVE** | Made from selected meal. Short eating, highly nourishing and easily digested. |
| **DINNER** | Especially suitable for serving with soup or for use with butter or cheese. |
| **GINGER NUTS** | Unique, delicious and unrivalled. As popular now as in the days of our grandfathers. |
| **NURSERY** | An excellent food for children and invalids. For many years they have had a large and increasing consumption both in England and abroad. |
| **OSBORNE** | Often imitated — never equalled. Slightly sweet. |
| **PETIT BEURRE** | Favourites even when our parents were young. |
| **TEA RUSKS** | Very delicate and much appreciated at Afternoon Tea. |

***Representatives :***

NOVA SCOTIA and PRINCE EDWARD ISLAND
John Tobin & Co.
Matin Street, Halifax, N.S.

NEW BRUNSWICK
Angevine & McLaughlin
P.O. Box 5, St. John, N.B.

QUEBEC
Rose & Laflamme, Ltd.
500 St. Paul Street West, Montreal.

ONTARIO
The MacLaren Imperial Cheese Co., Ltd.
67 Front Street East, Toronto.

MANITOBA, SASKATCHEWAN and ALBERTA
W. Lloyd Lock & Co.
179 Bannatyne Avenue East, Winnipeg

BRITISH COLUMBIA
Kelly, Douglas & Co., Ltd.
Water Street, Vancouver, B.C.

NEWFOUNDLAND and LABRADOR
P. E. Outerbridge
P.O. Box 1131, St. John's, N.F.

# HUNTLEY & PALMERS, LIMITED
READING AND LONDON, ENGLAND


CANADIAN GROCER, published every Friday. Yearly subscription price, $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

# TURNOVER is the one thing you don't have to guess about when you sell *Borden's Milk Products* —"leaders of quality."

When we tell you that a majority of grocers get their best and quickest turnover on Milk Products by selling Borden's, exclusively, we are simply stating an easily proven fact.

Borden Milk Products are the best made, best known brands in the world and housewives know this fact.

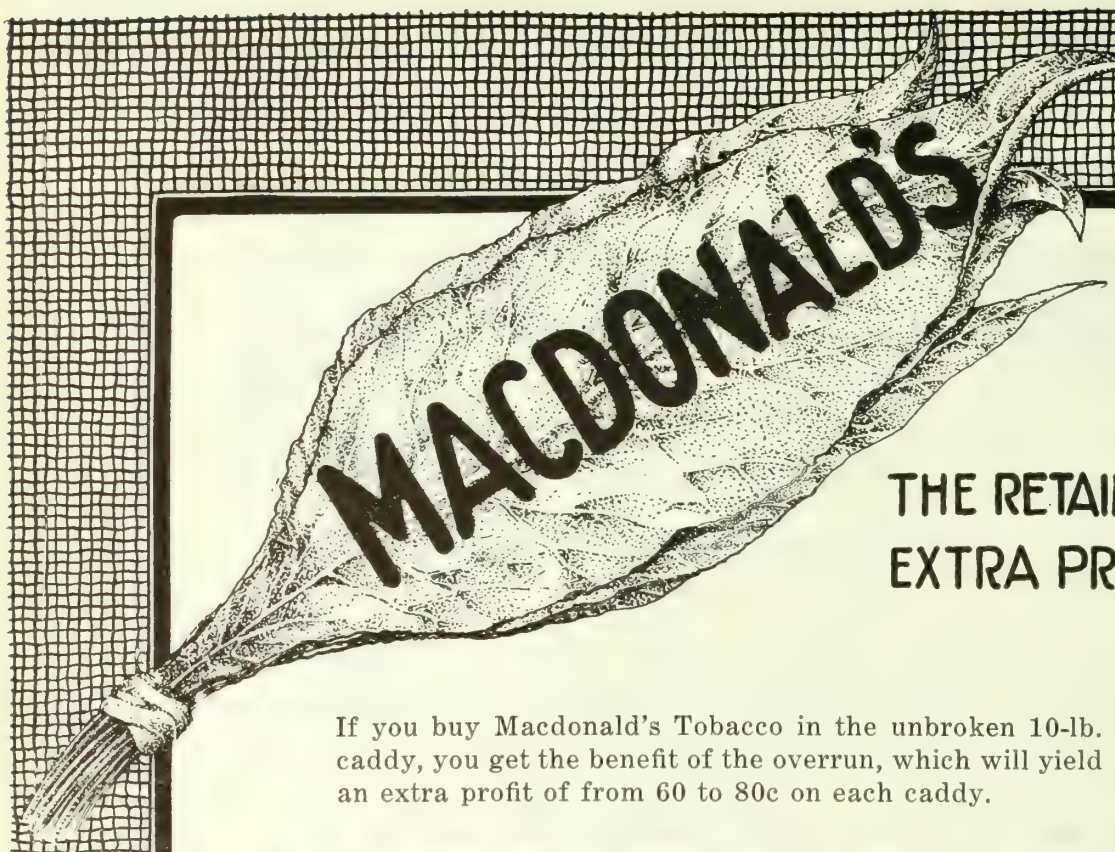
A small trial order will prove to you the many selling features—the great popularity of these Borden "Leaders of Quality" and convince you of the truth of these statements.

SIX CANADIAN FACTORIES

**The Borden CO., LIMITED**

**Leaders of Quality**

**MONTREAL** **VANCOUVER**




THE RETAILERS EXTRA PROFIT

If you buy Macdonald's Tobacco in the unbroken 10-lb. caddy, you get the benefit of the overrun, which will yield an extra profit of from 60 to 80c on each caddy.

# MACDONALD'S TOBACCO

## Smoking and Chewing

*Selling Agents*

Hamilton—Alfrew Powis & Son.
London—D. C. Hannah.
Manitoba and North-West—The W. L. Mackenzie & Co., Limited, Winnipeg.
British Columbia—George A. Stone, Vancouver.
Quebec—H. C. Fortier, Montreal.
Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Scholfield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons.

W. C. MACDONALD, REG'D, Incorporated, MONTREAL

WE are in a position to offer the Canadian Trade large quantities of all varieties and grades of California Dried and Canned Fruits for prompt shipment from our New York and San Francisco Warehouse.

**We solicit correspondence with Wholesale Grocers throughout the Dominion of Canada.**

# J. ARON & COMPANY, Inc.
## NEW YORK

***Canadian Representatives:***

A. T. Cleghorn, Vancouver
Alex. F. Tytler, London
Nicholson-Rankin Ltd., Winnipeg
Lind Brokerage Co., Ltd., Toronto
Hughes Trading Co. of Canada Ltd., Montreal
Henry M. Wylie, Halifax
Dastous & Co., Sherbrooke, Que.
J. T. Price & Co., Hamilton, Ont.
James Kyd, Ottawa, Ont.

Representations solicited for the cities of Quebec, Charlottetown, The Sydneys, St. John, Peterboro

# GOOD BREAD

The flour that makes the quality bread,—that gives more bread than any other flour—the baker's favorite is

## Fleur de Lis Flour

***White and Pure as the Lily***

Made from the choicest Canadian wheat. It is particularly rich in gluten which gives to the bread that fine, elastic, delicate texture so much appreciated by everybody.

*Whether you do your baking by hand or mechanically, it will give you quantity, quality and profit.*

FLEUR de LIS FLOUR is sold everywhere in 98 lbs. bags and in barrels of 98 and 196 lbs.

**ST. LAWRENCE FLOUR MILLS CO., Limited.**
MONTREAL

# Fleur de Lis Flour

**WE SHOW OUR ABSOLUTE CONFIDENCE** in the high quality of our **"FLEUR DE LIS"** Flour by extending our advertising to every newspaper in the Province of Quebec.

The advertisement which we reproduce above will cover the entire field and will create a large demand for this quality flour which makes the best bread and gives more bread than any other flour.

Are you in a position to meet the demand? How is your stock? We are ready to fill your orders.

***On sale everywhere in 98 lbs. bags and in 98 and 196 lbs. barrels***

## St. Lawrence Flour Mills Co., Limited

**Montreal**

# "Curling" Brand
# —Marrowfat Peas—

THE BIG SELLING SEASON is now on for these choicest of hand picked Japanese green wrinkled peas.

They are tender and full flavored—just the kind that win customer-satisfaction and their profit margin is excellent.

Order now for immediate delivery. They are attractively packaged in 9-oz. cartons. 3 dozen to case, $1.20 per doz. (less usual trade discount).

## Maclure and Langley, Limited

MONTREAL TORONTO WINNIPEG

# CLARK'S CORNED BEEF

Ready to Serve

Easy to Slice

It will pay you, Mr. Grocer, to carry good Stocks of Clark's Corned Beef and to

## DISPLAY THEM

Your customers all know that the CLARK label is a guarantee of QUALITY, and you know that quality goods mean satisfied customers and increased business.

DON'T NEGLECT THE
"OTHER GOOD THINGS"
ON OUR LIST

**W. Clark, Limited** Clark's **Montreal**

THE above illustration shows the sales staff of W. G. Patrick & Co. in session at their annual convention early in January.

Each year the efficient sales staff of this large organization meet in their sample rooms to discuss and formulate plans for better service to the trade.

## W. G. Patrick & Co., Limited

*Manufacturers' Agents and Importers*

**Halifax Montreal Toronto Winnipeg**

# EUREKA

NAME REGISTERED
PATENTS 1886 1900 1910—1914 1917

Nobody wants to pay for value he **doesn't** receive.

This applies to all business deals, and business men all want to get as much value as they can on their investments.

If you buy a Eureka Refrigerator, **you get full value**—and even a little more—for every dollar of your investment.

But if you want to get your order filled promptly so to be ready to meet the first hot days of the coming summer, you should place your order now, as we have a fine stock in all grocers' models, ready for immediate shipment.

**Write for illustrated catalogs.**

## Eureka Refrigerator Co.
Limited

Head Office: OWEN SOUND

Branches: Toronto, Hamilton, Montreal



# A Fish Department! Stocked With Watson's!!

## Two Good Ideas For This Fall

Every grocer has not the facilities to handle meats, but there is no reason why he could not stock our smoked and pickled fish, and sell every family at least once a week. Many families will buy pails of herring at a time.

| SMOKED | SPECIAL | PICKLED |
|---|---|---|
| Kippers<br>Bloaters<br>Boneless Herring<br>Herring Chicks | Feature Herrings in 10-pound pails. | Scotch Cured Herring in barrels, half barrels or pails. |

**The Possibilities in These Lines for You are Well Worth Investigating.**

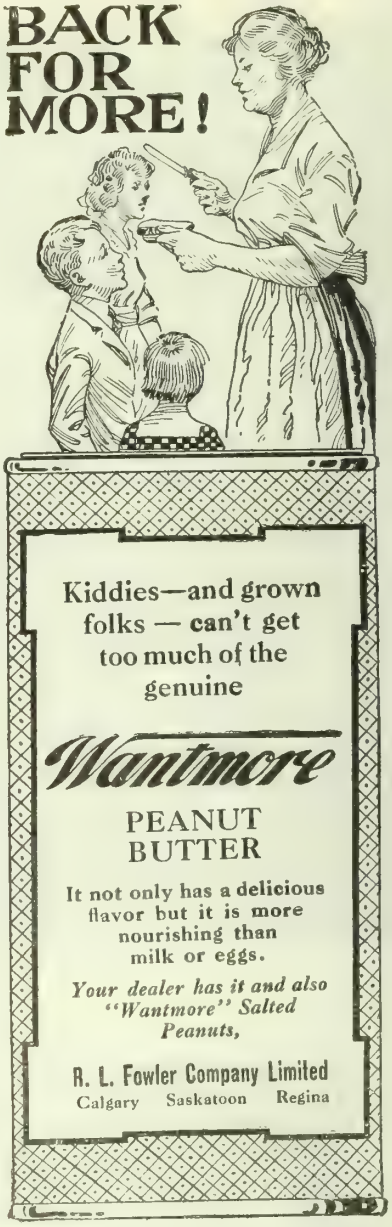
**Write for Particulars to**

## Watson Bros. Fishing and Packing Co., Limited
Vancouver

*Western Representatives*
Donald H. Bain & Co., Winnipeg

*Ontario Representatives:*
S. H. Moore & Company, Excelsior Life Bldg., Toronto




BACK FOR MORE!
Kiddies—and grown folks — can't get too much of the genuine
Wantmore
PEANUT BUTTER
It not only has a delicious flavor but it is more nourishing than milk or eggs.
Your dealer has it and also "Wantmore" Salted Peanuts,
R. L. Fowler Company Limited
Calgary Saskatoon Regina

# We help you sell

Wantmore Peanut Butter with our desire-creating advertising campaign that reaches over two million readers.

In the leading city dailies and farm magazines throughout Canada we are daily telling these two millions of prospective purchasers about the good qualities of "Wantmore" Peanut Butter—"the finest spread for Bread."

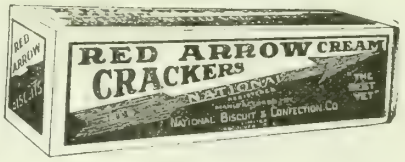
**Cash in on this big campaign, use one of our cuts in your local advertisements. We'll gladly send you electros.**

## R. L. Fowler & Co., Ltd.
*Makers*

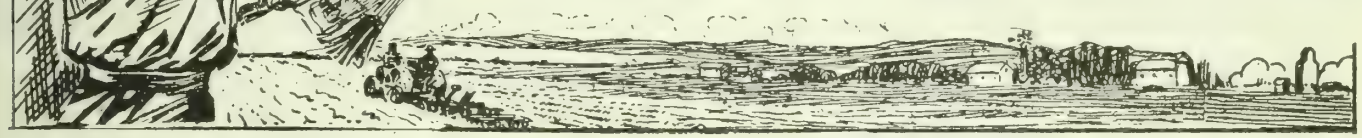
Calgary Regina Saskatoon

# Bring Them Together!

With
Satisfaction
and
Profit For All




NATIONAL BISCUIT & CONFECTION CO., LIMITED, VANCOUVER
NATIONAL BISCUIT CO., LIMITED - REGINA



## DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

**Our agents are:**

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

**Dodwell & Co., Ltd.**

*Importers & Exporters*

VANCOUVER

## The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

## Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

*Your jobber can supply you.*

**NORCANNERS, LIMITED**
STAVANGER, NORWAY

**American Headquarters:**
**105 Hudson Street, New York**

**Canadian Agents:**
C. B. Hart Reg. Montreal — A. S. May & Co. Toronto — Donald H. Bain Co. Winnipeg

## If Herrings Were Silverware!

**"Wallace's" Would Be the Sterling Mark**

WALLACE FISHERIES LIMITED
VANCOUVER

# HOPS

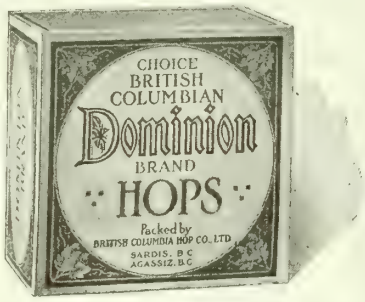
**In Quarter and Half Pound**
**Full and Short Weight Packages**

***BUY DIRECT FROM THE PRODUCER***

**BRITISH COLUMBIA HOP CO., LTD.**

Ranches located at
Sardis, Agassiz,
B. C.

*Head Sales Office:*
235 Pine Street
San Francisco,
California.




**Largest Hop Growers in Canada**

***Write for Prices—Samples***

AGENTS: **For Western Canada**—Donald H. Bain Co., Winnipeg, Man. **Ontario**—Raymond & Raymond, London, Ontario. **Quebec and New Brunswick**—Arthur P. Tippet & Co., Montreal, Quebec. **Newfoundland**—Globe Trading Co., St. John's, Newfoundland. **Nova Scotia**—Chisholm & Co., Ltd., Halifax, N.S.

*You can now make a substantial profit on*

# FLAT FISH SOLES, BRILLS

**Specify "Rupert" Brand o Your Wholesaler**

SPEED UP YOUR FISH DEPARTMENT

**It can be made the most profitable one in your store.**

Grocers everywhere are awakening to the value and the quick profits to be derived from handling "Rupert" Brand Fish. There is no waste time, no trouble when you handle "Rupert" Brand Frozen Fish. Caught in the clear, cold waters of the Northern Pacific Ocean, cleaned, headed, ready-to-cook and rapidly frozen in

***The World's Largest and Most Modern Fish Cold Storage Plant***

"Rupert" Brand Frozen Fish, Brills, Soles and Halibut will meet with your customers' quick appreciation.

**Retailers East of Winnipeg**

Procure your supply of "Rupert" Brand Fish from Toronto or Hamilton wholesale Dealers.

**Retailers of Winnipeg and Points West**

If you cannot get "Rupert" Brand Fish from your local wholesaler, please advise us.

TO THE RETAIL TRADE:

Should there be any point on the handling or selling of "Rupert" Brand frozen fish, on which you desire information, please write us. We value your co-operation and stand ready to give you all possible support.

**CANADIAN FISH & COLD STORAGE CO., LIMITED**

PRINCE RUPERT, BRITISH COLUMBIA

## *One Buyer said:*

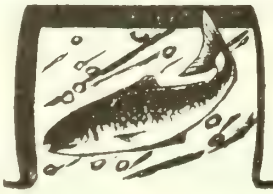
If there's one firm in Vancouver that will supply me exactly the

**SALMON**

I want,

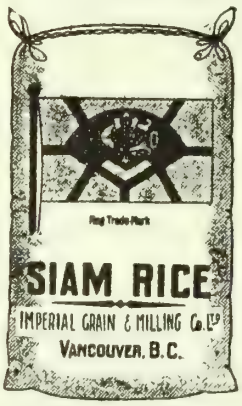
IT'S

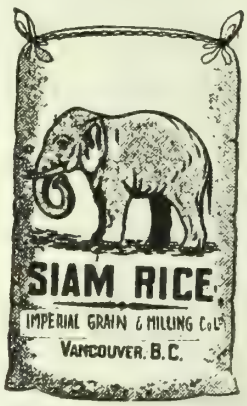
**HARRY HALL & Co**
INC.
SAN FRANCISCO · VANCOUVER
U·S·A· CANADA



# Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.




We are offering the best value in Rice on the Canadian market to-day.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

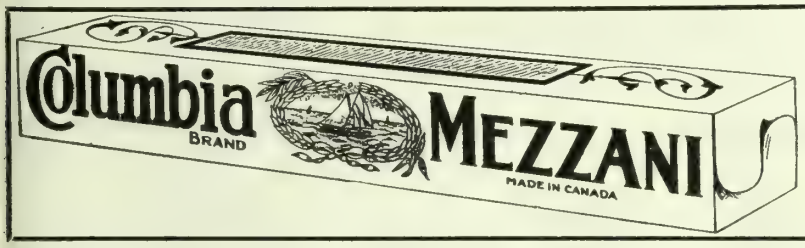
**BRITISH COLUMBIA**

## Squirrel Brand PEANUT BUTTER

Say you saw it in Canadian Grocer, it will identify you.

**C. T. NELSON**
**Grocery Broker and Manufacturers' Agent**
105 Hibben-Bone Bldg., Victoria, B.C. In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

**PETER LUND & COMPANY**
**Manufacturers' Agents**
**Can sell, and if required, finance one or two additional staple lines for**
**British Columbia Territory**
*Interested manufacturers please communicate.*
**505 Metropolitan Bldg., Vancouver, B.C.**
**Reference: Merchants Bank of Canada, Vanco**




**MACARONI**
The pure foan that builds Muscle and Bone at small expense
*The Meat of The Wheat*
Manufactured by the
**Columbia Macaroni Co., Limited**
LETHBRIDGE, ALTA.

SELLING AND DISTRIBUTING EXCELLENT FACILITIES FOR
**FREE and BONDED WAREHOUSE**
**CAMPBELL BROKERAGE CO**
**860 CAMBIE ST. - - VANCOUVER**

**W. H. Edgett Ltd.**
Vancouver
Canada
**Importers — Exporters**
Car Lot Handlers: Beans, Nuts, Potatoes

Say you saw it in Canadian Grocer, it will identify you.

EVERY MORSEL EDIBLE AND DELICIOUS

YOU STAKE YOUR REPUTATION ON EVERY SALE YOU MAKE
THE QUALITY STANDARD WE MAINTAIN ON
**"ALBATROSS" PILCHARDS**
WILL NEVER LET YOU DOWN

Clayoquot Sound Canning Co., Ltd.
VICTORIA.

**AGENTS:**
**Ontario and Quebec:** Alfred Powis & Son, Hamilton, Ontario
**Manitoba & Sask.:** H. P. Pennock & Co., Ltd., Winnipeg, Man.
**Alberta & British Columbia:** Mason & Hickey
J. L. Beckwith, Victoria, B. C.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

**A. M. Maclure & Co.**
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALIES

**THE McLAY BROKERAGE CO.**
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
*Take advantage of our Service*
WINNIPEG MANITOBA

**ALEX. BAIRD LTD.**
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

**W. L. Mackenzie & Co., Ltd.**
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

**C. H. GRANT CO.**
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

**Richardson & Green**
Manufacturers' Agents
Calling upon the Grocery, Hardware and Drug trade. Operating in Winnipeg, Regina, Saskatoon, Calgary and Edmonton.
We work the retail trade.

**F. MANLEY**
Manufacturers' Agent
42 Sylvester-Willson Building
WINNIPEG

PLEASE MENTION THIS PAPER
WHEN WRITING ADVERTISERS

# Donald H. Bain Co.

## WHOLESALE GROCERY COMMISSION AGENTS

### Herewith are Some Facts on Product Marketing

We have a highly-specialized, keen brained staff of untiring sales promoters. We have your interests at heart, every hour of the day the moment you enlist our services. We have an enviable record of results, with satisfied customers to prove it.

Should you have a product that has not been successfully marketed, we are especially trained to market it in the Western field, in a way that it has never before been marketed—with the paramount of success.

**Get in touch with us.**

## Head Office: WINNIPEG

**Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER**
ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

**FRANK H. WILEY**
Mfrs. Agent and Importer
Groceries and Chemicals
Bakers' and Candy Manufacturers' Supplies
533-537 Henry Ave., Winnipeg

MANITOBA
SASKATCHEWAN

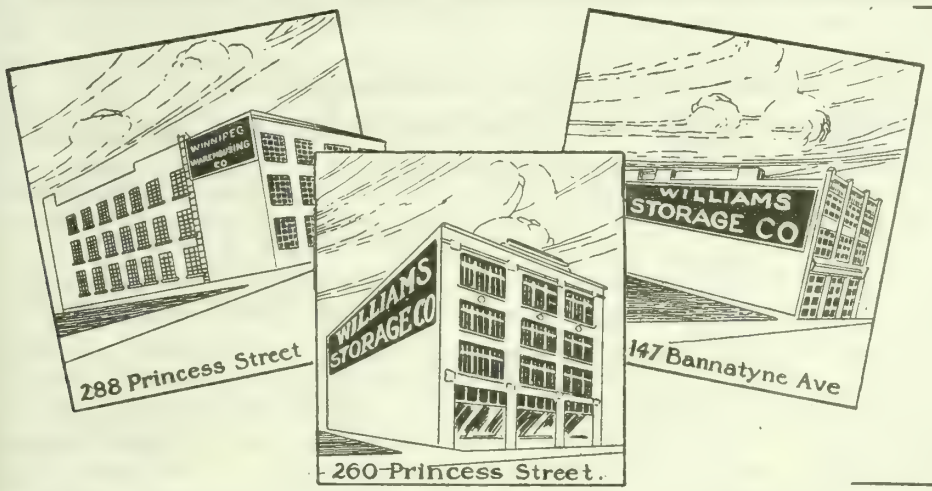
*Wholesale Grocery Commission Brokers*

ALBERTA
WESTERN ONTARIO

## H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

*We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.*




## The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for SERVICE.

**Williams Storage Co.**
WINNIPEG
and
Winnipeg Warehousing Co.

## Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

**Wholesale Grocery Brokers and Manufacturers' Agents**

TRACKAGE
STORAGE
DISTRI-
BUTION

"Always On The Job"

## The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

**As your Selling Agents, we can make a big success of your Account.**

STORAGE DISTRIBUTING FORWARDING

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

**WESTERN CANADA**

## SCOTT-BATHGATE CO., LTD.

**Service | Reliability | Integrity**

We have founded our business on these three corner stones—Service, Reliability, Integrity. These are the secret of our success in marketing goods in the West.

If your line does not conflict we can give you the same service.

**Scott-Bathgate Co., Ltd.** Wholesale Grocery Brokers and Manufacturers' Agents **149 Notre Dame Ave. E., Winnipeg**

## F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give yo r line the same attention. Pugsley Dingman & Co., Ltd. John Taylor & Co. and John Bull Mfg. Co.

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

## The Regina Cold Storage & Forwarding Co. Ltd.

**Regina - Saskatchewan**

COLD STORAGE WAREHOUSING CAR DISTRIBUTION

Opportunities are offered every week on this page.

Are you making use of them?

**ALBERTA**

**B. M. Henderson Brokerage, Ltd.**

Kelly Bldg., 104th St., Edmonton, Alta. (Brokers Exclusively)

Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

**Western Transfer & Storage, Ltd.**

C.N.R. **Carters** C.P.R.

DISTRIBUTION - STORAGE - CARTAGE

**P.O. Box 666, Edmonton, Alta.**

Members of the Canadian Warehousemen's Association

**PACIFIC CARTAGE CO.**

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

*Distribution of Cars a Specialty*

Storage and Forwarding Prompt Service

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

# EL ROI-TAN PERFECT CIGAR

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

**T. M. SIBBALD & SON**
*GROCERY BROKERS*
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

**MACLURE & LANGLEY**
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

**CRUICKSHANK & GUILD**
Manufacturers' Agents
32 Front St. W. TORONTO

**LOGGIE, SONS & CO.**
Merchandise Brokers
Manufacturers' Agents
*GROCERS, CONFECTIONERS and DRUG SPECIALTIES*
SERVICE — LOGGIE, SONS & CO. — SATISFACTION
TORONTO 32 Front CANADA St. West

**W. G. PATRICK & CO.**
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

**W. G. A. LAMBE & CO.**
TORONTO
Established 1885
SUGARS FRUITS

**H. D. MARSHALL**
*Wholesale Grocery Broker*
OTTAWA MONTREAL HALIFAX

**C. MORRIS & COMPANY**
Importers Exporters
Grocery Brokers
*Head Office:* TORONTO
*U. S. Office:* CHICAGO, ILL.

ESTABLISHED 1899

## We Cover the West

SIX BRANCHES with SERVICE that SATISFIES

We have 20 SCIENTIFIC SPECIALTY SALESMEN

Who are anxious to introduce your lines

**W. H. ESCOTT Co.** Limited

WINNIPEG, MAN. Saskatoon, Sask. Regina, Sask.
Calgary, Alta. Ft. William, Ont. Edmonton, Alta.

Wholesale Grocery Brokers and Importers

*Consignments solicited.* *Write or wire us.*

## Sell the Best

"BETTER be sure than sorry." OCEAN BLUE is the highest standard attainable in a Laundry Blue.

True, it sells at only a few cents a packet, but nothing has been sacrificed to bring it down to a popular price.

As you want to please ALL your customers sell them

# OCEAN BLUE

In Squares and Bags

*Order from your Wholesaler.*

**HARGREAVES (CANADA) Limited**
The Gray Building, 24 and 26 Wellington St. W., Toronto.

Western Agents For Manitoba, Saskatchewan and Alberta W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page

QUEBEC

**ROSE & LAFLAMME**
LIMITED
*Commission Merchants*
*Grocers' Specialties*
MONTREAL TORONTO

**PAUL F. GAUVREAU**
WHOLESALE BROKER
Flour, Feeds and Cereals
84 St. Peter Street, - QUEBEC
If you need potatoes wire or write me for prices. Will quote good prices delivered your Station

**WANTED**
Agencies for food products for the City of Montreal, best references.
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

**BRITISH GUIANA**
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
*Manufacturers' Representatives*
41 Robb Street, Georgetown, Demerara, British Guiana
*Exporters:* Cocoanuts, Coffee, Rice, Cocoa.

**EPPS COCOA**
*From now on*
J. C. Thompson Co. Montreal
F. E. Robson Co. Toronto

Established 1889
**HOWE, McINTYRE Company**
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL - CANADA

**MANUFACTURERS**
Place your merchandise with a modern up-to-the-minute Agency in 1920.
O. M. SOLMON
MANUFACTURERS' AGENT, IMPORTER, EXPORTER, COMMISSION MERCHANT
Is open to represent several new progressive manufacturers in the New Year.
4492 St. Catherine St. W., Montreal

**W. J. SHEELY**
Grocery Broker and Commission Merchant
AGENCIES WANTED
CONSIGNMENTS SOLICITED
Bankers: Home Bank of Can.
St. Nicholas Bldg., Montreal

**AGENCIES WANTED**
For Food Products, Confectionery, etc. For the Dominion. Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

**Manufacturers' Agents**
with an energetic sales force covering all Eastern Canada, selling to wholesalers, want lines of canned goods, jams or any other similar lines on commission basis. Address **Dominion Sales Company**, 412 Birks Bldg., Montreal.

MARITIME PROVINCES

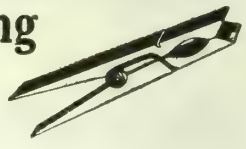
**GAETZ & CO.**
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

WHEN WRITING TO ADVERTISERS KINDLY MENTION NAME OF THIS PAPER

**REX PRODUCTS**
are now being sold in all parts of Canada. Are you selling them?
Rex Cedar Oil
Rex Floor Wax Rex Furniture Cream
Rex Washing Powder
Order from your Jobber or Wholesaler.
REX CHEMICAL CO.
*103 Wellington St., MONTREAL*

| | | |
|---|---|---|
| McDONALD ADAMS | S. H. MOORE & CO. | KING & SOUTHCOT |
| WINNIPEG | TORONTO | VANCOUVER |
| GAETZ CO. | W. S. CLAWSON CO. | J. N. DION |
| HALIFAX | ST. JOHN | QUEBEC |

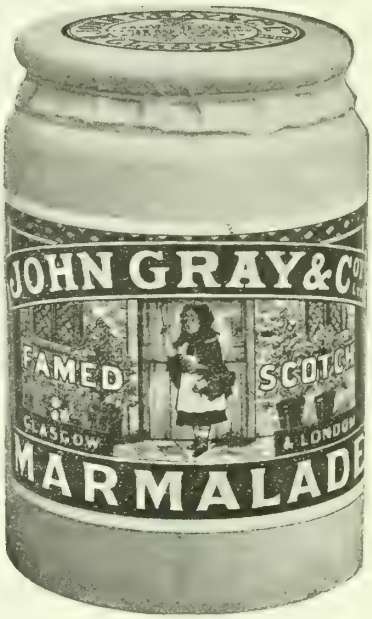
**Dominion Spring Clothes Pins**



An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

# JAMS
# MARMALADES
# PEELS




## John Gray & Co., Ltd., Glasgow

**Established over a Century**

**Cable : Lamberton, Glasgow.**
**Codes : A.B.C. 4th and 5th Edition.**

# CONFECTIONERY
# MARZIPAN
# CHOCOLATE

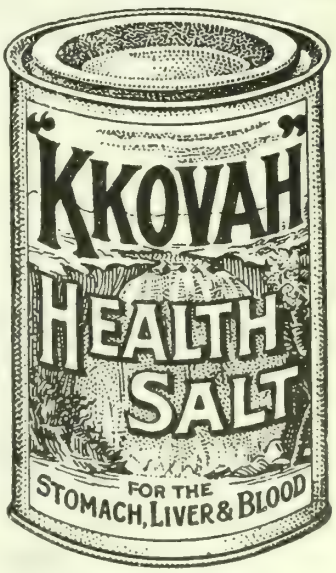
***Agents:***

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto

To most Canadian housewives the name Kkovah is synonymous with purity, good value and reliability.

# "KKOVAH" CUSTARD
# and
# "KKOVAH" HEALTH SALT




Two popular lines of proven worth that should be in every grocer's stock.

Everywhere throughout Canada these two celebrated Kkovah products are earning handsome profits for merchants and winning satisfaction with every sale. Try a sample order and see how readily they sell.

**Sole Agents for Canada:**

## MACLURE & LANGLEY, LIMITED

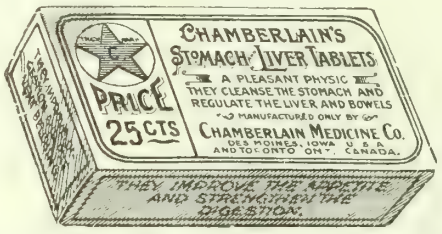
**WINNIPEG TORONTO MONTREAL**

# CHAMBERLAIN'S FAMILY REMEDIES

## *Good Profits*

Because Chamberlain Remedies are famous for their curative powers, they require little selling effort and the profit on every sale is unusually good.

The name "Chamberlain" stands for pure, harmless drugs, efficiency and dependability.




## *Satisfaction*

There's a 100% satisfaction on every Chamberlain sale because Chamberlain remedies never fail to live up to their reputation. They are pleasant to take and most natural and effective in their action.

Send for the Chamberlain price list. It contains a list of many medicinal preparations that mean big profits for you. Write to-day.

**Chamberlain Medicine Co., Limited**
TORONTO

# VLIT
## THE TIME AND LABOR-SAVING FURNITURE POLISH

**V**lit
**L**essens
**I**ndoor
**T**oil

Prevents dry rot and fills hair cracks

Improves all woodwork

**Best and**

Sold only through Wholesalers and Jobbers

R. C. HANNAN, Manager
(Formerly with Thomas J. Lipton)

VLIT
FURNITURE & AUTOMOBILE
POLISH
Velvet Finish Instantaneous
Lighter Labour, Troubles Over.
VLIT is guaranteed to polish Paints, Varnishes, Enamelware, Pianos, Floors and Furniture. Also Burlap, Linoleum, Fancy Leathers and other things too numerous to mention.
VLIT does not contain one drop of acid which is the great destroyer of furniture.
VLIT prevents mud from adhering to automobiles.
VLIT makes old cars look new.
VLIT licks up dirt and polishes in one movement.
VLIT must make good or we will
Made in Canada
Direction-- Shake bottle, moisten lightly a soft clean cloth, rub briskly four or five movements are sufficient, when a brillant polish is the result DO NOT use a second cloth to polish.
The VLIT MFG. CO., Ltd.
MONTREAL

**V**elvet Finish
**L**ighter Labor
**I**nstantaneous
**T**roubles Over

A genuine furniture food

Contains no kerosene nor acids

Non-inflammable

**Goes Farthest**

**Order Today**

THE VLIT MANUFACTURING CO., LTD.
223 McGill St. MONTREAL
Main 4927

# TEA—

## Make Quality Teas a Feature of Your Store

Your tea sales will increase with better profits and greater satisfaction to your customers.

Talk quality to your customers, sell them high-grade, full flavored teas, the higher price is more than compensated by the greater number of cups to the pound, and the enjoyment of drinking fine tea is obtained without cost.

If you give closer attention to your tea trade and feature and handle the finer qualities–you will be pleased with the returns from the free advertising your store will receive "over the tea cups."

The demand for fine quality tea is steadily increasing. Secure and hold your share of this profitable business by confiding your tea orders to a firm of long standing experience who specialize in "quality teas."

Our brands are well known to the trade and every package is guaranteed to give satisfaction to your customers or we stand the consequences.

"KILLARNEY" "THISTLE" "BOUQUET"
"PREMIER" "KAY-BEE"

**Allow us the opportunity to advise and assist you in building up a better tea trade. Prompt attention to your request for samples, prices, or other information.**

## KEARNEY BROS., Limited

Tea Importers

33 St. Peter St. Established 1874 Montreal

Sell by the Pound

# The Grocer Can *Increase* His Business By *Reducing* Living Costs of Customers!!

YOU—Mr. Grocer! hold the key to a normal scale of Living Costs. You have the means to save every customer an important percentage of food costs, and at the same time make a ***better margin*** of profit for yourself—***and enjoy a larger trade.*** The method in question is to

## Sell Bulk Goods Wisely

***MAKE 12% more profit***

This is the average additional profit you make on your bulk goods as compared with the same merchandise sold in packages. Even more important in its influence upon your future welfare is the fact that you save your "By the Pound" customer 38%, which is the average *gain* to the customer. The great point is that you should *utilize* this fact to stimulate and increase your own business.

***SAVE Your Customers 38 Per Cent***

We have prepared a very interesting and useful pamphlet suggesting how the Grocer can "cash in" on this by a little *home advertising* of the right sort. The title of this pamphlet is—"Handling the H.C.L. with Gloves."

It is prepared for our customers; but we will have some extra copies for all who write for it.

Cut Out This Coupon and MAIL to us.

THE SHERER-GILLETT COMPANY
Dept. 57, Guelph, Ont.

Kindly send us pamphlet mentioned in your ad and also information about the counter

Name .....

Store Name .....

Street Address .....

City ..... Province .....

***Nearly 70,000 Now in Use***

The Sherer Counter has made the selling and buying of bulk groceries profitable and highly desirable.

It *Sells* through the attractive *display* of 31 little show-windows; offering its appetizing suggestions; a silent salesman.

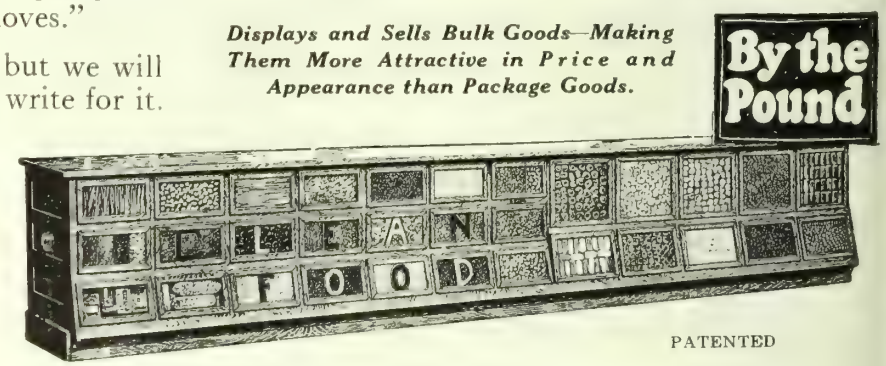
It *Protects* from Dust, Dirt, Handling, Evaporation—and from animals.

*Saves Space* by its Compactness and Capacity.

*Saves Time* of Clerks because every Commodity is quickly accessible.

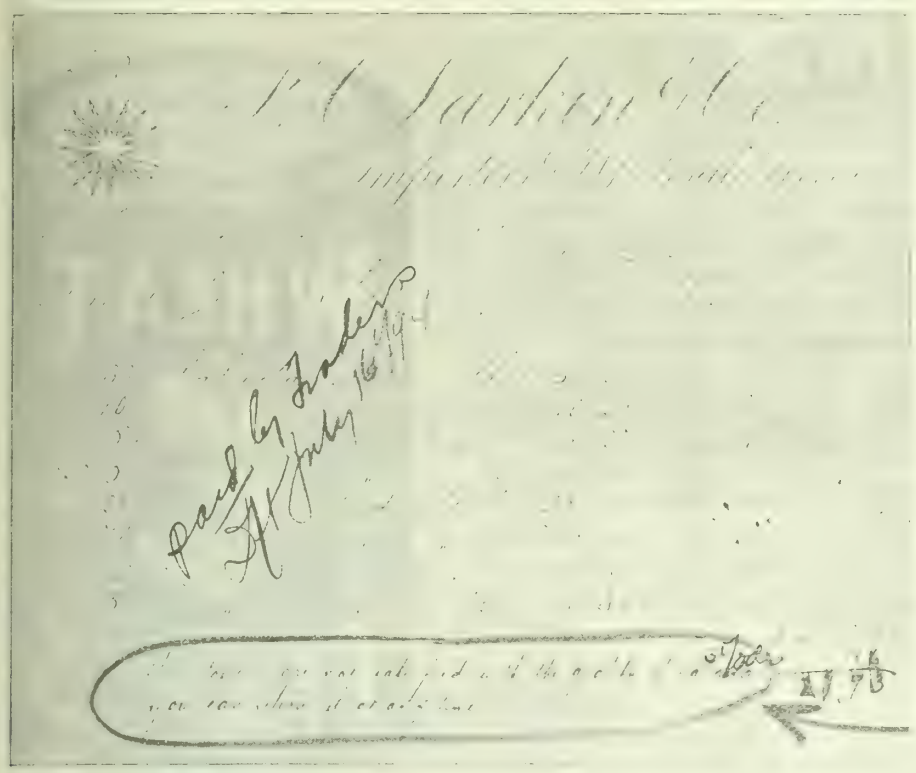
### SHERER SANITARY GROCERY DISPLAY COUNTER

***Displays and Sells Bulk Goods—Making Them More Attractive in Price and Appearance than Package Goods.***




PATENTED

SHERER-GILLETT COMPANY
Patentees and Manufacturers
Guelph, Ont.



# Here is an interesting relic of twenty-five years ago!

In sending us an unsolicited letter of congratulation accompanied by the actual invoice we have reproduced above, Mr. B. Hogarth, of Tilsonburg, says: "The guarantee on the bottom appealed to me as the basis on which, no doubt, Salada has built its remarkable growth . . . . we do not ever remember having a package of Salada returned to us in all this time" (25 years).

THAT SAME GUARANTEE IS IN FORCE TO-DAY AND HAS BEEN EVER SINCE WE STARTED THIS BUSINESS IN 1892. Undoubtedly this "sure-sale" policy was responsible for much of the co-operation we received in those pioneer days and while the need for such a guarantee is not so pressing nowadays, yet every sale is and will be accompanied by this guarantee:—

## WE GUARANTEE

**that we will, at any time, take back any "SALADA" purchased from us that you may wish to return for any reason AND REFUND YOU YOUR PURCHASE MONEY IN FULL.**

It is interesting to note that while the price of Blue Label in those days was 27 cents less 3%, the sales for the year 1894 only amounted to 69,301 pounds. LAST YEAR with Brown Label at 60 cents net, the sales amounted to 7¾ million pounds; which means that we now sell TWICE AS MUCH EVERY WEEK as we sold in the whole year of 1894.

# SALADA TEA COMPANY OF CANADA, LIMITED

# RAPID SELLERS

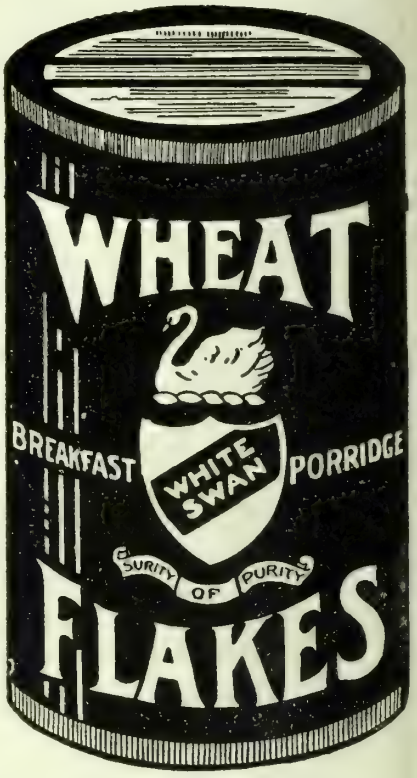
*"The Mustard with the Kick"*

These two "White Swan" leaders are daily growing more popular. Their "high-standard" quality wins satisfaction and makes for speedy turnovers.

**White Swan Wheat Flakes** are made from the finest rolled White Winter Wheat.

**White Swan Mustard** is a Canadian-made brand, stronger and better flavored than any imported lines. Packed in

¼ pounds ..... $2.25
½ pounds ..... 4.00




## White Swan Spices and Cereals, Limited

TORONTO, CANADA

# WHITTALL CANS

*for*

**Meats Vegetables Milk**
**Syrup Fish Paint Etc.**

*PACKERS' CANS*

**Open Top Sanitary Cans**

**and**

**Standard Packer Cans**

**with Solder-Hemmed Caps**

## A. R. Whittall Can Company Ltd.

Sales Office:
202 Royal Bank Bldg.
TORONTO
G. A. Willis, Sales Mgr.
Phone Adel. 3316

MONTREAL

*Established 1888*

Sales Office:
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna

# Hip-o-Lite

MARSHMALLOW CREME

(Ready-to-use)

## *Now Made in Canada by Bowron Bros.*

1 Gal—160 oz.
Lacquered can, 4 tins to case.
$19.00 doz.

32 oz.
Screw Top Jar,
1 doz. to case.
$5.50 doz.

16 oz.
Mason Jar Screw Top
1 doz. to case.
$3.50 doz.

1 Pt.
Fibre Carton,
1 doz. to case.
$2.60 doz.

Half Pint.
Fibre Carton,
4 doz. to case.
$1.75 doz.

ALL SIZES QUOTED ARE IMPERIAL MEASURE

An exquisite Marshmallow of spreadable consistency, light, tender and short. It is used for desserts, cake fillings, frostings, sauces and a hundred and one delicious dishes. Always ready for use—no cooking and the contents of these handy containers will not spoil after opening.

**Hip-O-Lite** offers an excellent profit. Take for instance the 16 oz. size jar (the big family size seller), this costs you 30c and sells for 40c.

A national advertising campaign in leading magazines is daily creating a demand for **Hip-O-Lite**—the delicicious Marshmallow Cream that is "different."

On drop shipments of 100 lbs. or over we pay the freight. Send for our free booklets on simplified candy-making, dessert recipes, etc. A post card brings any quantity you wish. Order **Hip-O-Lite** from your wholesaler or send his name to us with your order and we will ship direct.

## BOWRON BROS., Limited

**Hamilton, Canada**

You would do well to keep your stock of

**Robinson's "Patent" Barley**

and

**Robinson's "Patent" Groats**

constantly renewed.

Steady "repeats" will convince you that ROBINSON'S Barley and Groats are worth pushing.

MAGOR, SON and COMPANY, LIMITED
30 CHURCH STREET, TORONTO 191 ST. PAUL ST. W., MONTREAL

# Abbey's EFFERVESCENT SALT

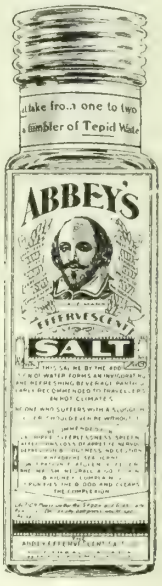
Makes Life WORTH LIVING

## The Big Season Is Here!

Sugar sells all the year round—yet when preserving starts, there is a big increase in the demand for sugar.

ABBEY'S SALT sells all the year round—yet when winter blends into spring, there is a big increase in the demand for this reliable family saline.

And this demand steadily increases throughout the spring and summer. Take advantage of this advance information and stock up on Abbey's Salt. The big season for it is here.




**The Abbey Effervescent Salt Co., Montreal**

CANADIAN GROCER

Vol. XXXIV. TORONTO, JANUARY 30, 1920 No. 5

# Sugar Ruling is Again Amended; Grocers Declare It Not Practical

## Amendment to Ruling Permitting Freight Charges Over and Above 16 Cents Per Pound Is Believed By Grocers of Little Improvement Over Old Order—Must Still Have Little Margin on Sales of Small Lots

OTTAWA, Jan. 27.—Having concluded that "the maintenance throughout Canada of a flat price of sixteen cents per pound for granulated sugar at retail is impossible by reason of freight conditions," the Board of Commerce to-day issued a new "sugar order," or rather an amendment to the order of January 8. The amending order provides for the striking out of clause two of the original order, and the substitution of the following: "That sales of granulated sugar by retailers thereof (whether or not the sugar is wrapped or delivered) at a price higher than sixteen cents per pound plus freight, if any paid, will be deemed by this Board to have been made at a price which includes an unfair profit. Where sales in small quantities are demanded, and, by reason of currency limitations, it is impossible to make exact payment for sugar in exact conformity with the provisions of this order, then if the demanded sale is of one pound and the price, in exact conformity with this order is sixteen and a quarter cents or less, the sale, if made, shall be made for sixteen cents, but in such case the dealer may refuse to sell only one pound and may require purchase of four pounds, whereupon the price payable shall be sixty-five cents for four pounds. Likewise as to demands for two pound or three pound sales under similar circumstances."

"Where the demanded sale is one of one pound, and the price, in exact conformity with the provisions of this order, is sixteen and one-half cents or less, but more than sixteen and one-quater cents, the dealer may refuse to sell less than two pounds and the sale price for the two pounds shall be thirty-three cents. Where the demanded sale is one pound and the price in exact conformity with the provisions of this order is sixteen and three-quarter cents or less, but more than sixteen and one-half cents, the dealer may refuse to sell less than four pounds, and the sale price for four pounds shall be sixty-seven cents."

### Sixteen Cents Plus Freight

When asked by CANADIAN GROCER as to what was his idea of the above amendment, Major Duncan, the Toronto representative of the Board of Commerce, stated that he did not wish to give an official opinion, but he believed that the grocer was entitled to collect on his sales of sugar sixteen cents per pound, plus the actual freight charges paid. When asked if this applied to any part of Canada, he was of the opinion that it did. But as the amendment pointed out, he stated, that on less than four pounds of sugar the grocer could not charge more than sixteen cents straight, and in small sales of this kind the grocer could refuse to sell customers. Otherwise, he stood to lose his freight charges.

### Plan Not Workable

Interviews with grocers in Toronto would lead one to the assertion that the second state is not much better than the first. The consensus of opinion is that the scheme as amended is not feasible, and really does not help the grocer to arrive at a profit on sugar.

Donald McLean, Roncesvalles Avenue, Toronto, declares that the plan is not workable. "We pay $14.71 per cwt. for sugar in Toronto," he stated, "and we should be allowed to figure our profit on that amount, without interference. We should have at least two cents per pound. We sell a great deal of sugar in two pound lots, and in doing so we still have to lose the half cent freight costs. It is all very well for the Board of Commerce to say that the grocer can refuse to sell four pounds, but it is another matter when it comes to be done. Customers who have been dealing with you for years want two pounds of sugar, and it would not be policy to refuse them. In this way the amendment is very impracticable. A grocer refuses to sell a pound, two, or

## Board of Commerce New Ruling Allows for Freight

**The new ruling of the Board of Commerce as announced on this page really means that the grocer is to be allowed for his freight charges. Under the amended regulation, every grocer, whether resident in Montreal or at points far removed from the Eastern City, is, in brief, entitled to his margin of about a cent and a half on a pound of sugar at the present price of sugar. According to the first judgment of the Board, only the Montrealer could realize this cent and a half. The Board came to see the unfairness of such a scheme, and in the new order treats all alike. The grocer has the privilege of refusing to sell a single pound of sugar, by reason of the difficulty of close figuring to allow the freight, and the customer may be obliged to take at least four pounds. The price of the latter, for instance, shall be 65 cents, permitting the merchant an extra cent, assuming of course, that the freight is a quarter of a cent per pound. At some points the freight may be more or may be less.**

**If the grocer continues to sell in pound lots, he loses a quarter of a cent. His only alternative is to refuse to sell less than four pounds. But in the event of a sugar stringency, such as has occurred frequently in the past three years, it may not be possible for the grocer to allow one customer four pounds of sugar. In such a contingency the retailer is again the loser.**

three pounds of sugar, and at once he has to enter into an explanation. The average grocer will rather lose the quarter or half cent, rather than waste the time explaining why he will not sell less than four pounds. Then, again, with sugar so hard to get, as is the case at present, and has been now for some time, two and three pounds are all we can allow one customer. I certainly think the amendment shows a lack of good judgment, and really is of little benefit to the grocer."

**A Lot of 2-Lb. Sales**

D. W. Clark, Avenue Road, Toronto, declared to CANADIAN GROCER, that it was his opinion that the Board of Commerce is more concerned in making it difficult for the retailer to do business than any other class. "At the present cost of sugar in Toronto," Mr. Clark stated, "we should be permitted to charge at least 17 cents per pound for it. The people already have got the idea that sugar is sixteen cents per pound, and if the grocer starts charging them 65 cents for four pounds, there will soon be a complaint. We sell most of our sugar in two, four and eight pound lots, and this latest ruling means that we either have to stop selling two pounds, or continue to lose the half cent, as represented by the freight charge. But the grocer does not pay the freight charge, and that is where confusion will come. The grocer pays the wholesaler a certain price, and what the Board of Commerce should do is to allow the retailer to figure a reasonable profit, according to his cost. I don't think the plan will work out satisfactorily at all."

**More Complication**

W. R. McCaw, Roncesvalles avenue, Toronto, was also of the opinion that it was not a practical plan, and would only further complicate matters. "In these days, when sales of sugar are only in small amounts, the fact that we cannot sell any amount under four pounds above sixteen cents, is really not going to benefit the grocer very much."

# WINNERS OF THE CANADIAN GROCER CHRISTMAS WINDOW CONTEST

**CLASS A**

Cities of over 10,000 inhabitants.

1. McLean Grocery, Moose Jaw, Sask., dressed by Harold Crone.
2. Halpenny & Co., Ottawa, Ont., dressed by H. M. Richardson.
3. Nation and Shewan Ltd., Brandon, Man., dressed by E. C. Stuart.

Honorable Mention—The Edmonton City Dairy, dressed by J. Browning.

**CLASS B**

Cities of under 10,000 inhabitants.

1. T. B. Crothers, Oshawa, Ont., dressed by Glen Piper.
2. Hope Bros., Preston, Ont.
3. J. H. Wells, Grimsby, Ont.

Honorable Mention—A. W. Tibbett, Bracebridge, Ont.

The entries in this contest have all been of a very attractive character, and all must have meant a good deal in the way of stimulating business during the Christmas season. The practical nature of the windows, as a means of inducing sales, is a feature of the winners. The non-prize windows will be shown in future issues, with comment.

*Winner of the first prize in Class A in the Christmas Window Contest. This window must have been the means of selling a lot of goods. It is a splendid selling display showing nuts, candies, and grapefruit in the front row and figs, oranges in cheese box lids, cranberries and chocolates with olives and boxes of cigars at the top.*

Winner of the first prize in Class B of the Christmas Window Contest. It is arranged with nuts separated by packaged raisins, with a background of packaged figs. The centre row is candies, with background of raisins, and in the back row, box chocolates, figs, grapes and Christmas wines.

# Higher Sugar Advances Many Lines

## A Number of Articles in Which Sugar is a Component Part Are Now Being Quoted at Stronger Levels

MOST commodities in which sugar forms a part of their make-up are rapidly advancing in price. Sugar enters very largely into the manufacture of a large percentage of articles sold by the retail grocer, and, naturally, with the higher cost of sugar, these lines must go higher. Condensed milks have already advanced to higher prices.

Quick puddings and jelly powders are higher, also canned fruits and jams. One manufacturer told CANADIAN GROCER that the higher prices have had no effect on the selling of their lines. Merchants are buying quite freely, and they state that consumers are doing the same.

Frank Sherriff, of the Imperial Extract Company, in an interview with CANADIAN GROCER, stated that the prices on this season's make of marmalade would depend absolutely on the price of sugar. "Of course," he stated, "there are other things that are the cause for higher prices. Labor, for instance, is higher; glass containers are also up in price; but these are a mere trifle compared with the big increase in the cost of sugar. This one item has already increased the price of marmalade about ten per cent., and if sugar goes higher, marmalade must follow."

When asked in regards to the future prices of jelly powder, Mr. Sherriff stated that prices must necessarily be higher, as sugar forms a great part of the material used in making jelly powders; he also stated that the present increase in sugar warrants an advance of about ten cents a dozen on jelly powder. Cocoa, chocolate and nut chocolate bars are all higher in price. The popular five-cent bar of nut chocolate is now costing the retailer one dollar ten cents a box of twenty-four bars, and will probably sell for six or seven cents.

Present sugar prices will also affect price of sweet pickles and many other lines.

# St. Thomas Merchants Form Organization

### Grocers and Butchers Are Endeavoring to Make the Wednesday Half-Holiday a Permanent Affair

St. Thomas, Jan. 28.—The retail grocers and butchers of St. Thomas have organized for the purpose of making Wednesday half-holidays a permanent fixture the entire year and also with the object of abolishing Saturday night delivery. The movement was launched a few days ago at one of the best attended and most enthusiastic meetings ever held by this body of merchants, and success is practically assured. With the exception of two firms, the grocers and butchers are unanimous for the introduction of both these greatly desired changes, but it has been deemed advisable to conduct an educational campaign among the trade before adopting either.

Wednesday early closing has been in force in about half the groceries and butcher shops of the city for more than a year, but has not been entirely satisfactory on account of so many others remaining open. Now, however, with the custom becoming general, the prime movers are quite confident that there will be no losses sustained nor cause for dissatisfaction.

### FEDERAL TRADE COMMITTEE MAKE NEW ORDER

According to reports from Washington, the Cole-Conrad Co. of Chicago has been ordered by the Federal Trade Commission to "cease and desist" selling combinations of groceries with sugar at cut prices as the bait Decision also applies to coffee and sugar combinations, etc. Complaint was made by the National Association of Retail Grocers and leading grocery trade journals in the U. S. A. against concerns found guilty.

### EGGS SOLD BY WEIGHT

When the suggestion of the British Imperial Association that legislation be obtained making it compulsory to sell vegetables and fruit by weight, Alderman F. W. Johnston, of the Toronto city council, asked that "eggs" be included. "At the present time," he said, "the first customer picks out all the big ones."

City Solicitor Johnston said that at present the Government recognized selling by weight or measure.

# Should be Less Criticism of Retailers

## So Claim Speakers at Banquet of London Grocers—Service Merchants Perform is Not Understood Properly—Wholesalers and Manufacturers Join With the Retailers

Reported by Canadian Grocer staff correspondent

LONDON, Ont., January 28th.—The Retail Grocers' Association of this city held a most successful banquet on Wednesday last, in the Dining Hall of the Tecumseh House. London, Ont., has always been noted for its organization of retail grocers, and there were a hundred or more retailers and friends in attendance on this occasion.

J. T. May, president of the Association, presided as toast master. The important address of the evening was given by H. C. Beckett, wholesale grocer, Hamilton, Ont., on the subject "The Consumer, the Retailer vs. The Octopus." This appears on the opposite page.

When the King had been duly honored, Mr. May introduced the various speakers. The Retail Grocers' Association of this city are boosters for their home town, so that it is not surprising there were a couple of civic officials present to tell what every merchant might do to assist further in the betterment of his native city. George M. Reid, President Chamber of Commerce, responded to the toast "A Bigger London."

### A Service Unequalled

Wm. Turnbull, president of Edwards, Adams & Co., wholesale grocers, London, Ont., responded to the toast "Our Wholesaler." Mr. Turnbull believed there was no trade that was more abused than that of the retail grocery trade. It gives a service that no other trade gives, and he believed if the public understood better this service there would be less criticism. Labor men were talking of starting a number of chain stores in Canada, and he maintained that they would make one of the mistakes of their lives when they come to figure their cost of doing business. Mr. Turnbull claimed that years ago when the labor man was getting a dollar or so a day, he would pass the fancy windows and stores with perhaps a glance or two, and he usually kept his money in his pocket for essentials. To-day, when he is getting five and six times as much, he is spending it more freely on things that are not absolutely necessary, with the result that when the end of the month comes he finds his regular bills can't always be met. Then he complains about the high prices.

Alderman John Bridge, manager of the Neal Bread Co., responded to the toast "Our Manufacturer." He referred to the orders that had been handed out by "that man O'Connor," and criticized some of these regulations. He thought there were many questions in common between the retailer and the manufacturer. Retail prices and how they affect the manufacturers, and right of the manufacturer to fix retail prices, were a couple of these questions. The manufacturer can and does serve the retailer and consumer by establishing prices, providing he can see that they are upheld. Public confidence is destroyed or maintained according as the goods are handled by the retailer. If ten merchants out of three hundred cut an established price, the two hundred and ninety become discouraged and more readily handle competitive lines. He thought that the manufacturer should refuse to sell the cutter, and give the advantage to the honest merchant.

J. T. MAY
President of the London Retail Grocers' Association who presided at the banquet.

### What Overhead Means

"In arriving at the margin of profit, the retailer should take into consideration invoice cost, freight, exchange, cartage and overhead expenses. Overhead expenses should include a fair wage for the proprietor himself equal to the wage paid under similar circumstances to a manager or that a competitor would receive. These facts must be carefully considered, and after that the merchant has a right to add a fair margin for net profit."

P. H. Ranahan, first vice-president of the Association, responded to the toast to the London Retail Grocers' Association. In the interest of the organization, he urged the elimination of fault-finding, particularly on the part of those who did not attend the meetings. He believed the time had come when the retail grocer had to fight for his existence against co-operative stores, farmers' clubs, etc., in addition to the outcry against the high cost of living, the biggest part of which was laid at the door of the retailer. There was no business giving the service the retailer gives to-day, he maintained.

Mr. Ranahan urged the retailers to be loyal to the London wholesale grocers, who were giving the trade a good service and who were prepared to back them up. He cited, however, a case where one of his customers had reported the sale of a 100-pound sack of sugar direct from a wholesale grocer. He thought that was something that should not exist in London. He had also a good word to say about some of the travellers calling on the retail trade. Some of them help merchants by giving them good advice on market problems, etc., but there were others who sometimes do not know the difference between a retailer and consumer. He thought that every wholesale grocer should inform his men that not one dollar's worth of goods would in future go out of the warehouse except to a bona fide retailer.

Alderman O. I. Cunningham responded to the toast "The City of London." The various speeches were interspersed with vocal solos by Chris. Pink and Fred Dowling, with F. Fitzgerald as accompanist.

### The Men Behind

The officers of the London Association are: President, John T. May; first vice-president, P. H. Ranahan; second vice-president, Thos. McCormack; treasurer, H. B. Rosser; secretary, Frank D. Pierce; executive, Alderman G. Drake, Thomas Shaw, Harry Harley, E. Noel and M. A. Young.

A number of representatives of the manufacturers were present, including R. K. McIntosh, manager Battle Creek Toasted Corn Flake Co., London; Mr. Wells, of S. F. Lawrason & Co., in addition to John Bridge and others.

One of the London Association's old friends was also there in the person of Ed. Ryan, who eight or ten years ago was one of the most enthusiastic organizers. He is now a travelling salesman, but he always has a warm spot in his heart for his former associates.

Tom Shaw, a veteran London grocer and curler, was there. Mr. Shaw forsook the roarin' game for the night to be present with the grocers.

Alderman Gordon Drake, one of the distinguished city fathers and a grocer for many years, seems to get younger as the years go by, in spite of having the interests of the city as well as his store to look after.

# Fight Unethical Trade Conditions

## Speaker Includes Fake Advertising, Unfair Competition, Secret Rebates, Unfair Methods of Some Manufacturers, Crooked Order Takers and Crooked Wholesale Houses—The "Octopus" in Business Defined

From address by H. C. BECKETT, at London Grocers' Banquet

THE consumer is the one who wonders why prices are so high, and does not know the reason.

The consumer justly kicks at the high prices but fails to realize that supply and demand is almost invariably the real cause for the tremendous advances in practically every article necessary to our daily needs. He fails to realize that in the production of almost all articles the labor factor represents probably over 80% of the cost.

Raw material has only advanced in price because of the increased cost of labor producing it. Iron ore, coal, petroleum, timber, etc., are still in and on the earth, but when labor, skilled and otherwise, gets its proper share for the service performed in fashioning raw materials into finished products, you can see clearly how and why the ultimate cost to the consumer is increased.

### Demand Controls Price

So it is with all lines handled by the wholesale and retail grocery trade. The farmers want, and are getting, more for farm products. The demand keeps up the price; when the demand ceases down comes the price.

When the natives of Ceylon and India who are picking tea for the magnificent sum of about fifteen cents a day get wise and form a tea pickers' union, up goes the price of tea. So you see, if the people would only think rationally about these things they would not be so ready to put the blame on the innocent and hard-worked retail grocer and the long-suffering and much-abused wholesaler.

The independent and legitimate retail grocer is generally known as a modest, obliging, good-hearted, good-natured, hard-working individual, simple in his tastes, and the friend of many a family and farmer when in a tight fix or a little credit is needed to tide over temporary financial embarrassment.

The octopus is the selfish, grasping, enterprising monopolist, never satisfied, always reaching out for everything in sight, whose god is making money and getting control, and is always blowing about it, getting advantages that others do not enjoy and usually at the expense of his honor and at the expense of his competitors, and finally at the expense of the consumer.

Now the fight is on. Get into condition and go to it.

The handwriting has been on the wall for some years back, but we were perhaps either too busy, too blind, or too indifferent to read it.

Now, what is the handwriting on the wall, so far as it concerns trade, commerce, and the prosperity of Canada?

This is what it says:

"Wake up, fight the good fight, for honor in business and prosperity of Canada."

### What The Contest Is

I have tried briefly to visualize a contest. You have now arrived at the stage when you are entered for a contest whether you like it or not. You must either fight or lay down and let the consumer suffer. Well, my dear good people, I for one am not going to lay down. I don't want to appear egotistical, but I must say this—I have been conscientiously training for the coming contest for some years and am brimming over with confidence—confidence that right is might and that truth shall flourish out of the earth.

Now, what is this contest to be, what is it all about?

This fight is to be a contest.

For honor in business; against fake advertising; against unfair competition; against secret rebaters; against the disreputable and unfair methods of some manufacturers, and the short-sighted policy of others; against the crooked order taker; against the crooked wholesale house; a fight to give every man in business an equal chance to compete;

—a fight to insist that every retail grocer in the country gets his goods on the lowest basis as to cost so that he can serve the consumer to advantage and give the consumer goods at the lowest possible price,

—a fight against a grasping monopoly of the distributing trade of this Canada of ours,

—a fight against ways that are dark and tricks that are vain,

—a fight right out in the open,

—a fight to improve conditions in all the towns and villages throughout Canada,

—a fight to make the towns and villages throughout Canada more prosperous, and thus encourage the younger generation to stick to farming pursuits,

—a fight for greater production in farm products,

—a fight against the fateful disease of dry rot in almost every town and village in Canada, caused almost entirely by the mail order menace.

This will be a good fight because your cause is a just one, founded on Christian principles. In this fight you will save the consumers from monopoly and benefit this fair Canada of ours. The U.F.O. or "Us for Ourselves" policy is not the policy of all the retail or wholesale grocers. Our policy is to build up Canada, build up solidly for the rising generation, leave to posterity a condition of things that will redound to your credit, intelligence and honesty of purpose.

Fight in the open. Don't do things in the dark, let your light shine so that men may see your good works, be torch bearers for the truth; beware of the Bolshevik policy in business so prevalent in Canada to-day. You who have been in trade and commerce for years know there is something radically wrong in this country as well as other lands. The world is upset with a lot of crazy ideas in the minds of agitators, and it is your business and mine to apply our knowledge and experience for a better understanding.

Trade is an intricate, complicated, artificial condition that the superficial thinker does not understand, therefore, use your efforts to enlighten those who need more light, whether it be lawyers, politicians, selfish people, farmers, newspaper men, or any other class of the community. There is no class of men in business to-day so closely in touch with the general chaotic condition of trade as the thoughtful wholesale grocer, and yet, generally speaking, he is not given credit for knowing enough to come out of the rain. It's time to speak out and say something. We cover Canada from the Atlantic to the Pacific every two weeks year in and year out. We should, therefore, know more about conditions in Canada than most people give us credit for.

There has been very little deep thinking. The editorials in many of the daily papers show a woeful lack of knowledge of trade conditions or trade ethics. This does not apply to Hamilton, the ambitious city.

### Praise for Board of Commerce

Much education is needed and now at last, thank God, in all sincerity we have a Board of Commerce specially appointed to study trade conditions and trade ethics. The Board of Commerce has been roundly abused by selfish and unthinking people. The big interests have been trying to mould public opinion against the Board of Commerce.

Every dog has his day, and don't you forget it. The big interests cannot dominate the trade of this country, if the great mass of merchants all over this fair Dominion get up on their toes, and hit out for all they are worth.

Be sure you're right, then go ahead.

Whatever you do, do it with all your might.

Remember, if you go into this fight armed with a correct knowledge of the trade situation as it exists to-day, you will win out. But if you do not dig deep down and get at the fundamentals of trade and commerce, you will be a long time in stamping out the disease of business trickery and unfair methods so prevalent in Canada to-day.

Look what the wholesale grocers accomplished in a few months in the United States.

The legitimate trade there, both wholesale and retail, was confronted with a gigantic monopoly, an octopus which was getting control not only of production markets, but of the distributing trade as well. Did the wholesale grocers lay down in the face of this menace? No, they fought it like the men they are.

They put the whole situation clearly and logically before President Wilson and the Federal Trade Board at Washington. An investigation was held, and what has happened?

This is what has happened:

The big interests of the United States, the big monopolists, have had a perpetual injunction decree entered against them to this effect, viz., that they must disassociate themselves from all unrelated businesses, and must stick to their regular business, viz., meats and provisions.

Now, what is the trade of Canada doing to protect their interests? Not very much, I am sorry to say. We are gradually becoming more and more alive to the menace that confronts this country and to the evils that have existed in the past, but we have not after all thought very deeply.

Of one thing you can be certain, the Board of Commerce will think deeply, and they won't let the big interests do the thinking for them. The Board of Commerce is a tribunal for the business man to go to and point out the evils that at present exist, and that confront the welfare of the country and the consumer in particular.

You are not making proper use of the Board of Commerce. Why? They are a fine body of men, logical, sincere, and fair minded, and what is more they will be fearless in their criticism of unfair methods, monopolies, and dishonest practices.

The Board of Commerce is the most advanced legislation Canada has ever had, and was opposed tooth and nail by the big interests. You should know this.

# Trowern's Answer to Beckett Charges

## Former Says Retailers Across Canada Are Up in Arms Against Rulings of Board of Board of Commerce—Claim Wholesalers Have Benefited From Regulations—Wholesale Trade Going Out of Its Way

H. C. BECKETT, of W. H. Gillard & Co., wholesale grocers, Hamilton, Ont., has sent a letter to Hon. Sir Geo. E. Foster and other members of the Cabinet condemning the action of those who are criticizing the rulings of the Board of Commerce and who are urging a change in the personnel of it.

In this letter he says:

"The recent agitation and action of Mr. Trowern and others at Ottawa has not escaped the attention of the great majority of business men and consumers throughout Canada. Hundreds of thoughtful business men and consumers are amazed at such action. Hundreds of business men at subsequent largely-attended meetings have expressed surprise, amazement and strong disapproval of such unwarranted action in trying to stir up a feeling of antagonism against the Government, the Board of Commerce, and some of its members.

"We have yet to learn of a justified complaint from any consumers for the reason that the consumer is pretty well satisfied with the efforts of the Board of Commerce. The consumer needs much enlightenment because, as a rule, he is a superficial thinker and does not concern himself by going very deeply into trade matters, which, as every man (consumer included) should know, are very complicated and can only be understood by years of study, practical experience, and contact with trade conditions. I have no hesitation in making the statement that I am qualified to speak, not only with very considerable first-hand knowledge (having devoted many years to the study of trade ethics) but that I represent the views of thousands of thoughtful consumers and business men in Canada.

"The opinion is that the Board of Commerce, as constituted, will prove to be a blessing to Canada.

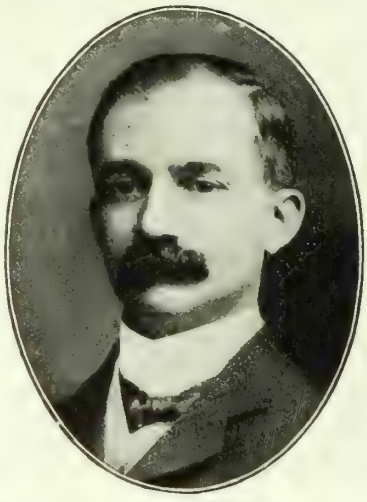
"It is the most outstanding statesmanlike move since Confederation, and now some few vindictive people start out to create trouble before even giving the Board an opportunity to get a line on trade conditions.

"As a matter of fact the Board of Commerce was never intended to deal with the high cost of living except that it would incidentally do so and prevent profiteering at the expense of the consumer, and be the means, through its report, of educating the consumer that supply and demand largely regulate prices.

"Instead of the Board of Commerce being given an opportunity to get thoroughly informed, there was such a rush, demand and clamor for a reduction in prices (and rightly so, since the people did not seem to understand the reason for high prices) that the Board tried to do something in the shortest time possible—to be of some quick benefit to the consumer. The Board discovered some instances of excessive profits—which may yet need investigation to protect the consumer in the future, but on the whole they found in the great majority of complaints investigated that there was very little profiteering, and they said so openly. The consumer was suspicious, and is yet in some cases, so the idea was to allay the unrest by speedy action.

"The Board has been and will be fair to the man in business, and, so far, no man in business has been hurt as much as is the consumer of limited income by reason of high prices.

"Why, then, this opposition? It comes from a section who think they may be curbed in unfair practices so prevalent in Canada to-day. The opposition is secretly fanned by the monopolistic interests. The Board has already proved it will not be swayed by any particular class in Canada, and in this respect the Board is entitled to the highest praise that man can have. They are honest—and they have ability. They are endowed with the qualifications so necessary in occupying such important positions. It shows the wisdom of the present Government, who appointed them, and also the Government's honesty of purpose to make real and lasting progress for the betterment of Canada.



E. M. TROWERN
Dominion Secretary of the R. M. A., who replies to H. C. Beckett's letter.

"Already the big interests, under a cloak, are arranging their forces and spreading their propaganda to if possible, block the Federal Government in this, the wisest legislation since Confederation. They are fighting to change the personnel of the Board so that some putty men will hold the seat of judgment. It is believed, however, that the Board of Commerce Act provides that trade experts may be called to assist the Board. Such experts could be of great assistance to the Board, and could be selected or appointed by Provincial Governments and thus protect provincial interests, provided, of course, the men appointed were big enough and unselfish enough to be independent."

### MR. TROWERN'S VIEWS

CANADIAN GROCER asked E. M. Trowern for his views in connection with Mr. Beckett's letter and the attitude of the Retail Merchants' Association toward this Board.

Mr. Trowern maintained that the facts regarding the manner in which the Board of Commerce has treated the retail trade are too apparent to require any defence by him. "The retail trade," he said, "from one end of Canada to the other, are up in arms as to the various orders that have been made by the Board of Commerce and applied to them. No such absurd orders have been made regarding the wholesale trade, and whatever orders have been made have been made for their benefit, so that there is no wonder that the wholesale trade wish to retain the present board, and are now rushing to their defence.

"The retail trade everywhere recognize that the wholesale trade are acting with selfish motives, and no amount of argument will convince them differently. At the special meeting of the Dominion Board, which was held in Ottawa on January 13 and 14, members came from every province in the Dominion, and they would not have come that distance if there was no justification for it, and the retail trade feel that the wholesale trade are going out of their way in an endeavor to tell the retail trade what they should do.

"Our organization was formed for the purpose of protecting the retail merchant, and we feel that we understand our conditions better than any other class in the community, and consequently we resent any dictation."

In an address by Mr. Trowern before the Dominion Board of the Retail Merchants' Association at Ottawa recently, he pointed out that the merchants did not want the Act under which the Board of Commerce operated abolished, but they thought the manner under which it is being operated should be changed. Space does not permit the running of this address this week, but it will appear next.

---

Dr. R. J. McFall, former Cost of Living Commissioner, and more recently Chief of the Inland Trade Division of the Department of Trade and Commerce, who has just resigned from the public service, has accepted a post with the Massachusetts Agricultural College, which is located at Amherst, Mass.

# An Accounting Grocer

## Man Who Digs Out New Facts Almost Every Month—With Assured Profit to Himself

HERE is a grocer whose figures I have reviewed before and whom it is my privilege to have met in my travels; hence the chatty character of his present letter and its reference to previous correspondence:

Canada, Dec. 16, 1919.

Dear Sir:—I am again sending you my figures so you can go carrying on your condemnation thereof!

Regarding report I sent last year and which you did not fully understand, what I meant by "prop stuff" was such items as telephone, business taxes, etc., which are paid for once a year but which I apportion equally over the entire 12 months. The figures I now send are actual with the exception of depreciation.

I have allowed 1 per cent. for bad debts, which is away beyond any expectation, because during two years I have had very small actual losses; one-quarter per cent. would be more in line with actual conditions. I have depreciated very heavily on fixtures and delivery equipment. Further, I now have figured my own salary at 2½ per cent. of turnover which will mean about $3,000 a year for me. That is charged to buying, management and office expense.

The delivery expense is high, in fact, too high. The wages of sales force is also too high because I have one extra returned soldier on, but I have to get my staff in shape for the time when I will be taking a three or four months' trip next year. The wrapping expense is another item which is away up in the sky. I have charged up the capital, or surplus, used in the business at 8 per cent.

I spoke to you this summer about stock depreciation and said that I had not been able to get down to actual figures for mark-downs and stock losses and would like to know if the figures you give—.006 per cent.—are actual or only an estimate. As I explained to you, we send back to jobbers all cans which are blown or swelled, and often get credit for fruit which is spoiled or spoiling, but, as we are all aware, there still are leaks. I may get down to a system whereby all markdowns or losses will be reported to me and kept tab of so as to get down to a more scientific method of figuring expenses.

The retailers in Canada have been before the Board of Commerce lately regarding the fixed price of sugar and, as I remember one or two of your articles regarding a fair margin on sugar, I would appreciate another on this subject in the near future.

I have gone through the last Harvard Bulletin very carefully and cannot altogther agree that the cost of doing business is less than in the 1915 period. A good many items in our expense bill are considerably higher than in that period. I will let you have a more complete chart after stock-taking on January 31,

Henry Johnson, Jr.

showing all expense and other items regarding the business development during 1919.

**Expenses, Feb. 1 to Oct. 1, 1919**

| | % |
|---|---|
| Wages of Salesforce | 3.62 |
| Advertising | .50 |
| Wrappings, etc. | .75 |
| Depreciation on Delivery Outfit | .50 |
| Wages of Delivery Force | 1.65 |
| Other Delivery Expenses | 1.52 |
| Telephone | .125 |
| Buying, Management, Office | 2.50 |
| Office Supplies, Postage | .125 |
| Interest on Capital | .50 |
| Rent | 1.54 |
| Heat, Light, Water | .25 |
| Taxes (except income tax) | .125 |
| Insurance (all kinds) | .125 |
| Repairs to store equipment | .02 |
| Depreciation store equipment | .25 |
| Miscellaneous | .12 |
| Bad Debts (not actual) | 1.00 |
| | 15.22% |

We have had a very successful year with our fruit department. We handled about 500 cases of raspberries, besides other preserving fruits. We were handicapped for sugar late in the fruit season or we could have sold a lot more peaches, pears, etc. We expect our apple sales to beat our record of last year, which as you know was no small record.

### Little Comment Necessary

Just as was the case in my former review, there is little in this letter to comment upon. When a merchant takes pride and pleasure in digging deeply into his business as this man does, he cannot go far wrong in any direction. When he sent me his first statement, it did not include any salary for himself; and he said so. He said he charged to his own account everything he used, instead. But I indicated that such was not sound practice, though probably not harmful in his case, and now he has changed it. This not only is good as business practice, but a resource of unexpected value is apt to develop therefrom; for, when he takes that money home to his wife regularly, she will make it go round and will save.

There is another item in this letter worthy of our reflection and careful note: This Canadian merchant is English by birth. He "came out" some dozen years ago, went to work in the store he now owns, experienced its being run into the ground by poor management, loaded himself with first an interest in it and then the whole thing, with a deficit of $3,000. He has worked out the debt, is now in comparatively secure circumstances, and is planning to "go home" for a visit during next summer.

No single evidence of good management is more significant than that he feels entirely easy about leaving his business in the hands of his organization for three to four months. And no single thing he has done or written evinces greater wisdom than his decision thus to take some relaxation, get without the four walls of his store, look again at his old homestead and the environment of youth from the vantage point of maturity and wider experience. As he compares and contrasts conditions there with here and with his recollection of them, he cannot help expand and grow in mental stature and business capacity. So he will return invigorated, refreshed and additionally educated.

### Interest Charges Liberal

Note the 8 per cent. charged for interest on invested capital. This is in line with other charges in its liberality, yet it is not wider than it should be.

As may be noted from certain recent stories of mine, the question of adequate accounting for depreciation, shrinkages and leaks in stock is one which is engaging the attention of merchants everywhere. Any number of points of accounting are as yet not covered by retailers' systems. But study is gradually evolving methods which promise to enable a grocer to know not only what his general overhead is apt to be, what it must not exceed to be safe, but also the constituents whereof the general expense is made up.

I have not at hand the data necessary to write another sugar story now, so I cannot do it nor can I give all details. In general, I can say that the cost of handling sugar, including all charges for rent, labor, packaging, interest and other items, does not exceed 7 per cent. in a well-regulated store where any fairly representative volume of business is done. Hence, any margin over 7 per cent. is profit—net. Thus a margin of 10 per cent., which generally is accepted as proper, puts sugar into the class of preferred profit earners.

### Expense Ratio Higher or Lower?

I incline to believe that the Harvard statement that expense now is lower on the average than in 1915 is, as a general statement, accurate. I have in mind a grocery jobber who deals in nothing but staples. He has no tea and coffee depart-

Continued on page 45

# CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

*The Only Weekly Grocer Paper Published in Canada*

JOHN BAYNE MACLEAN - - - - - - - - President
H. T. HUNTER - - - - - - - - Vice-President
H. V. TYRRELL - - - - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1103 Union Trust Bldg.; Telephone 3449. Vancouver—39 Tenth Avenue West.

UNITED STATES—New York, Mrs. E. C. Gibb, Room 1606, St. James Building, 1133 Broadway (corner 26th Street), New York; Telephone 8971 Rector. Chicago—Room 1401, Lytton Bldg., 14 E. Jackson St.; Telephone Harrison 9133. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable address, Atabek, London, England.

SUBSCRIPTION—Canada, $3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4.00 a year. Single copies, 10c., invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

VOL. XXXIV. TORONTO, JAN. 30, 1920 No. 5


## *ANOTHER SUGAR RULING*

EVIDENTLY impressed with the unfairness of the sugar ruling, making a uniform price of sixteen cents per pound throughout Canada, the Board of Commerce has realized the error of its ways. It has made an amendment to the regulation. According to the new judgment of the Board of Commerce, "the maintenance throughout Canada of a flat price of sixteen cents per pound for granulated sugar at retail is impossible by reason of freight conditions," and the amendment order provides for sales of sugar at sixteen cents per pound plus freight.

The continuous manœuvring of the Board in wrestling with the fixing of prices of sugar, is another indication of its unbusinesslike attitude in matters of this kind, and is most unfair to the retail grocer, who is handling sugar at a margin which at the best is only fractional. The new ruling does not permit of more than a cent and a half on a pound of sugar, which is a little more than nine per cent. on the selling price. This, in view of the fact that it costs the average grocer sixteen to eighteen per cent. to do business, renders sugar a rather unprofitable commodity, particularly when supplies are limited.

## *NEEDLESS WRAPPING*

IN these days of high prices, in which the retail grocer is possibly affected as much as any individual, there is urgent necessity for elimination of all waste. There is no doubt but the merchant in many ways can do a great deal to lessen costs. One method of conserving supplies, with special application to the retail grocer, is that pertaining to the wrapping of goods. The marked advances that have taken place in the cost of all paper renders the expenditure on paper and paper bags a very considerable item in the year. The reader will recall a recent article in CANADIAN GROCER setting forth comparative prices of paper bags at the present time, and those of three and four years ago. It is evident that rapid and substantial increases have taken place in these values. Where a merchant could purchase 1,000 two-pound bags in 1915 for 67 cents, he has to-day to pay $1.86. Similar advances have taken place in larger bags and also in wrapping paper.

Too often the grocer needlessly wastes bags and paper by wrapping articles that could very well be delivered without. Then, again, in numerous instances, twice as much paper is used as is really necessary. Why wrap a canned or packaged article? In the delivery of a long list of groceries to customers, these lines could be sent as they are packed without impairing in any degree efficient service.

The suggestion that conservation in wrapping be followed by the average retail grocer appears to be a sane one in view of the sharp upward trend of the paper market.

## *WHAT IF THIS WERE YOU?*

FIRE swept a Canadian town not long ago. Two dealers in the same line suffered heavily. Both lost their stock. Both were determined to get back into business again just as quickly as possible. But there was one thing that blocked their progress—settlement with the insurance adjusters.

One merchant had kept complete records of everything he had. The other was never able to tell just exactly where he stood, even at the end of the year when a general inventory should have been taken.

In less than a day the adjusters effected a settlement with the merchant who knew about his stock. It was a satisfactory settlement too. The other man labored for three weeks before he was able to reach an agreement. Even then he did not get nearly as much as he believed was coming to him.

Because of a little system, just plain, ordinary business system, the first merchant was able to be back into business again three whole weeks before his competitor. Besides this he was satisfied that he had got all that was coming to him in the way of settlement of claims.

The lesson was rather a bitter one for the second man, but he was wise enough to see that it pays to know just where you stand, and he is keeping records now just as carefully as the other man.

# CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

### MARITIME

George A. Robertson, Moncton, N.B., has disposed of his grocery and hardware business to Sutherland Bros., also of Moncton.

### QUEBEC

H. R. Gray, of the Gunn, Langlois Co., Montreal, was in Toronto last week.

M. I. Beattie, buyer, of Stanbridge E., Que., is on a business trip to Montreal.

O. Millette, grocer, has sold his business on 270 Dufresne St., Montreal, to V. Pelletier.

R. Daniel, grocer, has sold his business on 31 Laurier Street W., Montreal, to V. and L. Brosseau.

Contu Frere has purchased the grocery business of E. LaCasse on 2693 St. Hubert Street, Montreal.

W. M. Pretlow, representative of the American Peanut Corporation, Norfolk, Va., is in Montreal on business.

Mr. McCormack, of McCormack and Zutzman, of St. John, N.B., is on his yearly business trip to Montreal.

The Lalonde Departmental Stores, situated on 950 St. Denis St., Montreal, have been sold to J. O. Lemieux.

J. Ethier, manager of Laporte Martin Ltee., Montreal, has been obliged through sickness to absent himself from business for the present.

The Laurier Provision Co. has recently purchased the business of the Kavanagh Provision Co., of 235 Laurier St. W., Montreal.

The many friends of I. Genest, of Hudon, Hebert et Cie, Montreal, will be glad to know he has fully recovered from a recent illness and is back at his desk.

### ONTARIO

The United Farmers will open a co-operative store in Guelph, Ont., shortly.

The Dresden Flour Mills, Ltd., Dresden, Ont., recently suffered a loss by fire.

The merchants of Tilbury, Ont., have decided to close their places of business on Wednesday evenings in future.

Alberta Saw, residing near Petrolia, Ont., has purchased a grocery and dry goods business in Kerwood, Ont.

The U.F.O. are busy making preparations for the opening of a co-operative store in St. Marys. Two locations are at present receiving consideration.

John F. Schwarz, cigar manufacturer, of Hamilton, Ont., passed away in that city on Tuesday of last week at the age of 62 years.

The grocers of Guelph will close their stores on Wednesday afternoons throughout the year, with the exception of the month of December.

R. Blackburn, W. G. Patrick & Co., Winnipeg, who has been in Toronto for some time attending the annual sales convention of the staff, is returning to Winnipeg.

Charles and Thomas Sandlos, of Hanover, Ont., have taken over the grocery business of their father, John Sandlos. The firm name will now be John Sandlos and Sons.

E. W. McLaren, travelling salesman for Eby-Blain, wholesale grocers, Toronto, died at his home in Collingwood last week, following an attack of pleuro-pneumonia.

A. Goodbow, for many years a general merchant at Medina, Ont., has sold his business to John Clark, of St. Marys, Ont. Mr. Goodbow will reside in Rochester. His successor is a returned soldier.

J. C. Henderson, who, for many years, conducted a general store in Norwich, Ont., succumbed to an attack of pneumonia last week. He was 68 years of age, and spent all his life in the region of Norwich. He was prominent in Conservative and municipal politics.

Huether & Todd, Guelph, have dissolved, J. B. Huether taking over the St. George Square meat market. A. H. Todd and H. H. Todd taking the provision and grocery store on Wyndham Street. The firm will be known as Todd Bros.

An order winding up the People's Dairy Co., of Toronto, was recently made by Mr. Justice Middleton, for the purpose of reorganizing. The order was made on the application of a creditor, Peter Smith, of Brampton. The nominal capital stock is $100,000, of which $40,000 is subscribed and $30,000 paid up.

S. Grandmaison, special representative of H. D. Marshall, Ottawa and Montreal, left Saturday evening for a prolonged trip through Western Canada, opening up new territory on Kingnut oleomargarine. Mr. Marshall will leave Ottawa in the course of the next few days with the same purpose in view. Mr. Grandmaison was in the recent wreck on the C.P.R. Transcontinental train near North Bay, but fortunately escaped without any mishap.

### BUSINESS CHANGES

Omer Racine, Roxton Pond, Que., has disposed of his stock

Jacob Switzer, Golden Lake, Ont., has been succeeded by Hambly Bros.

A. S. Phillips, Windsor, Ont., has sold his grocery business to Mailloux and Parent.

Francis M. Gettings, Montreal, has disposed of his stock.

C. H. Lucas, Middlemiss, Ont., has sold his general store to J. A. McDonald and W. J. Richards.

John Law, 497 Perth avenue, Toronto, has sold his business to U. J. McCague.

M. Gleeson, Greenwood, Ont., has disposed of his general store to A. E. Harvey & Son, of the same place.

J. H. Conn, Kenmore, Ont., recently suffered loss by fire.

John Bambrick, Ottawa, Ont., recently suffered damage by fire in his grocery premises.

## An "At Home" For The Returned Men

Recently the employees of Cowan's Company, Ltd., Sterling Road, Toronto, gave an "At Home" in honor of the returned soldiers of the concern. Three hundred people were present, and the evening was spent in cards and dancing. The occasion was an official welcome to the members of the staff who had served overseas. H. N. Cowan, president of the company, was chairman. An address was also given by Rev. W. A. Cameron, Toronto, and during the evening an illuminated address of appreciation was read to Mr. Cowan by A. W. Pengally, on behalf of the returned men. Married men, who had left the company to serve in the war, had their wages paid in full during their absence, and single men had half pay. R. M. Fahey referred to the fact that the company had taken out group insurance policies for all who had been in the employ over three months. These policies range in value from a minimum of $500 to a maximum of $1,500 for ten years' service or over.

### EMPLOYEES GET 5 PER CENT. BONUS

The Board of Directors of the North American Dye Corporation, manufacturers of Sunset soap dyes, have voted a bonus of 5 per cent. to each employee based on the amount received by each individual during the year 1919. This action was prompted by the desire of the company to show their appreciation of the spirit of co-operation displayed by the employees during the past year. The main office of the company is at Mt. Vernon, N. Y. The officers of this company are: Charles L. Ketchen, president; Harry R. Patten, vice-president; George B. Currier, treasurer; Charles A. Loring, secretary.

# A Message to the and Manufac

## The Transoceanic Trading Company, Limited

**with offices at LONDON, England, PARIS, France ANTWERP, Belguim, AMSTERDAM, Holland and CORRESPONDENTS in the EAST and FAR EAST**

***has pleasure in announcing the opening of a***

## CANADIAN OFFICE

at 10 Banque d'Hochelaga Chambers, WINNIPEG, Man.

This company represents many of the LEADING AND OLD-ESTABLISHED HOUSES in the most important centres of the world and will shortly be in a position to offer natural and manufactured food products of every description at most competitive prices.

We are also prepared to accept the representation of reliable CANADIAN MANUFACTURERS and EXPORTERS, desirous of extending their connections overseas.

We have an efficient and modern organization, energetic and capable men in charge of our foreign offices, a competent sales force working the Canadian trade, both wholesale and retail and any business therefore entrusted to our care will reap the advantage which these facilities offer.

# Wholesale, Retail ring Trade

WE ARE IMPORTERS OF:—JAVA, SIAM, PATNA, RANGOON and Carolina rices; Teas from Java and Ceylon; Coffees from Java, Ceylon, Santos and Rio; Spices from the Far East; Sugar from East and West Indies; Holland Herrings, Holland Cheese, Holland Cereals; Sardines from France, Portugal and Spain; Pates de Foie Gras, Delicious French meat preserves of every description; nuts, such as almonds, from Spain, French Walnuts, Bordeaux Halves, Marbots and Grenobles, French and Italian Olive and Essential Oils; currants from Greece, raisins from Spain and California, etc., etc.

WE ARE EXPORTERS OF---

Canned Fruits and Vegetables, Canned Salmon, Condensed Milk, Pork and Beans, Jams, Apples, Dried Fruits, Flour, Oats, Meats and Meat Preserves, Bacon, Cream Cheese, and all lines suitable for export.

## Transoceanic Trading Co., Limited

### Winnipeg

*IMPORTERS--Write us about your requirements*

*EXPORTERS--Let us know what you can offer for foreign markets.*

# NEWS FROM WESTERN CANADA

### WESTERN

Elmer Nelson, Moose Jaw, Sask., has discontinued business.

J. H. Craig, Rouleau, Sask., has been succeeded by Craig, Sons & Co., Ltd.

The Leader Store Co., Ltd., Leader, Sask., has been taken over by L. Hirt.

Ross and Bruce, Provost, Alta., have been succeeded in business by Jacob Bruce.

R. Young and Co., Stranrear, Alta., have sold their business to A. J. Saunders.

McBrides, Ltd., and the Veteran Grocery, Weyburn, Sask., have put their businesses on a strictly cash basis.

Otto Bros., corner of College and MacGregor Streets, Winnipeg, have sold their provision and grocery business to Freedman and Chesin.

F. W. Smith, of F. W. Smith, Ltd., Weyburn, Sask., leaves for his annual buying trip to Chicago and other Eastern points about February 1st.

H. B. Urquhart, grocery manager of F. W. Smith, Ltd., Weyburn, Sask., expects to visit his parents in New Brunswick for a short time, leaving about March 1st. Mrs. Urquhart will accompany him.

J. W. Smith, Ltd., and McKinnons, Ltd., Weyburn, Sask., two large departmental stores, have decided to close their places of business every Thursday at 12.30, except in the months of October, November and December.

F. W. Smith, Ltd., Weyburn, Sask., report their January clearance sale to be the best in the history of the business. The grocery department disposed of a whole carload of apples in the fifteen days of the sale.

The Saskachewan Co-operative Creameries are putting up a creamery and cold storage plant in Weyburn, Sask. The Saskatchewan Creamery Co., of Moose Jaw, are also putting up a creamery and cold storage plant.

The Canada Nut Company, Vancouver, has added a ton a day to its output of "Squirrel" salted peanuts by the installation of additional machinery.

Geo. Stone leaves Vancouver about February 1 for a trip East. Mr. Stone sells the "Tobacco with a Heart" in the B. C. field, among other accounts.

King & Southcott have been appointed B. C. distributors for "Sure Catch" fly catchers, manufactured at Woodstock, Ont.

Chas. C. Herald, of the Herald Brokerage Co., Winnipeg, and R. B. Strange, Calgary, representatives, have returned to the West after a business trip to Baltimore, New York, Pittsburgh, Chicago and Toronto.

Work on construction of the cold storage plant at Melfort, Sask., is proceeding in spite of the zero weather that has been prevalent most of the time during its erection, and work on the building has progressed so far ahead that a false roof was put on it to enable the contractor to finish the roof. The building stands on the best piece of trackage property in Melfort. It is 100 feet by 44 feet, with an addition that will be used as a shipping room, 18x32.

---

### RICHARDSON, GREEN, LIMITED, SUCCEED OPPENHEIMER BROS. AND RICHARDSON

Ross Richardson announces the formation of a joint stock company, to be known as Richardson, Green, Limited. The new company takes over the agencies and business of Oppenheimer Bros., as conducted in Manitoba, Saskatchewan and Alberta. Fred J. Green has been managing the Alberta affiliation known as Oppenheimer Bros. & Green, and will continue to reside in Calgary, supervising the Alberta end of the business.

Mr. Richardson also announces that Jas. G. McCully has been appointed manager of their Regina office. Mr. McCully has represented the Cudahy Packing Company for the past six years, and is known throughout Western Canada. Richardson, Green, Limited, will continue to represent such lines as "Elkhorn Cheese," "Aromints," "Repetti Tabs," "Rit Dye," "Johnson's Floor Wax," "King's Dehydrated Fruits," "Council Meats" and "Goderich Salt."

---

### NEW BROKERAGE BUSINESS FOR WINNIPEG

The Transoceanic Trading Co., Limited, have opened offices at number 10, Bank de Hochelaga Chambers, Winnipeg. The company has offices in London, Paris, Antwerp and Amsterdam, as well as correspondents in the East and Far East. They are not only importers and exporters of foodstuffs, but will carry on a general merchandising business, comprising many lines.

The president and general manager of the company is George M. Serlui. He has had business experience in France, England and Holland and has connections in many of the principal centres of the world. He is the son of the managing director of one of the banking institutions in Holland and has been in charge of the foreign department of various foreign banks. Associated with Mr. Serlui are Henry W. Lay and W. N. Allan.

Mr. Lay has been a resident of Western Canada since 1883. He has been manager of the Aetna Life Insurance Company for a number of years and has had experience in mail order business. He will have charge of the sales department of the company. Mr. Allan, formerly of Newcastle-on-Tyne, has also extensive connections in the Old Country and will be secretary and assistant office manager for the Winnipeg office.

---

### GET AGENCY FOR GUMMED PAPER MACHINE

The Herald Brokerage Co., Winnipeg, have secured the agency for the three Prairie Provinces of the American Mfg. Co. of Maryland, Baltimore, Md. This firm manufactures a machine through which gummed paper is run for tying parcels. This takes the place of twine. The machine also prints the merchant's advertisement on the gummed paper.

---

### BUSINESS CHANGES IN B. C.

A. E. Wedd succeeds J. R. Anthony at 3731 Broadway East, Vancouver.

T. Catherwood has bought out the Hatzic Trading Co., Hatzic, B.C.

The Oyama Store, Oyama, B.C., owned by F. A. Rimmer, has been sold to Mrs. A. Rea.

A. Darnell is the new owner of the store at 2313 Grant Street, formerly run by F. A. Ross.

A. E. Tyler has sold out his business at 2313 Granville Street, Vancouver, B.C., to F. A. Ross.

A. B. Todd has sold his business at the corner of Fourth and Pine, Vancouver, to Walter E. Wellhouse.

G. Gatter has bought out the business at Ardley Post Office, B.C., formerly conducted by Miss Lake.

T. Nix is the new owner of the business formerly conducted by J. Richmond, 2342 Kingsway, Collingwood, B.C.

The grocery store at 238 Powell St. Vancouver, has changed hands, H. Kajiki having sold to R. Watanaba.

Goodrich and Grant are the new owners of the business at 4295 Main Street, South Vancouver, having bought out E. B. Ladner.

Smith & Scott is the new firm name of the business conducted at Ladner, formerly under the name of Smith & Ciderbery.

From Notch Hill, B.C., comes the news that W. T. Smith & Son have sold out to the Notch Hill Trading Association.

The business at Fourth and Pine, Vancouver, has changed hands, A. R. Todd having bought out E. Kennedy.

### ALBERTA

McClure and Stewart, proprietors of a general store at Edmonton, have dissolved partnership.

Cooper Bros., Phillips, Alta., recently had their store destroyed by fire.

Coad and Platte, grocers, Nipawin, Sask., have sold their business to M. W. Bushfield, of the same place.

Wendland and Loewen, butchers, at Herbert, Sask., have dissolved partnership, and the business will be continued under the proprietorship of Mr. Wendland.

# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

MARKET conditions throughout Canada are extremely active and higher prices are manifest in almost all lines of commodities. Supplies of sugar are arriving in barely sufficient quantities to meet present demands. Citrus fruits are selling well. Lemons especially are very active and the price has advanced accordingly. Rices and raisins remain very scarce and have an upward tendency.

**MONTREAL**—Although there is no change in the sugar situation, it is stated that the high price of raws and the reported labor troubles in Cuba are bound to have an effect on the market and changes are to be expected. In the meantime the market stands very firm. Canned goods are not quite so active although prices are unchanged and steadily hold. The raisin situation is practically unchanged and one importer states that it is no longer a question of prices, but where they can get the goods. In consequence of the shortage in raisins, currants are moving upward. Nuts remain very firm and the approach of the Jewish Holidays is a great stimulus to trade. There is a big demand for Tarragona almonds and the market is very strong. The peanut market in Virginia is stated to be very strong and it is expected that they will soon be selling at higher prices. Beans from B.C. are coming on the market and the quality is said to be excellent. General firmness characterizes the rice market and tendencies are decidedly higher. Molasses are stated to be very firm and although prices remain on an unchanged price basis advances are to be expected in view of the general shortage. The tea market is practically unchanged. Under a heavy demand and bare markets tendencies are decidedly upward. Coffee and cocoa rule firm. Spices are firm although the selling is somewhat lighter. Flour is unchanged. Package goods are selling freely in a firm market and advances are to be expected shortly. No changes are reported on fruits this week. Sales are very good for this season. One dealer states that apples are likely to be cheaper in the near future. Potatoes have scored another advance and it is stated that further advances are to be expected. Hay and grain remain very firm with upward tendencies.

**TORONTO**—Changes this week in grocery lines are not numerous but the market is very firm and some lines have a tendency to go upward. The lower grades of rice are practically off the market and quotations on the better grades are slightly higher. Southern rice for future delivery is not being quoted, except the stocks that have been damaged by rain. Jams are on the upgrade, one wholesale quoting as high as $5.15 per dozen for the 16 ounce jars of strawberry and $1.32 for the 4-pound tins. All spices are higher. Pepper, both black and white, is quoted two to four cents higher.

Sugar is arriving in barely sufficient quantities to meet present demands. New supplies of molasses are likely to be higher as indications from primary markets point that way. Stocks of raisins are getting very low and stocks to arrive will be fully 4 cents higher than present prices. The British tea market is soon to be thrown open to the world and when this happens, prices will have a tendency to go higher. The present market is very firm. Coffee is in active demand, and prices show a trend upwards. Import quotations on Spanish peanuts are higher. A shipment of Norwegian sardines is expected to arrive and prices will be higher.

The feature of the produce and provision market is the advance in hog prices. Dressed hogs are quoted at $27.00 per hundredweight. Beef is quoted 50 cents a hundredweight lower. Local fresh eggs are slightly higher as the cold weather has put a stop to supplies arriving. American fresh eggs are on the market and quoted at 80 cents per dozen. Storage eggs are about nil and the price is somewhat higher. Fresh made creamery butter is very firm. The cheese market is ruling at steady prices.

**WINNIPEG**—The markets in Winnipeg this week are generally very strong with higher prices named on some lines. There is nothing to indicate lower levels for some time to come, the trend being altogether in the other direction. Molasses look very high. Cereals are upwards inclined. Rice is very firm. New imported fruits and vegetables are selling very freely. Dried fruits are high, and raisins are in almost as scant supply as ever. Produce and provision lines are generally steady with lard showing a slight decline.

# QUEBEC MARKETS

MONTREAL, Jan. 28—A general firmness is felt this week in the Montreal markets and although this is considered to be the slackest month of the year, good business is reported. In many lines stocks are said to be getting very low, but it is generally found possible to satisfy the demands of the consumer. Tendencies on many lines are decidedly upward and higher prices are to be expected.

## *Advance Reported On Baked Beans*

**Montreal.**

BAKED BEANS.—Canadian baked beans have advanced. Plain and also those in tomato sauce have advanced on the same basis. That is to say, while the plain have advanced 40 cents per dozen, those in tomato sauce are quoted at the same selling price of $2.50 per dozen (3 lbs.). All sizes are advanced in proportion.

## *Junket Tablets And Powdered Milk Advance*

**Montreal.**

JUNKET TABLETS—Hansen's junket tablets have advanced from $1.10 to $1.25 per dozen.

Klim powdered milk has recently been advanced and the new selling price is quoted at from 29½ to 31½ cents per pound, according to size.

## *Cleanser Advances; Infant Food Up*

**Montreal.**

An advance of 35c per case has been made for Old Dutch Cleanser, which is now selling at $4.50.

Christie's infant food has advanced 10c per dozen. New quotation is $4.45.

## *General Advance On All Jams*

**Montreal.**

JAMS.—Owing to the recently advanced prices on sugar a general advance of 10 per cent. has been made on all jams. This applies to the various brands. E. D. Smith's strawberry jam is now quoted at $5.50 per dozen (16 oz.), and raspberry is selling at $5.05.

## *Sugar Stands Firm; Prices Unchanged*

**Montreal.**

SUGAR.—The sugar market is unchanged this week in so far that prevailing prices hold. It is stated that the present high price of raw sugar is bound to have an effect on price of the refined product. Indications point to an additional advance in the near future. Labor troubles in Cuba are said to be extending, and this will have the effect of making the situation more uncertain.

| | |
|---|---|
| Atlantic Sugar Company, extra granulated sugar, 100 lbs. | 14 50 |
| Acadia Sugar Refinery, extra granulated. | 14 50 |
| Canada Sugar Refinery | 14 50 |
| Dominion Sugar Co., Ltd., crystal granulated | 14 50 |
| St. Lawrence Sugar Refineries | 14 50 |

| | |
|---|---|
| Icing, barrels | 14 70 |
| Icing, 25-lb. boxes | 15 10 |
| Icing, 50-lb. boxes | 14 90 |
| Do. (50 1-lb. boxes) | 16 20 |
| Yellow, No. 1 | 14 10 |
| Do., No. 2 (Golden) | 14 00 |
| Do., No. 3 | 13 90 |
| Do., No. 4 | 13 70 |
| Powdered, barrels | 14 60 |
| Do., 50s | 14 80 |
| Do., 25s | 15 00 |
| Cubes and Dice (asst. tea), 100-lb. boxes. | 15 10 |
| Do., 50-lb. boxes | 15 20 |
| Do., 25-lb. boxes | 15 40 |
| Do., 2-lb. package | 16 50 |
| Paris lumps, barrels | 15 10 |
| Do., 100 lbs. | 15 20 |
| Do., 50-lb. boxes | 15 30 |
| Do., 25-lb. boxes | 15 50 |
| Do., cartons, 2 lbs. | 16 50 |
| Do., cartons, 5 lbs. | 17 00 |
| Crystal diamonds, barrels | 15 10 |
| Do., 100-lb. boxes | 15 20 |
| Do., 50-lb. boxes | 15 30 |
| Do., 25-lb. boxes | 15 50 |
| Do., cases, 20 cartons | 16 25 |

## *Canned Peaches in Better Demand*

**Montreal.**

CANNED GOODS.—Although there are no fresh developments in this market, which stands pretty firm, it is stated that California peaches are in better demand and remain very steady. Canned fish is somewhat quiet, but steady. Lobsters are very scarce, and as the new pack does not come on until June, supplies will not materially improve until then. There is a fairly active demand in this market for canned goods, and prices remain firm.

**CANNED VEGETABLES**

| | | |
|---|---|---|
| Asparagus (Amer.), mammoth green tips | 4 50 | 4 85 |
| Asparagus, imported (2½s) | 5 50 | 5 55 |
| Beans, Golden Wax | 1 75 | 1 85 |
| Beans, Refugee | 1 70 | 1 75 |
| Beets, new, sliced, 2-lb. | 1 00 | 1 35 |
| Corn (2s) | 1 62½ | 1 65 |
| Carrots (sliced), 2s | 1 45 | 1 75 |
| Corn (on cob), gallons | 7 00 | 7 50 |
| Spinach, 3s | 2 85 | 2 90 |
| Squash, 2½-lb., doz. | .... | 1 50 |
| Succotash, 2 lb., doz. | .... | 1 80 |
| Do., Can. (2s) | .... | 1 80 |
| Do., California, 2s | 3 15 | 3 50 |
| Do. (wine gals.) | 8 00 | 10 00 |
| Sauerkraut, 2½ lb. tins | .... | 1 60 |
| Tomatoes, 1s | 1 45 | 1 50 |
| Do., 2s | .... | 1 50 |
| Do., 2½s | 1 80 | 1 85 |
| Do., 3s | 1 90 | 2 15 |
| Do., gallons | 6 50 | 7 00 |
| Pumpkins, 2½s (doz.) | 1 50 | 1 55 |
| Do., gallons (doz.) | .... | 4 00 |
| Peas, standards | 1 85 | 1 90 |
| Do., Early June | 1 92½ | 2 05 |
| Do., extra fine, 2s | .... | 3 00 |
| Do., Sweet Wrinkle | .... | 2 00 |
| Do., fancy, 20 oz. | .... | 1 57½ |
| Do., 2-lb. tins | .... | 2 75 |
| Peas, Imported— | | |
| Fine, case of 100, case | .... | 27 50 |
| Ex. Fine | .... | 30 00 |
| No. 1 | .... | 23 00 |
| Apricots, 2½-lb. tins | 6 25 | 6 50 |
| Apples, 2½s, doz. | 1 40 | 1 65 |
| Do., new pack, doz. | .... | 2 20 |
| Do., 3s, doz. | 1 80 | 1 95 |
| Do., new pack | .... | 6 75 |
| Do., gallons, doz. | 5 25 | 5 75 |
| Blueberries, ½s, doz. | 0 95 | 1 00 |
| Do., 2s | 2 40 | 2 45 |
| Do., 1-lb. talls, doz. | 1 85 | 1 90 |
| Currants, black, 2s, doz. | 4 00 | 4 05 |
| Do., gallons, doz. | .... | 16 00 |
| Cherries, red, pitted, heavy syrup, No. 2½ | 4 80 | 5 15 |
| No. 2 | .... | 20 00 |

**CANNED FRUITS**

| | | |
|---|---|---|
| doz. | 4 75 | 4 80 |
| Do., white, pitted | 4 50 | 4 75 |
| Gooseberries, 2s, heavy syrup, doz. | .... | 2 75 |
| Peaches, heavy syrup— | | |
| No. 2 | 3 65 | 4 00 |
| Do., gallon, "Pie," doz. | .... | 9 50 |
| Do., gallon, table | .... | 10 00 |
| Pears, 2s | 4 25 | 4 50 |
| Do., 2½s | .... | 5 25 |
| Do., 2s (light syrup) | .... | 1 90 |
| Pineapples (grated and sliced), 1-lb. flat, doz. | .... | 1 90 |
| Do., 2-lb. talls, doz. | .... | 2 30 |
| Do., 2½s | 4 00 | 4 50 |
| Plums, Lombard | 2 00 | 2 20 |
| Do., in heavy syrup | 2 40 | 2 45 |
| Do., in light syrup | .... | 2 45 |
| Gages, green, 2s | 2 40 | 2 45 |
| Raspberries, 2s, black or red, heavy syrup | 4 50 | 4 60 |
| Strawberry, 2s, heavy syrup | 4 50 | 4 65 |
| Rhubarb, 2-lb. tins | .... | 2 25 |

**CANNED FISH, MEATS, ETC.**

| | | |
|---|---|---|
| Salmon— | | |
| Chums, 1-lb. talls | .... | 2 00 |
| Do., ½s, flat | .... | 1 20 |
| Sockeye, 48, 1s, doz. | .... | 4 75 |
| Do., 96, ½s, doz. | .... | 2 50 |
| Red Springs, 1-lb. tall | 4 10 | 4 30 |
| Do., ½ lb. | .... | 2 00 |
| Cohoes, 1-lb. tall | .... | 3 65 |
| Do., ½-lb. flat | .... | 1 90 |
| Pinks, 1 lb. | .... | 2 60 |
| Do., ½ lb. | .... | 1 30 |
| White Springs, 1s | .... | 2 00 |
| Chums, 1 lb., talls | .... | 2 00 |
| Do., ½s, flat | .... | 1 10 |
| Gaspe, Niobe Brand (case of 4 doz.), per doz. | .... | 2 25 |
| Labrador, 1-lb. flat | .... | 3 60 |
| Alaska, red, 1-lb. tall | 4 25 | 4 50 |
| Herrings, imported, tomato sauce | .... | 3 25 |
| Do., kippered | 2 85 | 2 90 |
| Do., tomato sauce, ½s | .... | 1 85 |
| Do., kipp., Canadian, 48, 1s | .... | 1 [illegible] |
| Do., plain, case of 4 doz. | .... | 6 75 |
| Do., ½s | .... | 1 65 |
| Haddies (lunch), ½-lb. | .... | 1 00 |
| Haddies, chicken (4 doz. to case), doz. | 2 25 | 2 35 |
| Canadian sardines, case | 6 25 | 6 75 |
| Whale Steak, 1-lb. flat | .... | 2 00 |
| Pilchards, 1-lb. talls | 1 90 | 2 00 |
| Norwegian sardines, per case of 100 (¼s) | 24 00 | 25 00 |
| Oysters (canned), 5 oz., doz. | .... | 2 60 |
| Do., 10 oz., doz. | .... | 4 20 |
| Lobsters, ¼-lb., doz. | .... | 3 40 |
| Do., ½-lb. tins, doz. | 5 50 | 6 00 |
| Do., 1-lb. talls | .... | 12 00 |
| Do., ¾-lb., doz. | .... | 6 00 |
| Do., 1-lb. flats | .... | 12 00 |
| Lobster pas[illegible], ½-lb. tins | .... | 2 40 |
| Sardines (Amer. Norweg'n style) | .... | 14 50 |
| Do., Canadian brands (as to quality), case | 6 25 | 17 50 |
| Do., French | 32 00 | 34 00 |
| Do., (gen. Norwegian) | 21 00 | 22 25 |
| Do., Portuguese, case | .... | 24 00 |
| Scallops, 1-lb., doz. | .... | 3 25 |
| Do., Eastern trade | .... | 2 65 |
| Do., Winnipeg and Western | .... | 2 85 |
| Scotch Snack, No. 2, doz. | .... | 4 50 |
| Shrimps, No. 1 | 2 40 | 2 80 |
| Do., 1½s | .... | 4 50 |
| Crabs, No. 1 (case 4 doz.) | .... | 6 75 |
| Crab meat (Japanese), doz. | .... | 6 50 |
| Clams (river), 1 lb., doz. | .... | 1 90 |
| Scotch Snack, No. 1, doz., Montreal | .... | 2 35 |
| Meats, English potted, doz. | .... | 2 00 |

## *Raisins Very Strong; Currants Moving, Also*

**Montreal.**

DRIED FRUIT.—The raisin situation is unimproved. Spot stocks are found to be quite inadequate to meet present demands. One large importer informed CANADIAN GROCER that at the present time it is not as much a matter of price as where they can get the goods. He also states that he has purchased heavily on Turkish Sultanas, which will not reach this market for another two months at least, as the quality of these is considered superior to the California product, an active business is anticipated. In consequence of the raisin situation, currants are moving up, al-

though no definite change in price has been made. In general, the dried fruit market is very firm.

| | | |
|---|---|---|
| Apricots, fancy | .... | 0 40 |
| Do., choice | .... | 0 34 |
| Do., slabs | .... | 0 30 |
| **Apples (evaporated)** | **0 23½** | **0 24** |
| Peaches, (fancy) | 0 28 | 0 30 |
| Do., choice, lb. | .... | 0 28 |
| Pears, choice | 0 30 | 0 35 |
| **Drained Peels—** | | |
| Choice | .... | 0 26 |
| Ex. fancy | .... | 0 30 |
| Lemon | .... | 0 45 |
| Orange | .... | 0 46 |
| Citron | .... | 0 68 |
| Peels (cut mixed), doz. | .... | 3 25 |
| **Raisins —** | | |
| Bulk, 25-lb. boxes, lb. | 0 18 | 0 23 |
| Muscatels, 2 Crown | .... | 0 23 |
| Do., 1 Crown | .... | 0 25 |
| Do., 3 Crown | .... | 0 24 |
| Do., 4 Crown | 0 19½ | 0 20 |
| Cal. seedless, cartons, 16 oz. | .... | 0 23 |
| Cal. seedless, cartons, 16 oz. | 0 22 | 0 23 |
| Fancy seeded | .... | 0 17 |
| 15 oz. | 0 21 | 0 22 |
| Currants, loose | 0 22 | 0 26 |
| Do., Greek, 15 oz. | .... | 0 25 |
| Dates, Excelsior (36-10s), pkg. | .... | 0 15½ |
| Fard, 12-lb. boxes | .... | 3 25 |
| Packages only | 0 19 | 0 20 |
| Do., Dromedary (36-10 oz.) | .... | 0 19 |
| Packages only, Excelsior | .... | 0 20 |
| Figs (layer), 10-lb. boxes, 2s, lb. | .... | 0 40 |
| Do., 2¼s, lb. | .... | 0 45 |
| Do., 2½s, lb. | .... | 0 48 |
| Do., 2¾s, lb. | .... | 0 50 |
| Figs, white (70 4-oz. boxes) | .... | 5 40 |
| Figs, Spanish (cooking), 28-lb. boxes, each | .... | 0 14 |
| Figs, Turkish, 3 crown, lb. | .... | 0 44 |
| Do., 5 Crown, lb. | .... | 0 46 |
| Do., 7 Crown, lb. | .... | 0 52 |
| Figgs, mats | .... | 4 75 |
| Do., 28 8-oz. boxes) | .... | 3 50 |
| Do. (12 10-oz. boxes) | .... | 2 20 |
| Prunes (25-lb. boxes)— | | |
| 20-30s | .... | 0 32 |
| 30-40s | .... | 0 30 |
| 40-50s | .... | 0 27 |
| 50-60s | .... | 0 23 |
| 60-70s | .... | 0 22 |
| 70-80s (25-lb. box) | .... | 0 20 |
| 80-90s | .... | 0 19 |
| 90-100s | .... | 0 17½ |
| 100-120s | 0 16 | 0 17 |

## *B.C. Beans on Market; First Rate Quality*

**Montreal.**

BEANS.—CANADIAN GROCER was informed by a large dealer that beans from British Columbia are coming on the market and the quality is found to be excellent. Prevailing prices rule steadily and brisk business is reported.

PEAS.—No changes have been made in peas this week and the position shows no improvement over last week. Business is stated to be fairly brisk.

| | | |
|---|---|---|
| **BEANS—** | | |
| Canadian, hand-picked, bush. | 5 40 | 5 75 |
| Japanese | 5 25 | 5 50 |
| Japanese Lima, per lb. (as to quality) | 0 10 | 0 12 |
| Lima, California | 0 17 | 0 20 |
| **PEAS—** | | |
| White soup, per bush. | 4 80 | 5 00 |
| Split, new crop (98 lbs.) | 5 40 | 5 50 |
| Boiling, bushel | 4 80 | 5 00 |
| Japanese, green, lb. | 0 10½ | 0 11 |

## *Peanuts Very Firm; Advances Anticipated*

**Montreal.**

NUTS.—The peanut market in Virginia is stated to be very strong, and as it is thought that farmers will not accept anything less than to-day's prices for their peanuts, they will be selling at higher prices soon. This will mean higher prices on cleaned goods. There is a big demand for shelled almonds, which remain very strong. The approach of the Jewish holidays is stimulating trade and a brisk business is reported.

| | | |
|---|---|---|
| Almonds, Tarragona, per lb. | 0 35 | 0 36 |
| Do., shelled | .... | 0 60 |
| Do., Jordan | .... | 0 75 |
| Brazil nuts (new) | .... | 0 24 |
| Chestnuts (Canadian) | .... | 0 27 |
| Filberts (Sicily), per lb. | 0 28 | 0 29 |
| Do., Barcelona | 0 25 | 0 26 |
| Hickory nuts (large and small), lb. | 0 10 | 0 15 |
| Pecans, No. 4, Jumbo | .... | 0 35 |
| Peanuts, Jumbo | .... | 0 24 |
| Do., "G" | 0 19 | 0 20 |
| Do., Coons | .... | 0 16 |
| Do., Shelled, No. 1 Spanish | 0 24 | 0 25 |
| Do., Salted, Spanish, per lb. | 0 29 | 0 30 |
| Do., Shelled, No. 1, Virginia | 0 16½ | 0 18 |
| Do., No. 1 Virginia | .... | 0 14 |
| Peanuts (Salted)— | | |
| Fancy wholes, per lb. | .... | 0 38 |
| Fancy splits, per lb. | .... | 0 33 |
| Pecans, new Jumbo, per lb. | 0 32 | 0 35 |
| Do., large, No. 2, polished | 0 32 | 0 35 |
| Do., Orleans, No. 2 | 0 21 | 0 24 |
| Do., Jumbo | .... | 0 60 |
| Pecans, shelled | 1 60 | 1 70 |
| Walnuts | 0 29 | 0 35 |
| Do., new Naples | .... | 0 25 |
| Do., shelled | 0 82 | 0 85 |
| Do., Chilean, bags, per lb. | .... | 0 33 |

**Note—Jobbers sometimes make an added charge to above prices for broken lots.**

## *Rice Stands Firm; Upward Tendencies*

**Montreal.**

RICE.—A general firmness characterizes this market, which remains unchanged. In view of the bare markets and heavy demand, tendencies are decidedly upward. It is stated that new supplies are expected to arrive at the end of next month, when the situation may improve. As it is, stocks are low and advances may be expected.

| | | |
|---|---|---|
| **RICE—** | | |
| Carolina, ex. fancy | 17 50 | 20 00 |
| Do. (fancy) | .... | 17 00 |
| Do., No. 2 | .... | 16 50 |
| Siam, No. 2 | .... | 12 50 |
| Siam (fancy) | .... | 16 00 |
| Rangoon "B" | 11 75 | 13 25 |
| Rangoon CC | 11 75 | 13 00 |
| Mandarin | .... | 13 75 |
| Sparkling | .... | 15 75 |
| Japan | .... | 13 50 |
| Do., special | .... | 9 50 |
| Patna | 0 14¾ - 0 15½ | 0 17 0 18 |
| Broken rice, fine | .... | 7 00 |
| Do., coarse | .... | 9 00 |
| Tapioca, per lb. (seed) | 0 12½ | 0 16 |
| Do. (pearl) | 0 12½ | 0 14 |
| Do. (flake) | 0 11 | 0 13 |

**Note.—The rice market is subject to frequent change and the price bases is quite nominal.**

## *Corn Syrup Firm; Molasses Stronger*

**Montreal.**

MOLASSES, SYRUPS.—There is a decidedly firmer feeling in the market for Barbadoes molasses this week, and although prices remain on an unchanged price basis, advances are to be expected, in view of the general shortage at the present time.

Demands for syrups are stated to be very fair for this time of year, when buyers are waiting for the arrival of new stocks. The market is very firm.

| | | |
|---|---|---|
| **Corn Syrups—** | | |
| Barrels, about 700 lbs., per lb. | .... | 0 08¼ |
| Half barrels | .... | 0 08½ |
| Kegs | .... | 0 08¾ |
| 2-lb. tins, 2 doz. in case, case | .... | 5 45 |
| 5-lb. tins, 1 doz. in case, case | .... | 6 05 |
| 10-lb. tins, ½ doz. in case, case | .... | 5 75 |
| 20-lb. tins, ¼ doz. in case, case | .... | 5 70 |
| 2-gal. 25-lb. pails, each | .... | 2 60 |
| 3-gal. 38½-lb. pails, each | .... | 3 85 |
| 5-gal. 65-lb. pails, each | .... | 6 25 |
| White Corn Syrup— | | |
| 2-lb. tins, 3 doz. in case, case | .... | 5 95 |
| 5-lb. tins, 1 doz in case, case | .... | 6 55 |
| 10-lb. tins, ½ doz. in case, case | .... | 6 25 |
| 20-lb. tins, ¼ doz. in case, case | .... | 6 20 |
| Cane Syrup (Crystal) Diamond— case (2-lb. cans) | .... | 8 50 |
| Barrels, per 100 lbs. | .... | 12 25 |
| Half barrels, per 100 lbs. | .... | 12 50 |
| Glucose, 5-lb. cans (case) | .... | 4 80 |

| **Barbadoes Molasses—** | **Prices for Island of** | **Montreal** |
|---|---|---|
| Puncheons | 1 30 | 1 35 |
| Barrels | 1 33 | 1 36 |
| Half barrels | 1 35 | 1 40 |
| Fancy Molasses (in tins)— | | |
| 2-lb. tins, 2 doz. in case, case. | .... | 6 00 |
| 3-lb. tins, 2 doz. in case, case. | .... | 8 25 |
| 5-lb. tins, 1 doz. in case, case. | .... | 6 80 |
| 10-lb. tins, ½ doz. in case, case | .... | 6 65 |

**Note—Prices on molasses to outside points average about 3c per gallon less. In gallon lots 2c above ½ barrel prices.**

## *Active Demand Made For Teas*

**Montreal.**

TEAS.—This market remains very firm and little change is reported in the general situation. Markets are pretty bare, as CANADIAN GROCER stated last week, and no immediate prospects of improvement are visible. There is an exceedingly heavy demand for all teas and tendencies are decidedly upward. Higher quotations are given on Javas.

| | | |
|---|---|---|
| **JAPAN TEAS—** | | |
| Choice (to medium) | 0 65 | 0 75 |
| Early picking | 0 65 | 0 70 |
| Finest grades | 0 80 | 1 00 |
| **Javas—** | | |
| Pekoes | 0 46 | 0 48 |
| Orange Pekoes | 0 49 | 0 51 |
| Broken Orange Pekoes | 0 48 | 0 50 |

**Inferior grades of broken teas may be had from jobbers on request at favorable prices.**

## *Spot Coffee Unchanged; Cocoa is Firmer*

**Montreal.**

COFFEES.—An unsettled feeling is manifested in this market, due, it is stated, to the uncertainty concerning the attitude of the Brazilian Government in disposing of the large unsold stock they are reported to have on hand. The feeling in this market is very strong, and brisk business is reported.

COCOA.—Although it is stated that prevailing conditions justify advances being made, cocoa is selling briskly at unchanged prices, but the market is very firm with upward tendencies.

| | | |
|---|---|---|
| **COFFEE—** | | |
| Rio, lb. | 0 33½ | 0 35½ |
| Mexican, lb. | 0 46 | 0 47 |
| Jamaica, lb. | 0 43 | 0 45 |
| Bogotas, lb. | 0 46 | 0 48½ |
| Mocha (types) | 0 46 | 0 48 |
| Santos, Bourbon, lb. | 0 45 | 0 47 |
| Santos, lb. | 0 44 | 0 46 |
| **COCOA—** | | |
| In 1-lbs., per doz. | .... | 5 50 |
| In ½-lbs., per doz. | .... | 2 90 |
| In ¼-lb., per doz. | .... | 1 55 |
| In small size, per doz. | .... | 1 15 |

## *Spices Are Quiet, But Very Firm*

**Montreal.**

SPICES.—The undertone of spices is decidedly a firm one, even though selling is reported light. The uncertainty of supplies does not improve the situation, and although trade is stated to be very fair for the time of year, better supplied markets would materially increase the volume of business.

| | | |
|---|---|---|
| Allspice | .... | 0 22 |
| Cassia (pure) | 0 33 | 0 35 |
| Cocoanut, pails, 20 lbs., unsweetened, lb. | .... | 0 46 |
| Do., sweetened, lb. | .... | 0 36 |
| Chicory (Canadian), lb. | .... | 0 20 |

| | | |
|---|---|---|
| Cinnamon— | | |
| Rolls | .... | 0 35 |
| Pure, ground | 0 35 | 0 40 |
| Cloves | .... | 0 35 |
| Cream of tartar (French pure) | 0 75 | 0 80 |
| American high test | 0 30 | 0 35 |
| Ginger | .... | 0 40 |
| Ginger (Cochin or Jamaica) | .... | 0 31 |
| Mace, pure, 1-lb. tins | .... | 1 00 |
| Mixed spice | 0 30 | 0 32 |
| Do., 2½ shaker tins, doz. | .... | 1 15 |
| Nutmegs, whole | 0 60 | 0 70 |
| 64, lb. | .... | 0 45 |
| 80 lb. | .... | 0 43 |
| 100, lb. | .... | 0 40 |
| Ground, 1-lb. tins | .... | 0 65 |
| Pepper, black | 0 38 | 0 40 |
| Do., special | .... | 0 32 |
| Do., white | .... | 0 50 |
| Pepper (Cayenne) | 0 35 | 0 37 |
| Pickling spice | 0 28 | 0 30 |
| Paprika | 0 65 | 0 70 |
| Tumeric | 0 28 | 0 30 |
| Tartaric acid, per lb. (crystals or powdered) | 1 00 | 1 10 |
| Cardamon seed, per lb., bulk | .... | 2 00 |
| Carraway (nominal) | 0 30 | 0 35 |
| Cinnamon, China, lb. | .... | 0 30 |
| Do., per lb. | .... | 0 35 |
| Mustard seed, bulk | 0 35 | 0 40 |
| Celery seed, bulk (nominal) | 0 75 | 0 80 |
| Pimento, whole | 0 18 | 0 20 |

For spices packed in cartons add 4½ cents a lb., and for spices packed in tin containers add 10 cents per lb.

## *Flour Holds Firmly Under Active Demand*

**Montreal.**

FLOUR.—It is stated that there is an exceptionally heavy demand for flour. This activity is attributed to the additional home cooking that is now being done in this country. The market is very firm, but as the price is controlled by the Government, changes are not anticipated.

| | | |
|---|---|---|
| **Standard Wheat Flours—** | | |
| **Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.** | ... | 13 25 |
| Per bbl., in (2) cotton bags, 98 lbs. | .... | 13 45 |
| **Small lots, per bbl. (2) jute bags, 98 lbs.** | .... | 13 55 |
| Winter wheat flour (bbl.) Jute bags | .... | .... |

## *Package Goods Active; Advances Probable*

**Montreal.**

PACKAGE GOODS.—A decided firmness characterizes this market. Quotations are unchanged this week, but in view of the heavy demand at the present time, and general upward tendencies in all the products used in the manufacture of package goods, advances are to be expected. In one quarter, CANADIAN GROCER was informed that advances may come into effect next month.

**PACKAGE GOODS**

| | | |
|---|---|---|
| Breakfast food, case 18 | .... | 2 85 |
| Cocoanut, 2 oz. pkgs., doz. | .... | 0 78½ |
| Do., 20-lb. cartons, lb. | .... | 0 36 |
| Corn Flakes, 3 doz. case 3 50 3 65 3 50 | .... | 4 25 |
| Oat Flakes, 20s | .... | 5 40 |
| Rolled oats, 20s | .... | 5 60 |
| Do., 18s | .... | 2 00 |
| Do., large, doz. | .... | 3 60 |
| Oatmeal, fine cut, pkgs., case | .... | 6 75 |
| Puffed rice | .... | 5 70 |
| Puffed wheat | .... | 4 25 |
| Farina, case | .... | 2 35 |
| Hominy, pearl or granu., 2 doz. | .... | 3 65 |
| Health bran (20 pkgs.), case | .... | 2 60 |
| Scotch Pearl Barley, case | .... | 2 60 |
| Pancake Flour, case | .... | 3 60 |
| Pancake Flour, self-raising, doz. | .... | 1 60 |
| Wheat food, 18-1½s | .... | 3 25 |
| Buckwheat Flour, case | .... | 3 60 |
| Wheat flakes, case of 2 doz. | .... | 2 80 |
| Oatmeal, fine cut, 20 pkgs. | .... | 6 75 |
| Porridge wheat, 36s, case | .... | 7 30 |
| Do., 20s, case | .... | 7 50 |
| Self-raising Flour (3-lb. pack.) doz. | .... | 2 95 |
| Do. (6-lb. pack.), doz. | .... | 5 80 |
| Corn starch (prepared) | .... | 0 11¾ |
| Potato flour | .... | 0 16½ |
| Starch (laundry) | .... | 0 12 |
| Flour, Tapioca | 0 15 | 0 16 |

## *Active Demand Reported For Feeds*

**Montreal.**

FEEDS.—There is a very active demand at the present time for all feeds, but supplies are stated to be very limited of bran and shorts. The market rules firm and advances are very probable.

| | | |
|---|---|---|
| FEEDS— | | |
| Bran, mixed cars | .... | 45 00 |
| Shorts, mixed cars | .... | 52 00 |
| Crushed oats | 63 00 | 71 00 |
| Barley chop | .... | .... |
| Special Middlings | .... | .... |
| Feed Flour, 98 lbs. | .... | 3 80 |
| Gluten Feed— | | |
| F.o.b. Cardinal | .... | 64 00 |
| F.o.b. Fort William | .... | 62 00 |

## *Fruit Sells Steadily; Apples May Decline*

**Montreal.**

FRUIT.—Although this is a time of year when a natural falling off of business is expected, dealers state that trade is very fair. Prices are unchanged, but one dealer stated that apples are likely to be cheaper in the near future. Oranges are said to be selling very well.

## *Potatoes Again Show Advances*

**Montreal.**

VEGETABLES—Potatoes have scored another advance and are now quoted at $4.50 per bag (90 lbs.). Supplies are still very short. It is also stated that vast supplies of potatoes are being held up by growers who are waiting for higher prices before releasing them upon the market. Tendencies in this market are decidedly upward and further advances may be expected. Owing to a general scarcity, red onions have sharply advanced from $6.50 to from $8.00 to $8.50 per 75-lb. sack. Cabbage (Montreal) has also sharply advanced to $5.50 per barrel.

| | | |
|---|---|---|
| Artichokes, bag | .... | .... |
| **Beans, new string (imported) hamper** | .... | 7 00 |
| Beets, new, bag (Montreal) | .... | 2 00 |
| Cucumbers (hothouse), doz. | .... | 4 00 |
| Chicory, doz. | .... | 0 75 |
| Cauliflower, Am., doz. dble crate | .... | 7 00 |
| Do., single crate | .... | 3 50 |
| Cabbage (Montreal), barrels | .... | 5 50 |
| Carrots, bag | .... | 1 25 |
| Celery, Canadian, doz. | .... | .... |
| Do., California, 5-7 doz. crate | .... | 13 00 |
| Garlic, lb. | .... | 0 50 |
| Horseradish, lb. | .... | 0 20 |
| Lettuce (Boston), head crate | .... | 3 25 |
| Leeks, doz. | .... | 3 00 |
| Mint | .... | 0 60 |
| Mushrooms, lb. | .... | 1 50 |
| Do., basket (about 3 lbs.) | .... | 4 00 |
| Onions, Yellow, 75-lb. sack | .... | 6 50 |
| Do., red, 75 lbs. | 8 00 | 8 50 |
| Do., crate | .... | 2 75 |
| Do., Spanish, case | .... | 7 00 |
| Oyster plant, doz. | .... | 0 50 |
| Parsley (Canadian) | .... | 0 60 |
| Peppers, green, doz. | .... | 0 50 |
| Parsnips, bag | .... | 1 75 |
| Potatoes, Montreal (90-lb. bag) | .... | 4 50 |
| Do., New Brunswick | .... | 4 00 |
| Do., sweet, hamper | 3 50 | 3 75 |
| Radishes, American, doz. | .... | 0 75 |
| Spinach, barrel | .... | 6 00 |
| Turnips, Quebec, bag | 1 50 | 2 00 |
| Do., Montreal | .... | 1 25 |
| Tomatoes, hothouse, lb. | .... | 0 65 |

## *Upward Tendencies On Hay, Straw, Etc.*

**Montreal.**

HAY AND GRAIN.—Little improvement has been shown within the past week in the deliveries of these commodities. Market remains very firm, with an upward tendency. Clover mixed is quoted in one quarter at $23.00. Demands are very active, but supplies will not permit the transaction of really heavy business.

| | | |
|---|---|---|
| Hay— | | |
| Good, No. 1, per 2,000 lb. ton. | .... | 28 00 |
| Do., No. 2 | .... | 27 00 |
| Do., No. 3 | .... | 24 00 |
| Straw | .... | 15 00 |
| Oats | | |
| No. 2 C.W. (34 lbs.) | .... | 1 14 |
| No. 3 C.W. | .... | 1 10 |
| Extra feed | .... | .... |
| No. 1 feed | .... | .... |
| No. 2 feed | .... | .... |
| Barley— | | |
| **No. 3 C. W.** | .... | .... |
| **No. 3** | .... | .... |
| **No. 4 C.W.** | .... | .... |
| Feed barley | .... | 1 60 |

Prices are at elevator.

# ONTARIO MARKETS

TORONTO, Jan. 30—All commodities in general groceries this week are reported very firm. The lower grades of rice are practically off the market and no Southern rice is being quoted except the stocks that have been damaged by rain. Jams are all on the upgrade, one wholesaler quoting as high as $5.15 a dozen for the 16-ounce jars of strawberry. A shortage of millfeeds is reported. Raisins are becoming easier.

## *Corn Syrup Prices Higher*

**Toronto.**

CORN SYRUPS AND MOLASSES.—While there are no changes in the prices of corn syrup, a slight advance can be looked for. Molasses are very firm. Prices on new molasses to arrive are expected to be higher.

| | | |
|---|---|---|
| **Corn Syrups—** | | |
| Barrels, about 700 lbs., yellow | .... | 0 08¼ |
| **Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbl** | | |
| **Cases, 2-lb. tins, white, 2 doz. in case** | .... | 5 95 |
| **Cases, 5-lb. tins, white, 1 doz. in case** | .... | 6 55 |
| **Cases, 10-lb. tins, white, ½ doz. in case** | .... | 6 25 |
| **Cases, 2-lb. tins, yellow, 2 doz. in case** | .... | 5 45 |
| **Cases, 5-lb. tins, yellow, 1 doz. in case** | .... | 6 05 |
| **Cases, 10-lb. tins, yellow, ½ doz. in case** | .... | 5 75 |
| **Cane Syrups—** | | |
| **Barrels and half barrels, lb.** | 0 06 | .... |
| **Half barrels, ¼c over bbls.; ¼ bbls., ½c over.** | | |

| | | |
|---|---|---|
| **Cases, 2-lb. tins, 2 doz. in case** | .... | **7 00** |
| **Molasses—** | | |
| Fancy, Barbadoes, barrels | .... | 1 40 |
| Choice Barbadoes, barrels | .... | 1 20 |
| West India, bbls., gal. | 0 40 | 0 45 |
| **West India, No. 10, kegs** | .... | **6 50** |
| West India, No. 5, kegs | 2 75 | 3 00 |
| **Tins, 2-lb., table grade, case 2 doz., Barbadoes** | .... | 5 50 |
| **Tins, 3-lb. table grade, case 2 doz., Barbadoes** | .... | 7 75 |
| **Tins, 5-lb., 1 doz. to case, Barbadoes** | .... | **5 30** |
| Tins, 10-lb., ½ doz. to case, Barbadoes | .... | **5 20** |
| **Tins, No. 2, baking grade, case 2 doz.** | **3 50** | **4 00** |
| **Tins, No. 3, baking grade, case of 2 doz.** | **4 70** | **6 50** |
| **Tins, No. 5, baking grade, case of 1 doz.** | **3 75** | **6 20** |
| **Tins, No. 10, baking grade, case West Indies, 1½s, 48s** | **4 60** | **6 95** |
| **of ½ doz.** | **3 60** | **6 00** |

## *Sugar Prices Are Unchanged*

**Toronto.**

SUGAR.—No new developments are reported in the sugar market this week. Supplies are coming along very slowly, barely enough to meet present requirements.

| | |
|---|---|
| St. Lawrence, extra granulated, cwt. | 14.71 |
| Atlantic, extra granulated | 14 71 |
| Acadia Sugar Refinery, extra granulated | 14 71 |
| Can. Sugar Refinery, extra granulated | 14 71 |
| Dom. Sugar Refinery, extra granulated | 14 71 |

**Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2, 55c.**

**Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c**

**Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10, 50c; cartons, 20/5s, 60c; cartons, 50/2, 70c Yellows same as above.**

## *Package Goods in Good Demand*

**Toronto.**

PACKAGE GOODS. — All lines of package goods are selling freely. The prices remain unchanged.

PACKAGE GOODS

| | | |
|---|---|---|
| **Rolled Oats, 20s round, case** | .... | **$5 60** |
| **Do., 20s square, case** | **5 10** | **5 60** |
| **Do., 36s, case** | .... | **4 00** |
| **Do., 18s, case** | .... | **2 00** |
| **Corn Flakes, 36s, case** | **4 00** | **4 25** |
| **Porridge Wheat, 36s, regular, case** | .... | **6 00** |
| **Do., 20s, family, case** | .... | **5 80** |
| Cooker Package Peas, 36s, case | .... | 4 20 |
| **Cornstarch, No. 1, lb., cartons** | **0 11½** | **0 11¾** |
| **Do., No. 2, lb. cartons** | .... | **0 10¼** |
| **Laundry starch** | .... | **0 10** |
| **Laundry starch, in 1-lb. cartons** | .... | **0 12** |
| **Do., in 6-lb. tin canisters** | .... | **0 13¼** |
| **Do., in 6-lb. wood boxes** | .... | **0 13¼** |
| **Potato Flour, in 1-lb. pkgs.** | .... | **0 16** |
| Fine oatmeal, 20s | .... | 6 75 |
| Cornmeal, 24s | .... | 3 65 |
| Farina, 24s | .... | 2 90 |
| **Barley, 24s** | .... | **2 60** |
| Wheat flakes, 24s | .... | 5 60 |
| **Wheat kernels, 24s** | .... | **4 50** |
| **Self-rising pancake flour, 24s** | .... | **3 30** |
| **Buckwheat flour, 24s** | .... | **3 30** |
| White flour, 24s | .... | 1 65 |
| Graham flour, 24s | .... | 1 80 |

## *Breakfast Foods Are Very Firm*

**Toronto.**

CEREALS.—The cold weather has brought an extra demand for all kinds of breakfast foods. Prices are unchanged.

| | Single Bag Lots F.o.b. Toronto | |
|---|---|---|
| Barley, pearl, 98s | .... | 8 00 |
| Barley, pot, 98s | .... | 6 50 |
| Barley Flour, 98s | .... | 4 50 |
| Buckwheat Flour, 98s | .... | 6 25 |
| Cornmeal, Golden, 98s | 5 75 | 6 00 |
| **Do., fancy yellow, 98s** | .... | **6 50** |
| **Hominy grits, 98s** | 5 50 | **6 00** |
| **Hominy, pearl, 98s** | 5 25 | 5 75 |
| Oatmeal, 98s | 5 75 | 6 00 |
| Oat Flour | .... | .... |
| Corn Flour, 98s | .... | 5 50 |
| Rye Flour, 98s | .... | **5 00** |
| Rolled Oats, 90s | 5 25 | 5 50 |
| Rolled Wheat, 100-lb. bbl. | 6 50 | 7 25 |
| Cracked wheat, bag | .... | **6 50** |
| Breakfast food, No. 1 | .... | 7 75 |
| Do., No. 2 | .... | 7 75 |
| Rice flour, 100 lbs. | .... | **10 00** |
| Linseed meal, 98s | .... | 6 75 |
| Peas, split, 98s | .... | 0 08½ |
| Blue peas, lb. | 0 09 | 0 10 |
| Marrowfat green peas | .... | 0 11¾ |
| Graham Flour, 98s | .... | 6 60 |
| Farina, 98s | .... | 6 20 |

## *Raisins Are Still Very Scarce*

**Toronto.**

DRIED FRUIT.—Raisins are still the feature of the dried fruit market and are becoming scarcer. The prices are the same as last week.

| | | |
|---|---|---|
| Evaporated apples | .... | 0 24 |
| Apricots, cartons, 11 oz., 48s | .... | 4 55 |
| Candied Peels, American— | | |
| Lemon | 0 44 | 0 46 |
| Orange | 0 44 | 0 46 |
| Citron | .... | 0 75 |
| Currants— | | |
| Grecian, per lb. | 0 22 | 0 23 |
| Australians, 3 Crown, lb. | 0 22 | 0 23 |
| Dates— | | |
| Excelsior, pkgs., 3 doz. in case | .... | 5 50 |
| Dromedary, 3 doz. in case | 7 00 | 7 25 |
| Fard, lb. | .... | 0 38 |
| New Hallowee dates, per lb. | 0 19½ | 0 20 |
| Figs— | | |
| Taps, lb. | .... | 0 17 |
| Malagas, lb. | .... | .... |
| Comarde figs, mats, lb. | .... | .... |
| Smyrna figs, in bags | 0 16 | 0 18 |
| Cal., 4 oz. pkgs., 70s, case | .... | 5 00 |
| Cal., 8 oz., 20s, case | .... | 3 25 |
| Cal., 10 oz., 12s, case | .... | 2 25 |
| Prunes— | Per lb. | |
| 30-40s, 25s | .... | 0 31 |
| 40-50s, 25s | .... | 0 28 |
| 50-60s, 25s | .... | 0 24 |
| 60-70s, 25s | .... | 0 22 |
| 70-80s, 25s | .... | 0 21½ |
| 80-90s, 25s | .... | 0 17¾ |
| 90-100s, 25s | .... | 0 16¾ |
| Sunset prunes in 5-lb. cartons, each | .... | 1 15 |
| Peaches— | | |
| Standard, 25-lb. box, peeled | 0 26½ | 0 28 |
| Choice, 25-lb. box, peeled | 0 27 | 0 30 |
| Fancy, 25-lb. boxes | 0 29 | 0 30 |
| Raisins — | | |
| California bleached, lb. | .... | .... |
| Extra fancy, sulphur blch., 25s | .... | 0 28½ |
| Seedless, 15-oz. packets | 0 25½ | 0 29 |
| Seedless, 15-oz. packets | 0 25½ | 0 29 |
| Seedless, Thompson's, bulk | 0 25 | 0 27 |
| Crown Muscatels, No. 1s, 25s | .... | 0 25 |
| Turkish Sultanas | 0 25½ | 0 28½ |
| Table raisins, 20-lb. pkgs | 7 50 | 10 50 |

## *Spanish Peanuts Will Be Advanced*

**Toronto.**

NUTS.—Prices on Spanish peanuts are quoted higher at the Coast. All other nuts, both shelled and in the shell, remain firm.

| | | |
|---|---|---|
| Almonds, Tarragonas, lb. | 0 31 | 0 33 |
| Butternuts, Canadian, lb. | .... | 0 08 |
| Walnuts, Cal., bags, 100 lbs. | 0 40 | 0 45 |
| Walnuts, Bordeaux, lb. | 0 28 | 0 30 |
| Walnuts, Grenobles, lb. | .... | 0 33 |
| Do., Marbot | .... | 0 30 |
| Filberts, lb. | .... | 0 25 |
| Pecans, lb. | 0 30 | 0 32 |
| Cocoanuts, Jamaica, sack | .... | 10 00 |
| Cocoanut, unsweetened, lb. | .... | 0 45 |
| Do., sweetened, lb. | .... | 0 45 |
| Peanuts, Jumbo, roasted | 0 18 | 0 19 |
| Brazil nuts, large, lb. | 0 32 | 0 33 |
| Mixed Nuts, bags 50 lbs. | .... | 0 32 |
| Shelled— | | |
| Almonds, lb. | 0 62 | 0 65 |
| Filberts, lb. | 0 50 | 0 55 |
| Walnuts, Bordeau lb. | 0 88 | 0 90 |
| Do., Manchurian | .... | 0 68 |
| Peanuts, Spanish, lb. | .... | 0 25 |
| Do., Chinese, 30-32 to oz. | 0 18 | 0 19 |
| Brazil nuts, lb. | .... | 0 85 |
| Pecans, lb. | .... | 1 10 |

## *Prices of Teas Are Unchanged*

**Toronto.**

TEAS.—The tea market remains very firm. The British tea market is reported to be soon thrown open to the world, and, if that is the case, higher prices can be expected.

| | | |
|---|---|---|
| Ceylons and Indians— | | |
| Pekoe Souchongs | 0 48 | 0 54 |
| Pekoes | 0 52 | 0 60 |
| Broken Pekoes | 0 56 | 0 64 |
| Broken Orange Pekoes | 0 58 | 0 66 |
| Javas— | | |
| Broken Orange Pekoes | 0 58 | 0 65 |
| Broken Pekoes | 0 45 | 0 50 |
| Japans and Chinas— | | |
| Early pickings, Japans | 0 63 | 0 65 |
| Do., seconds | 0 50 | 0 55 |
| Hyson thirds | 0 45 | 0 50 |
| Do., pts. | 0 58 | 0 67 |
| Do., sifted | 0 67 | 0 72 |

**Above prices give range of quotations to the retail trade.**

## *Coffee Market Looks Higher*

**Toronto.**

COFFEE.—The coffee market is very strong, and prices are expected to advance. Prices this week are unchanged.

| | | |
|---|---|---|
| **Java, Private Estate** | **0 51** | **0 53** |
| Java, Old Government, lb. | .... | .... |
| **Bogotas, lb.** | **0 49** | **0 50** |
| **Guatemala, lb.** | **0 48** | **0 52** |
| Mexican, lb. | .... | 0 55 |
| **Maracaibo, lb.** | **0 47** | **0 48** |
| **Jamaica, lb.** | **0 45** | **0 46** |
| **Blue Mountain Jamaica** | .... | **0 53** |
| Mocha, lb. | .... | 0 55 |
| **Rio, lb.** | **0 35** | **0 37** |
| **Santos, Bourbon, lb.** | **0 46** | **0 47½** |
| Ceylon, Plantation, lb. | .... | 0 54 |
| **Chicory, lb.** | .... | 0 25 |
| **Cocoa—** | | |
| **Pure, lb.** | .... | **0 31** |
| **Sweet, lb.** | .... | **0 31** |

## *Strong Advances in Jam Quotations*

**Toronto.**

CANNED GOODS.—Canned peas are nearly all cleared up. Jams have advanced 10 cents a dozen on the 16-ounce jars. One wholesaler is quoting 16-ounce strawberry as high as $5.15, and 4-pound tins at $1.32; also raspberry in 16-ounce jars at $4.85, and 4-pound tins at $1.28.

| | | |
|---|---|---|
| Salmon— | | |
| Sockeye, 1s, doz. | .... | 4 75 |
| Sockeye, ½s, doz. | .... | 2 75 |
| Alaska reds, 1s, doz. | 1 25 | 1 50 |
| Do., ½s | .... | 2 50 |
| Lobsters, ½ lb., doz. | .... | 6 50 |
| Do., ¼-lb. tins | .... | 3 90 |
| Whale Steak, 1s, flat, doz. | 1 75 | 1 90 |
| Pilchards, 1-lb. talls, doz. | 1 75 | 2 10 |
| Canned Vegetables— | | |
| Tomatoes, 2½s, doz. | 1 95 | 2 00 |
| Peas, standard, doz. | 2 35 | 2 50 |
| Do., Early June, doz. | .... | 2 40 |
| Do., Sweet Wrinkle, doz. | 2 50 | 2 70 |
| Beets, 2s, dozen | .... | 1 45 |
| Do., extra sifted, doz. | 2 77½ | 2 82½ |
| Beans, golden wax, doz. | .... | 2 00 |
| Asparagus, tins, doz. | 3 85 | 4 25 |
| Asparagus butts, 2½s, doz. | .... | 2 50 |
| Canadian corn | 1 75 | 2 10 |
| Pumpkins, 2½s, doz. | .... | 1 25 |
| Spinach, 2s, doz. | .... | 2 15 |
| Do., 2½s, doz. | 2 52½ | 2 80 |
| Do., 10s, doz. | .... | 10 00 |
| Pineapples, sliced, 2s, doz. | 4 50 | 4 75 |
| Do., shredded, 2s, doz. | 4 50 | 4 75 |
| Rhubarb, preserved, 2s, doz. | 2 07½ | 2 10 |
| Do., preserved, 2½s, doz. | 2 65 | 4 52½ |
| Do., standard 10s doz. | .... | 5 00 |
| Apples, gal., doz. | .... | 6 25 |
| Peaches, 2s, doz. | 3 55 | 3 90 |
| Pears, 2s, doz. | 3 00 | 4 25 |
| Plums, Lombard, 2s, doz. | 3 10 | 3 25 |
| Do., Green Gage | 3 25 | 3 40 |
| Cherries, pitted, H. S. | 4 35 | 4 40 |
| Blueberries, 2s | 2 25 | 2 10 |
| Strawberries, 2s, H. S. | 4 90 | 5 25 |

| | | |
|---|---|---|
| Blueberries, 2s | 2 10 | 2 35 |
| Jams— | | |
| Apricots, 4s, each | .... | 1 03 |
| Black Currants, 16 oz., doz. | .... | 4 60 |
| Do., 4s, each | .... | 1 15 |
| Gooseberry, 4s, each | .... | 0 98 |
| Do., 16 oz., doz. | .... | 4 10 |
| Peach, 4s, each | .... | 0 97 |
| Do., 16 oz., doz. | .... | 4 00 |
| Red Currants, 16 oz. doz. | .... | 4 15 |
| Raspberries, 16 oz., doz. | .... | 4 60 |
| Do., 4s, each | .... | 1 15 |
| Strawberries, 16 oz., doz. | .... | 4 75 |
| Do., 4s, each | .... | 1 20 |

## *Beans Are Selling Freely*

**Toronto.**

BEANS.—Stocks of beans are commencing to move very briskly. This is probably due to the high price of potatoes. Prices are unchanged.

| | | |
|---|---|---|
| Ontario, 1-lb. to 2-lb. pickers, bus. | 4 75 | 5 00 |
| Do., hand-picked, bus. | .... | 5 50 |
| Marrowfats, bush. | 6 00 | 6 50 |
| Japanese Kotenashi, per bush. | .... | 5 50 |
| Rangoons, per bushel | 3 00 | 3 50 |
| Limas, per lb. | 0 16 | 0 17 |
| Madagascars, lb. | .... | 0 15 |

## *Honey is in Good Demand*

**Toronto.**

HONEY AND MAPLE SYRUPS.—Stocks of honey and maple syrup are getting smaller. There is a good demand, and prices are firm.

| | | |
|---|---|---|
| Honey, Clover— | | |
| 5-lb. tins | .... | 0 28 |
| 2½s. tins | .... | 0 29 |
| 10-lb. tins | .... | 0 27 |
| 60-lb. tins | .... | 0 26 |
| Buckwheat, 50-lb. tins, lb. | .... | 12 20 |
| Comb, No. 1, fancy, doz. | .... | 4 50 |
| Do., No. 2, doz. | .... | .... |
| Maple Syrup— | | |
| 8½-lb. tins, 10 to case, case | .... | 18 00 |
| Wine qt. tins, 24 to case, case | .... | 23 00 |
| Wine, 1 gal. tins, 6 to case, case | .... | 24 00 |
| Imp. 5 gal. cans, 1 to case, case | .... | 20 00 |
| Maple Sugar— | | |
| 50 1-lb. blocks to case, lb. | .... | 0 29 |

## *Market For Rices Tending Higher*

**Toronto.**

RICE.—The rice market is reported very strong this week. The cheaper varieties are almost cleaned up, and are being quoted at nearly the same price as the better grades. Practically no rice is being offered from the South, except that which is rain damaged.

| | | |
|---|---|---|
| Honduras, fancy, per 100 lbs. | .... | .... |
| Blue Rose, lb. | 0 16 | 0 17 |
| Siam, fancy, per 100 lbs. | 15 00 | 16 00 |
| Siam, second, per 100 lbs. | 13 50 | 14 50 |
| Japans, fancy, per 100 lbs. | .... | 17 00 |
| Do., seconds, per 100 lbs. | .... | 15 00 |
| White Sago | .... | 0 14 |
| Do., Pakling | .... | 14 00 |
| Chinese, XX., per 100 lbs. | .... | .... |
| Do., Simiu | .... | .... |
| Do., Mujin, No. 1 | .... | .... |
| Tapioca, per lb. | 0 14½ | 0 15 |

## *Sharp Advances Quoted on Spices*

**Toronto.**

SPICES.—All spice quotations this week are from two to five cents per pound higher. Mace is up 10 cents a pound, and nutmegs are very much higher.

| | | |
|---|---|---|
| Allspice | 0 22 | 0 25 |
| Cassia | 0 35 | 0 40 |
| Cinnamon | .... | 0 55 |
| Cloves | 0 85 | 0 90 |
| Cayenne | 0 35 | 0 37 |
| Ginger | 0 32 | 0 40 |
| Herbs — cage, thyme, parsley, mint, savory, Marjoram | 0 40 | 0 70 |
| Pastry | 0 35 | 0 38 |
| Pickling spices | 0 22 | 0 30 |
| Mace | 0 95 | 1 00 |
| Peppers, black | 0 39 | 0 41 |
| Peppers, white | 0 50 | 0 52 |
| Paprika, lb. | 0 80 | 0 85 |
| Nutmegs, selects, whole, 100s | .... | .... |
| Do., 80s | .... | .... |
| Do., 64s | .... | .... |
| Mustard seed, whole | 0 20 | 0 40 |
| Celery seed, whole | .... | 0 75 |
| Coriander, whole | 0 25 | 0 30 |
| Carraway seed, whole | 0 35 | 0 45 |
| Tumeric, whole | 0 25 | 0 27 |
| Cream of Tartar— | | |
| French, pure | 0 80 | 0 85 |
| American high test, bulk | 0 80 | 0 85 |
| 2-oz. packages, doz. | .... | 1 75 |
| 4-oz. packages, doz. | 2 75 | 3 00 |
| 8-oz. tins, doz. | .... | 5 75 |

## *Flour is in Brisk Demand*

**Toronto.**

FLOUR.—Millers report flour is very active in demand. Prices are unchanged.

| | | |
|---|---|---|
| Ontario winter wheat flour, in carload shipments, on track, in cotton bags | .... | 13 40 |
| Do., in jute bags | .... | 13 25 |

## *Potato Stocks Are Still Small*

**Toronto.**

VEGETABLES.—Potatoes are arriving very slowly, barely enough to meet the demand. This is due to the cold weather and slow transportation. The price quoted this week is $4.50 a bag. Old cabbage is nearly off the market, and is being quoted as high as $4.50 a barrel. California vegetables are in good demand. Cauliflowers are quoted at $6 per crate, and Cabbage, about 70 pounds, at $6.75 per crate. Sweet potatoes are $3.25 per hamper.

| | | |
|---|---|---|
| Cabbage, bbl. | .... | 2 75 |
| Carrots, per bag | .... | 2 25 |
| Parsnips, per bag | .... | 2 50 |
| Radishes, Cal., doz. | .... | 0 75 |
| Cabbages, Cal., case | .... | 6 50 |
| Lettuce, Cal., head, crate 8 doz. | .... | 5 50 |
| Hothouse Tomatoes, lb. | 0 30 | 0 40 |
| Onions, Yellow Danvers, 100-lb. sacks | .... | 8 00 |
| British Columbia Onions, 75 lb. sacks | .... | 7 50 |
| Spanish Onions, large cases | .... | 7 50 |
| Do., small crates | .... | 2 75 |
| Onions, white, large sacks | .... | 7 50 |
| Green Onions, doz. bunches | .... | 1 00 |
| Celery, 8 doz. | .... | 7 00 |
| Cauliflower, Cal., case | .... | 6 00 |
| Potatoes— | | |
| Ontario, 90-lb. bags | .... | 4 25 |
| Quebec, 90-lb. bags | .... | 4 00 |
| Jersey Sweet Potatoes, hamper | .... | 3 00 |
| Do., bbl., double headers | .... | 7 50 |
| Turnips, bag | .... | 1 25 |
| Mushrooms, 4-lb. basket | .... | 3 50 |

## *Inquiry For Apples is Reported Slow*

**Toronto.**

FRUITS.—Grape fruit and navel oranges are in good demand, and prices are firm. Apples are moving slowly. Ontario Spys are now quoted at $8 a barrel. Fancy apples, in boxes, are in fairly good demand.

| | | |
|---|---|---|
| Valencia Oranges— | | |
| 216s, 250s, 288s, 324s | 5 50 | 6 75 |
| Cal. Navels— | | |
| 100s, 126s, 150s, 176s, 200s | 5 00 | 6 75 |
| 216s, 250s, 288s, 324s | .... | 6 75 |
| Florida Oranges— | | |
| 176s, 200s, 216s, 250s | 5 50 | 6 00 |
| Bananas, Port Limons | .... | 0 07½ |
| Lemons, Cal., 300s, 360s | .... | 4 50 |
| Lemons, Messinas, 300s | .... | 4 50 |
| Grapefruit, 54s, 64s, 70s, 80s, 96s | 4 50 | 5 00 |
| Apples— | | |
| Ontario Spys, bbl. | .... | 8 00 |
| Blenheims, bbl. | .... | 7 50 |
| Winesaps, box | .... | 4 25 |
| Delicious, box | .... | 4 75 |
| Kings, box | .... | 3 25 |
| Spys, Ont., box | .... | 2 75 |
| Rome Beauty, sizes 88s, 96s, 104s, 113s, 125s, 138s, 150s | 3 75 | 4 00 |
| Cal. Pears | .... | 5 50 |
| Florida Tangarines, 144s, 168s, 196s, 216s, 224s | .... | 4 25 |
| Do., Spanish Malagas, keg | 15 00 | 17 00 |
| Cranberry, Cape Cod, bbl. | .... | 13 50 |
| Do., half bbl. | .... | 7 50 |
| Do., boxes | .... | 4 50 |
| Pomegranates, boxes | .... | 4 00 |

## *Millfeeds Are Said to Be Scarce*

**Toronto.**

MILLFEEDS.—There is a heavy demand for all millfeeds, and consequently a considerable shortage is felt at the present time.

| | | |
|---|---|---|
| MILLFEEDS— | | |
| Bran, per ton | .... | 45 25 |
| Shorts, per ton | .... | 52 25 |

# WINNIPEG MARKETS

WINNIPEG, Jan. 28—Markets in general grocery commodities here are showing sharp advances this week. Several lines look higher and the situation is altogether one of rapidly advancing prices. Molasses are in scant supply and dealers look for a very strong market. The cereal market is firmer and rices, too, tend to higher levels. Fresh fruits are in demand. Potatoes are slightly easier.

## *Molasses In Scant Supply*

**Winnipeg.**

MOLASSES.—Molasses is bound to be much higher. Forecast from September conditions shows the shortest crop of Louisiana cane sugar since the Civil War. 1912 was the next lowest, and last year was twenty-five thousand tons below the 1912 record. This, taken into consideration with the increased sugar production, will make much higher prices.

| | | |
|---|---|---|
| Sugar Syrup— | | |
| 2-lb. tins, 2 doz. to case, case | .... | 6 35 |
| 5-lb. tins, 1 doz. to case, case | .... | 7 40 |
| 10-lb. tins, ½ doz. to case, case | .... | 7 00 |
| 20-lb. tins, ¼ doz. to case, case | .... | 6 90 |
| Corn Syrup— | | |
| Half barrels, 350 lbs., per cwt. | .... | 9 15 |
| 2-lb. tins, 2 doz. to case, case | .... | 5 75 |
| 5-lb. tins, 1 doz. to case, case | .... | 6 40 |
| 10-lb. tins, ½ doz. to case, case | .... | 6 15 |
| 20-lb. tins, ¼ doz. to case, case | .... | 6 15 |
| Pure Maple Syrup— | per | case |
| Quarter tins, 2 doz. to case | .... | 19 30 |
| Half gals., 1 doz. to case | .... | 17 50 |
| Gal. tins, ½ doz. to case | .... | 16 35 |
| Quarter bottles, 2 doz. to case | .... | 18 55 |
| Pint bottles, 3 doz. to case | .... | 15 60 |

## *Spices Firmer; Supplies Short*

**Winnipeg.**

SPICES.—As reported last week, spices are firmer, with advances noted in both black and white pepper, ginger, mustard and nutmegs.

| | Per lb. |
|---|---|
| Allspice, 1-lb. tins | 0 25 |
| Do., 5-lb. tins | 0 20 |
| Cassia, 1-lb. tins | 0 40 |
| Do., 5-lb. box | 0 36 |
| Do., 25-lb. pails | 0 35 |
| Cloves, 1-lb. tins | 0 90 |
| Do., 5-lb. box | 0 85 |
| Do., 25-lb. pails | 0 80 |
| Ginger, 1-lb. tins | 0 42 |
| Do., 5-lb. boxes | 0 34 |
| Do., 25-lb. pails | 0 32½ |
| Nutmeg, 1-lb. tins | 0 45 |
| Do., 5-lb. box | 0 42 |
| Pastry spice, 5-lb. tins | 0 33½ |
| Do., 35-lb. pails | 0 32 |
| Black pepper, 1-lb. tins | 0 53 |
| Do., 5-lb. boxes | 0 48 |
| Do., 25-lb. pails | 0 47½ |
| White pepper, 1-lb. tins | 0 60 |
| Do., 5-lb. tins | 0 55½ |
| Do., 35-lb. pails | 0 55 |
| Cayenne pepper, 5-lb. boxes | 0 37½ |
| Turmeric, 1-lb. tins, per tin | 0 35 |

## *Rolled Oats Are Advancing*

**Winnipeg.**

CEREALS.—Rolled oats have been steadily advancing. This week has seen an advance of 10 cents per bag of 80 lbs. The oat market is very firm and higher prices are looked for.

Grape nuts have advanced 80c per case. All other package goods are due for an advance, especially those in which wheat enter into their manufacture. This is expected on account of the sharp advance in wheat.

| | |
|---|---|
| Standard oatmeal, 98s | 6 00 |
| Do., 49s | 3 08 |
| Do., 24s | 1 55 |
| Granulated same as standard. | |
| Wheat granules, 98s | 6 00 |
| Do., 49s | 3 05 |
| Do., 24s | 1 15 |
| Barley, Ont., pot, 98s | 6 25 |
| Do., 48s | 3 15 |
| Do., pearl, 98s | 8 00 |
| Do., 49s | 4 05 |
| Do., 24s | 2 05 |
| Cornmeal, yellow, half sack | 2 75 |
| Do., quarter sack | 1 40 |
| Do., bales | 6 15 |
| Dried peas, yellow, whole, per lb. | 0 04 |
| Do., green | 0 10½ |
| Split peas, 98s | 8 00 |
| Do., 49s | 4 05 |
| Do., small lots | 0 09 |

## *Canned Apples Have Advanced*

**Winnipeg.**

CANNED GOODS.—The canned goods market is mostly steady. Firmer prices are shown on a few lines. Canned apples show an advance of 50c per case in gallon tins.

All canned goods are in active demand.

Jam prices on some lines have advanced as high as 20 per cent. The market generally is very firm. Heavy buying has been reported and retailers claim to have very heavy stocks.

Marmalade is also advancing, due to the increased sugar costs. New prices will be very high.

| | |
|---|---|
| Strawberry, 1s, 2 doz. case, per dz. | 4 50 |
| Raspberry, 1s | 4 45 |
| Black Currant, 1s | 4 45 |
| Raspberry and Red Currant, 1s. | 4 00 |
| Strawberry, 4s, 1 doz., per tin | 1 15 |
| Raspberry, 4s | 1 10 |
| Gooseberry, 4s | 0 95 |
| Raspberry and Red Currants, 4s | 0 92 |
| Red Currant, 4s | 0 92 |
| Plum, 4s | 0 85 |
| Assorted, 4s | 1 00 |
| Mixed Fruit and Apple— | |
| Apple and Strawberry, 4s, per cs. | 8 60 |
| Do and Raspberry, 4s | 8 60 |
| Do., 30-lb. pails, per lb. | 0 15 |
| Do. and Strawberry, 30-lb. pails, per lb. | 0 15 |
| Jelly, 1s, 2 doz. to case, per doz. | 4 10 |
| Preserved Fruits in Glass | per doz. |
| Strawberries, 1s | 6 80 |
| Raspberries, 1s | 5 90 |
| Pears, 1s | 5 80 |
| Peaches, 1s | 5 90 |
| Cherries Red, 1s | 4 90 |
| Cherries, white, 1s | 5 90 |
| Greengages, 1s | 4 40 |
| Blue Plums, 1s | 4 10 |

## *Dates and Figs Look Higher*

**Winnipeg.**

DRIED FRUITS—Both dates and figs are in heavy demand. The market is very firm. Higher prices are looked for, due to the higher rate of exchange.

| | |
|---|---|
| Evaporated Apples— | |
| Choice No. 1 stock - | |
| 50-lb. boxes, faced, per lb. | 0 25½ |
| 25-lb. boxes, faced, per lb. | 0 26 |
| 3-lb. cartons, 16 to cs., carton | 0 85 |
| Apricots, extra choice, 5-lb. cartons, per carton | 1 85 |
| Currants— | |
| Australian, 3 crown, half case, per lb. | 0 27½ |
| Greek Filiatras, dry cleaned, lb | 0 24¼ |
| Dates— | |
| Royal Excelsior, 10 oz., case | 0 18½ |
| Do., broken cases, per pkg. | 0 19 |
| Dromedary, 10 oz., case lots | 0 22 |
| Do., less quantities | 0 22½ |
| Fard, 12-lb. boxes, per box | 3 15 |
| Figs— | |
| Spanish cooking, recleaned, mats, lb. | 0 16½ |
| Black, in cartons, 5 lbs., carton | 1 16 |
| California White Roedings, 25-lb. case, lb. | 0 23 |
| Grapes, dried, black, 25-lb. boxes, per lb. | 0 17 |
| Peaches, peeled, 25-lb. boxes, lb. | 0 27½ |
| Do., unpitted, whole, 25-lb. boxes, lb. | 0 22 |
| Pears, extra choice, 25-lb. boxes, lb. | 0 28 |
| Prunes - | |
| 90-100, 25-lb. case, per lb. | 0 19 |
| 80-90, 25-lb. case, per lb. | 0 20 |
| 70-80, 25-lb. case, per lb. | 0 21 |
| 60-70, 25-lb. case, per lb. | 0 22 |
| 50-60, 25-lb. case, per lb. | 0 23 |
| 40-50, 25-lb. case, per lb. | 0 26 |
| Raisins— | |
| Cal. Muscatels, 3 crown, 25s, lb. | 0 16 |
| Cal. package seeded, 11 oz., pkg. | 0 14 0 15 |
| Do., 15 oz., pkg. | 0 22 |
| Do., seedless, 11 oz., pkg. | 0 17 |
| Do., 15 oz., pkg. | 0 22 |
| Cal. bulk, seedless, 25-lb. boxes, per pkg. | 0 22 |
| Cal. bleached Sultanas, 25-lb. box, per lb. | 0 24 |

## *Potatoes Show Slight Decline*

**Winnipeg.**

VEGETABLES. — Potatoes, even though in such heavy demand, are showing a slight decline of twenty-five cents per bus.

Other vegetables show few changes in price, tomatoes being the outstanding change. The price on this line has advanced $2.00 per crate of six boxes. California head lettuce has advanced 25c per case.

Heavy demand is reported for all vegetable and fruit lines.

| | |
|---|---|
| Beets, per lb. | 0 03 |
| Turnips, per lb. | 0 02½ |
| Carrots, per lb. | 0 03½ |
| Cabbage, per lb. | 0 05 |
| Potatoes, per bushel | 2 25 |
| Onions, B.C., yellow, per sack | 6 00 |
| Man. Red, per sack | 5 50 |
| Valencia Onions, per sack | 9 00 |
| Tomatoes, per case, six boxes | 17 00 |
| Cauliflower, per case | 4 25 |
| Celery, per case | 15 00 |

## *Coffee in Tins Shows Advance*

**Winnipeg.**

COFFEES.—The coffee market is very firm. As reported last week packers have not had their offers accepted by importers on many tentative offers. Package goods have advanced on the local market at from 2 to 7 cents per pound.

| | | |
|---|---|---|
| Rio, green | 0 24 | 0 26 |
| Santos, green | | 0 37 |
| Bourbon, green | 0 37 | 0 38 |
| Rio, roasted | 0 32 | 0 33 |
| Santos, roasted | 0 42 | 0 44 |
| Mocha, roasted | 0 44 | 0 46 |
| Java, roasted | 0 47 | 0 48 |

## *Rices Hold Very Firm*

**Winnipeg.**

RICES.—Both Oriental and American rices are very firm. Prices have been advancing steadily. Mills are practically sold out and the only large stocks are held by speculators, which means a still higher market.

| | |
|---|---|
| No. 1 Japan, 50-lb. sacks | 0 18 |
| Do., 100-lb. sacks | 0 17¾ |
| No. 2 Japan, 100-lb. sacks | 0 14 |
| Patna, 100-lb. sacks | 0 15¼ |
| Fancy head, 100-lb. sacks | 0 18 |
| Ground Rice, 50-lb. bags | 0 11½ |
| Do., 100-lb. bags | 0 14 |
| Do., 10-lb. bags, per bag | 1 00 |
| Tapioca, pearl, 160-lb. sacks, per lb. | 0 13½ 0 14 |
| Sago, 130-lb. sacks, per lb. | 0 13½ 0 14 |

## *Fresh Fruit in Heavy Demand*

**Winnipeg.**

There has been a very heavy demand for all kinds of fresh fruit. The following are the latest quotations:

| | | |
|---|---|---|
| Cal. Oranges, Navels, per case | 6 75 | 7 25 |
| Valencia | 7 25 | 7 50 |
| Cal. Lemons | 7 00 | 7 50 |
| Grapefruit | 5 25 | 6 00 |
| Cranberries, per box | | 5 00 |
| Bananas, per lb. | | 0 09½ |
| Grapes, Spanish, per keg. | | 16 00 |
| Apples, B.C., Jonathans | 3 00 | 3 50 |
| Do., Northern Spies | 3 25 | 3 75 |
| Washington, wrapped | 2 25 | 2 50 |

## *Advances Looked For in Confectionery*

**Winnipeg.**

CONFECTIONERY. — Confectionery is certainly due for another advance. Manufacturers state they will have to advance the price at least three cents per lb. to take care of recent sugar advances.

## *Several Lines Quoted Higher*

**Winnipeg.**

MISCELLANEOUS. — Olives have shown another sharp advance of about 45c per gallon. This, accompanied with the increasing cost of glass containers, will necessarily mean an advance to the retail trade shortly.

Matches are very firm. Higher prices

are looked for by the jobbers. Retailers are advised to protect their stocks.

Pork and beans are very firm. One manufacturer already has advanced his price from ten to twenty cents per dozen.

Beans are very firm and supplies are reported short.

Due to the sharp advance in wheat, macaroni is higher. The market is very firm at present prices, with a heavy demand reported.

Canned milk has shown several advances, ranging from 45 to 55c per case. One line of powdered milk has advanced $2.00 per case. Supplies are reported short and very hard to get.

There is a very heavy export demand for all milk products, which will keep this line firm for some months to come.

# VANCOUVER MARKETS

VANCOUVER, Jan. 29—The general trend of the market is upwards with a brisk demand for all lines of commodities. Sugar supplies are arriving in small quantities, barely enough to meet present demands. Citrus fruits are especially active, due probably to the "Flu" epidemic.

## *Sugar is Reported Very Scarce*

**Vancouver.**

SUGAR.—Sugar continues to be a major worry in B. C. Supplies are merely a fraction of the demand. All industries depending in any degree on sugar are merely marking time. Even the pickle business is seriously tied up for supplies of sugar, as practically no sweet pickles can be made up. Chinese sugar cannot be brought in to sell at 16 cents; in most cases the price, within a few cents, is not the greatest concern of the householder, nor even some of the manufacturers, who would welcome sugar even at 20 cents. One of the Vancouver wholesalers, asking from Eastern authorities just what was the interpretation of the Board's sugar regulations, advised that the retailer might charge a cent above the wholesale price, but that in case the sugar was "charged" and delivered, a fair additional charge might be made. To those retailers who like something definite to go on it will be gratifying to know that the profit permissible is "a cent and whatever additional seems reasonable." The business men wonder how long this informative body that doesn't inform will persist.

## *Rolled Oats Are Selling Freely*

**Vancouver.**

BREAKFAST FOODS.—The market is firm for all kinds of breakfast foods and the demand is steady. Prices are unchanged.

## *Dried Fruits In Good Demand*

**Vancouver.**

DRIED FRUITS.—The demand for dried fruits is very steady, and prices remain unchanged.

## *Import Beans Are Quoted Higher*

**Vancouver.**

BEANS.—The bean market continues firm with prices higher for new crop for import than those obtaining from small spot stocks. Evidently the Japanese merchant banks on a good market in Europe and keeps the price at primary market about 75 to 85 cents per hundred above prices going for small lots in spot. There are no large spot stocks.

| | | |
|---|---|---|
| White, hand-picked, selected, 100-lb. bags | .... | 7 75 |
| Limas, 80-lb. sacks, per lb. | .... | 0 13 |
| Lentils, Chelsea, 200-lb. sacks | .... | 0 16½ |

## *Rice Firm And Very Scarce*

**Vancouver.**

RICE.—Rice continues firm with probabilities of higher prices. It is reported difficult to get rice from Japan. A license is required. In the past the deliveries of Japanese rice have been based on the number of Japanese in Canada, but lately the Japanese Consul states that the California Japanese rice assures the Japanese of adequate supplies. "But the Japanese do not like the California rice," says the importer. "The Japanese have now learned how to prepare the Californian rice and can use it very well," states the Consul.

## *Potatoes Are Quoted At Higher Levels*

**Vancouver.**

VEGETABLES.—Potatoes are selling at higher figures, some changing hands at 80 and 85 dollars.

| | | |
|---|---|---|
| Potatoes, bush. | 2 00 | 2 25 |
| Carrots, per lb. | .... | 0 03½ |
| Beets, per lb. | .... | 0 03 |
| Turnips, per lb. | .... | 0 02½ |
| Cabbage, per lb. | .... | 0 05 |
| Onions, B.C., sack | .... | 6 00 |
| Do., Man., sack | .... | 5 50 |
| Valencia Onions, sack | .... | 9 00 |
| Head lettuce, Cal., case | .... | 7 25 |
| Do., leaf, per doz. | .... | 0 70 |
| Tomatoes, per case | .... | 15 00 |
| Celery, per dozen | .... | 3 00 |
| Cauliflower | .... | 4 25 |

## *Lemons Are Higher in Price*

**Vancouver.**

FRUITS.—The market for all citrus fruits is very strong. There is an extraordinary demand for lemons following the "flu" epidemic; prices have advanced 50 cents per box and higher prices are expected. The demand for apples is not as brisk as the season would warrant, the reason undoubtedly being the shortage of sugar for domestic cooking.

| | | |
|---|---|---|
| Lemons, Cal., case | .... | 8 00 |
| Oranges, Cal., Navels | 6 75 | 7 00 |
| Do., Valencia | 7 25 | 7 50 |
| Bananas, per lb. | .... | 0 09½ |
| Cranberries, per box | .... | 5 00 |
| Grapefruit, per case | 5 50 | 6 00 |
| Grapes, Malaga, per keg | 15 50 | 16 00 |
| Apples, B.C., 1st and 2nds | 3 00 | 3 50 |
| Do., Spies, 1st and 2nds | 3 25 | 3 75 |
| Do., MacIntosh Reds, 1st and 2nds | 3 00 | 3 25 |

## *Fish Market Remains Unchanged*

**Vancouver.**

FISH.—There is a good demand for fish. Fresh fish and frozen fish move well, and a good demand exists in Chicago for smoked and kippered fish of all kinds. A steady demand in the American markets keeps the herrings in brine, both 10 lb. pails and casks rolling in car lots.

## *Fresh Eggs Are Quoted Lower*

**Vancouver.**

EGGS.—Local fresh eggs are slightly lower now, selling at 65 cents per dozen.

## *Butter Now Is 73 Cents Per Lb.*

**Vancouver.**

BUTTER.—The butter market remains firm at unchanged prices. Prairie special quoted at 73 cents per pound.

## *Fresh Meats In Good Demand*

**Vancouver.**

FRESH MEATS.—No new developments are reported in the fresh meat markets. Prices are unchanged.

| | | |
|---|---|---|
| Selects | .... | 17 00 |
| Heavies | .... | 15 00 |
| Lights | .... | 15 00 |
| Sows | .... | 13 00 |
| Stags | .... | 12 00 |
| Steers | 12 00 | 13 00 |
| Fair to good | 9 50 | 11 50 |
| Medium | 8 50 | 9 00 |
| Butcher heifers | 10 00 | 11 00 |
| Fair to good | 8 00 | 9 50 |
| Butcher cows, choice | 10 00 | 10 50 |
| Fair to good | 8 00 | 9 50 |
| Medium | 6 50 | 7 50 |
| Calvs, choice | 11 00 | 13 00 |
| Good | 8 50 | 10 00 |

### THE BEST INVESTMENT

Weyburn, Sask.,
Jan. 21, 1920.

Gentlemen:—

I would like to say that CANADIAN GROCER gets better with every issue, and as a market guide and a real inspiration it is, without a doubt, the best investment I ever made. No grocer can go wrong if he follows the markets as reported in CANADIAN GROCER.

Yours for success,
H. B. URQUHART,
Grocery manager F. W. Smith, Ltd.

# WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

## *Saskatchewan Markets*

FROM REGINA, BY WIRE.

Regina, Sask., Jan. 27.—A few cases of potatoes have arrived from Alberta and are quoted at $2.50 per bushel. B. C. potatoes are $2.75 per bushel. Onion market very firm. A car of green vegetables including celery, cabbage, cauliflower and lettuce, etc., expected this week. Lemons have advanced to $9 a case, all other citrus fruits very firm and quoted $1 per case higher. Produce remains firm at unchanged prices.

| | | |
|---|---|---|
| Flour, 96s, per bbl. | .... | 12 95 |
| Beans, B.C. | 7 50 | 9 00 |
| Rolled oats, 80s | .... | 4 60 |
| Rice, Siam | 12 75 | 14 75 |
| Japan, No. 1 | 15 50 | 18 00 |
| Tapioca, lb. | .... | 0 14 |
| Sago, lb. | 0 13½ | 0 15½ |
| Sugar, pure cane, granulated, cwt | .... | 14 35 |
| Cheese, No. 1, Ontario, large | 0 32 | 0 33 |
| Butter, creamery, lb | .... | 0 68 |
| Do., dairy, lb. | 0 57 | 0 60 |
| Lard, pure, 3s, lb. | 0 32 | 0 32½ |
| Eggs, new laid, local | .... | 0 70 |
| Do., No. 1, storage, case | 17 00 | 18 00 |
| Tomatoes, 2½s, standard, case | 4 30 | 4 75 |
| Corn, 2s, case | 4 00 | 4 45 |
| Peas, 2s, standard, case | 4 20 | 4 75 |
| Strawberries, 2s, Ontario, case | .... | 10 30 |
| Raspberries, 2s, Ontario, case | .... | 10 30 |
| Cherries, 2s, red, pitted | 9 00 | 9 50 |
| Apples, evaporated | 0 22½ | 0 25½ |
| Do., 25s, lb. | .... | 0 26¾ |
| Peaches, evaporated, lb. | .... | 0 25¾ |
| Do., canned, 2s | .... | 7 50 |
| Prunes, 90-100s | .... | 0 16 |
| Do., 70-80s | .... | 0 17 |
| Do., 50-60s | .... | 0 20 |
| Do., 30-40s | .... | 0 26 |
| Do., 20-30s | .... | 0 31 |
| Raisins, bleached Sultanas | .... | 0 27 |
| Do., bulk, seedless | .... | 0 21 |
| Do., package, 11 oz. | .... | 0 16½ |
| Filiatras Currants, lb. | .... | 0 26 |
| Salmon, pink tall, case | .... | 10 25 |
| Do., Sockeye, tall, case | .... | 17 50 |
| Do., halves | 18 00 | 19 00 |
| Potatoes, Alta., per bushel | .... | 2 50 |
| Oranges | 6 50 | 7 50 |
| Lemons | .... | 9 00 |
| Grapefruit | .... | 7 50 |
| Pears, evaporated, lb. | .... | 0 33½ |
| Pineapples, 2s | .... | 6 20 |
| Do., 2½s | .... | 7 90 |
| Spanish Malaga Raisins, 5½-lb. trays | .... | 0 23 |
| Do., Crowns, 21 lbs. | .... | 8 50 |

## *Alberta Markets*

FROM CALGARY, BY WIRE.

Calgary, Alta., Jan. 27.—Old Dutch Cleanser has advanced 25 cents a case. One brand of strawberry jam in four-pound tins is up 23 cents per tin, and marmalade 15 cents; other brands will follow suit, but in the meantime reasonable quantities are being offered at old prices. Olives and toilet paper are quoted higher. Cold weather has curtailed the supplies of new-laid eggs and prices are firmer, selling at 75 to 80 cents per dozen. Best creamery butter quoted at 70 cents.

| | | |
|---|---|---|
| Beans, small white, Japans, bus. | .... | 4 50 |
| Beans, Lima, per lb. | .... | 0 12½ |
| Rolled oats, brails | .... | 5 00 |
| Rice, Siam, cwt. | .... | 12 00 |
| Sago, lb. | .... | 0 11¾ |
| Flour | .... | 5 40 |
| Tapioca, lb. | .... | 0 14 |
| Sugar, pure cane, gran., cwt. | .... | 12 50 |
| Cheese, No. 1, Ontario, large | .... | 0 33 |
| Butter, Creamery | .... | 0 70 |
| Lard, pure, 3s, per case | .... | 21 60 |
| Bacon, lb. | .... | 0 47 |
| Eggs, new laid | 0 75 | 0 80 |
| Tomatoes, 2½s, standard case | .... | 4 47 |
| Corn, 2s, standard case | .... | 3 96 |
| Peas, 2s, standard case | .... | 4 30 |
| Apples, gal. | .... | 3 25 |
| Apples, evaporated, per lb. | .... | 0 26 |
| Strawberries, 2s, Ont., case | .... | 9 75 |
| Raspberries, 2s, Ont., case | .... | 9 75 |
| Peaches, 2s, Ontario, case | .... | 7 85 |
| Plums, 2s, case | .... | 5 00 |
| Salmon, finest Sockeye, tall, case | .... | 17 80 |
| Salmon, pink, tall, case | .... | 10 25 |
| Peaches, Cal., 2½s | .... | 7 00 |
| Potatoes, bag | .... | 1 85 |

## *New Brunswick Markets*

FROM ST. JOHN, BY WIRE.

St. John, N.B., Jan. 27.—All staples are firm and the market for the most part remains unchanged. Molasses has shown a slight advance. Compound lard now selling 31½ cents. American pork slightly easier. Butter firm. Potatoes have advanced to $5.50. Raisins scarce and quoted higher.

| | | |
|---|---|---|
| Flour, No. 1 patents, bbls., Man. | .... | 14 90 |
| Cornmeal, gran., bags | 6 00 | 6 10 |
| Cornmeal, ordinary | 3 85 | 3 90 |
| Rolled oats | .... | 12 00 |
| Rice, Siam, per 100 lbs. | .... | 14 75 |
| Tapioca, 100 lbs. | 13 50 | 15 00 |
| Molasses | .... | 1 25 |
| Sugar— | | |
| Standard, granulated | .... | 14 60 |
| No. 1, yellow | .... | 14 10 |
| Cheese, New Brunswick | .... | 0 32 |
| Cheese, Ont., twins | .... | .... |
| Eggs, fresh, doz. | .... | 0 75 |
| Eggs, storage | .... | 0 61 |
| Breakfast bacon | 0 38 | 0 40 |
| Butter, creamery, per lb. | .... | 0 70 |
| Butter, dairy, per lb. | .... | 0 64 |
| Butter, tub | .... | 0 60 |
| Lard, pure, lb. | 0 32 | 0 32½ |
| Lard, compound | 0 31 | 0 31½ |
| American, clear pork | 58 00 | 63 00 |
| Beef, corned, 1s | 4 00 | 4 20 |
| Tomatoes, 2½s, standard case | .... | 4 20 |
| Raspberries, 2s, Ont., case | 4 40 | 4 45 |
| Peaches, 2s, standard, case | 7 25 | 7 35 |
| Corn, 2s, standard, case | .... | 3 75 |
| Peas, standard, case | .... | 4 10 |
| Apples, gal., N.B., doz. | 4 75 | 5 00 |
| Strawberries, 2s, Ont., case | .... | .... |
| Salmon, Red Spring, flats, cases | .... | 19 50 |
| Pinks | 11 00 | 11 50 |
| Cohoes | 15 00 | 15 50 |
| Chums | .... | 9 00 |
| Evaporated Apples, per lb. | 0 22½ | 0 23 |
| Peaches, per lb. | 0 27½ | 0 28 |
| Potatoes, Natives, per bbl. | 5 00 | 5 50 |
| Onions, Can., 100-lb. bag | .... | 7 00 |
| Lemons, Cal., case | 5 00 | 6 00 |
| Oranges, Cal., case | 6 00 | 7 50 |
| Grapefruit, Cal., case | 5 50 | 6 00 |
| Apples, Western, box | 4 50 | 6 00 |
| Bananas, per lb. | 0 10 | 0 11 |
| Grapes, Malaga, keg | 11 00 | 13 00 |

### AN ACCOUNTING GROCER

Continued from page 31

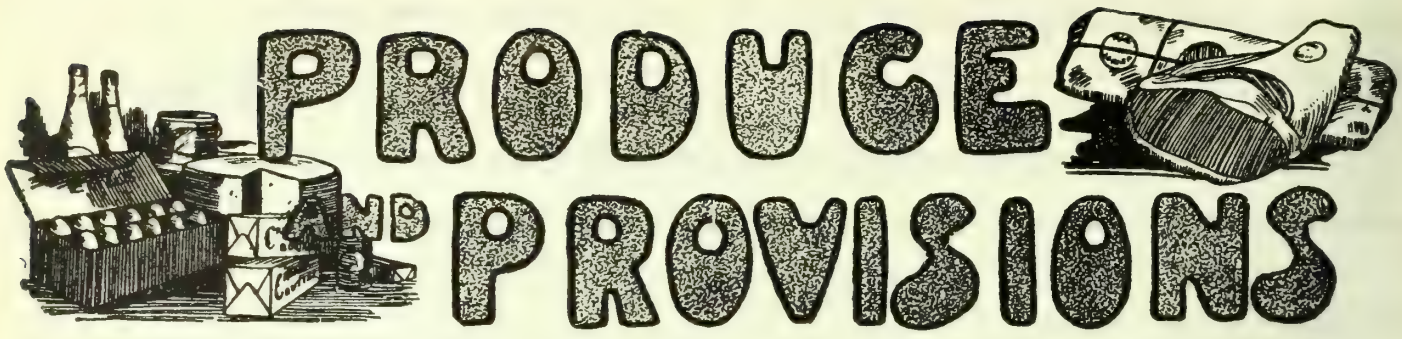
ment, no spices nor extracts, cuts out all lines generally supposed to be profit earners. He handles only what runs into tonnage and heavy volume, and what is handled on narrow margins under keenly competitive conditions. He finds that his expense ratio declines every year because of increased volume. This despite the fact that wages and other charges have in themselves increased with him just as with everybody else.

The retailer apparently should also show a decreased ratio of expense, despite higher wages, etc. Because all prices have advanced considerably since 1915 as more than to offset enhanced costs of operation. The man whose business ran $90,000 in 1915 sells around $130,000 now without handling any more goods. Let us estimate 20 per cent. as the average gross margin. That would yield $18,000 in 1915 on $90,000. With expenses of 16 2/3 per cent., total $15,000, he would have $3,000 net earnings. To-day 20 per cent. on $130,000 is $26,000. Take $21,333 for expenses at 16 2/3 per cent., which certainly should cover all charges, and the net left is $3,667.

As a matter of fact, expenses have not increased as rapidly nor in the same ratio, as prices have enhanced. Thus Harvard's last investigation shows an average of 14.6 per cent. expense and a net of 2.3 per cent., a total spread of only 16.9 per cent.

The trouble to-day is that grocers have not availed themselves of the full general advance in prices. They have not gone nearly the whole distance. I suspect this is because they have not the courage to take all the spread that is legitimate on the articles above the line of necessities. They are selling luxuries and semi-luxuries on too narrow a margin. Hence, though operating on a lower expense ratio, they have cut their average gross margin still further. So they are making less money to-day than they should make—less than they need to make if they are to play safe in future.

For the day of reckoning is just ahead. Prices are due to decline. They will recede slowly at first, but the momentum will be accelerated. Grocery failures have been almost nil during the recent past—because with the enhancing values it has been almost impossible for a man to fail. But when the decline becomes general, then look out! Those who have not garnered a legitimate harvest of margins during the time of high values will have nothing to fall back on. Their habits will be all against them, for they will not then get enough.




# Window Displays as Profitable in Meats as in Other Lines

## George T. Vallance, of Bradshaw & Vallance, Amherst, N.S., Believes There is No Reason Why the Provision Merchants Should Not Show His Goods, With as Fine Results as the Dry Goods Man or the Druggist

AMHERST, N. S., Jan. 27.—A. A. Parker, head of a large retail establishment in Amherst, N. S., once made the remark that George T. Vallance could so attractively display a turnip as to make anyone willing to pay five cents more for it than it could be bought for elsewhere.

With all the emphasis that has been laid on the value of window display in merchandising, the provision department seems to have failed to profit from teaching in this respect. That circumstance accentuates the fact that one of the most important factors in the successful business built up by Bradshaw & Vallance, provision merchants in Amherst, N. S., has been constant attention to window display of their merchandise. George T. Vallance, junior member of the firm, is an expert window dresser, and whether he makes up a window of turnips, bacon or beef, he always manages to arrange his show in a manner that attracts attention, and tempts the observer.

### Windows a Factor in Sales

Artistic taste, coupled with pork and beef, seems an anomaly, perhaps, and yet there is logically no more reason for the provision merchant being aesthetically deficient than there is for the dry goods man or druggist being shy in the same way. Everybody expects the dry goods emporium and the corner drug store to carry pleasing window displays of the goods they offer for sale. Why should not the meat dealer do likewise? Mr. Vallance has demonstrated conclusively that the meat store need not take a back seat in this respect, and for the past several years he has been making Bradshaw & Vallance's windows contribute materially to the firm's sales. Mr. Vallance is a Glasgow Scotchman—and incidentally a brother-in-law of Sir Harry Lauder, whom he resembles to the extent of combining a touch of art with the main chance. Before going into partnership in 1912 with Mr. Bradshaw—who by the way is a Kilkenny, Cork, Irishman—Mr. Vallance spent two years at the Manhattan Market, Boston, the largest meat market in New England, where he got an insight into efficient selling, and with the Scotchman's penchant for thoroughness he took up the study of window display, with the purpose of making it pay. Ever since the new Bradshaw and Vallance store was opened he has been proving that this feature of merchandising can be as profitable in the meat business as in any other line.

**"Certainly it pays," said Mr. Vallance to a CANADIAN GROCER representative. "Not that it enables us to get higher prices for our goods—we don't try to do that—but window display certainly brings us business.**

Interior of the provision store of Bradshaw and Vallance, Amherst, N.S., who claims display counts as much in produce as in any other line.

**We have proved that right along, and there is no doubt that window displays, to which proper preparation is given, are just as profitable in a meat store as in any other retail store. We are here to sell meats, and when we know our windows, for which we pay good money, can help us to pull in more business it is up to us to make them produce sales."**

### An Authority on Beef

Let it not be assumed that Mr. Vallance is "the whole works" in this store, however. The senior partner, A. Bradshaw, was recently credited by the manager of the Amherst Annual Winter Fair with being "the best beef authority in the Maritime Provinces." Mr. Bradshaw has studied meat production, and not many years ago was among the foremost cattle breeders in the sea-side province. He still owns a farm whereon is the abattoir in which much of the meat sold by his firm is prepared for market under his immediate supervision. He knows how good meat should be produced, and he knows when it is what it should be.

Mr. Bradshaw gets the right kind of meat into the store, and it is Mr. Vallance's business to get it out. Both consider it essential that their customers be so well satisfied with the B. & V. quality of product and service that they come back for more.

Cleanliness, neatness, and up-to-dateness characterize the Bradshaw and Vallance store throughout. In 1914, when the present store was opened in the new Goodwin block, the firm put in modern fixtures, and then installed the first ammonia refrigerator used in a retail store in the Maritime Provinces. This big "cooler" has a storage capacity of about 25,000 pounds of meat—approximately a carload — and glass windows in the front permit customers to see every piece of meat on sale.

### A Specialty of Sausage

The firm makes a specialty of sausage manufacturing, and their pure pork product has created a big demand from other places, about half a ton being sold in Springhill, Joggins Mines, and other nearby towns each month. Hams and bacon are cured for the local trade. The smoke house for this purpose is situated at the rear of the store but in a separate building. In addition to all kinds of meats, Bradshaw and Vallance handle fish, butter, eggs, vegetables, and such canned goods as customers usually require with meats. The firm endeavor to follow sound merchandising methods, and their store justifies the description often given it by travellers of being one of the most attractive of its kind in the Maritime Provinces.

## FOR SERVICE OF CONSUMER

At the thirteenth annual convention of the National Canners' Association being held in Cleveland this week, policies of further serving the consumer were discussed. Realizing the need of a workable plan for leading the consumer to appreciate the merits of canned foods, an inspection of fruit and vegetables is already assured in Southern California, Illinois, Michigan, Wisconsin, Ohio, Indiana, Minnesota, Iowa, Nebraska, New York, in addition to the sardine and tuna inspection in California and in Maine, and a sanitary survey of the salmon canneries in Alaska and the Pacific Coast States. Several more States are reasonably sure of entering the inspection this year.

## STRIKE SALT IN ALBERTA LAKE

A heavy deposit of common salt has been found in a lake bottom in the vicinity of Major, Alta., and a company has been formed for the purpose of working the same. When the bottom was bored, the drill first went through an extremely hard surface and then suddenly dropped to quite a depth. The brine simply gushed to the surface, and after being piped and a reservoir built on the surface it was tested and found to be salt of an excellent quality. It is believed that there is plenty of it, as when the faucet is turned on, the brine flows freely and without any signs of diminishing.

# Program of Canadian Produce Association Convention

The following is the programme of the Eighth Annual Convention of the Canadian Produce Association, which will be held in the Royal Connaught Hotel, Hamilton, on Tuesday and Wednesday, February 10th and 11th:—

### Tuesday Feb. 10th—A.M.

10 a.m.—Convention opens. Meetings of Executive and standing committees.

11 a.m.—Convention called to order. Address of welcome by Mayor Booker, Hamilton. President E. J. Smith, Brockville, will make his annual address. Reports of Secretary and Treasurer. Reports of various committees. Announcement of new committees for 1920.

### Tuesday P.M.

1.30 p.m.—Address: "Improvement in quality of eggs and poultry," by Prof. A. C. Graham, O. A. C., Guelph.

Address: "Possibilities of production," by F. C. Elford, Dominion Poultry Husbandman, Ottawa.

Address: Hon. Manning Doherty, Minister of Agriculture in Ontario.

Address: "Outlook for export trade in 1920," J. S. McLean, Sec.-Treas. Harris Abattoir, Toronto.

Discussion: Subject—"Proposed changes in grades and regulations in marking eggs," led by H. S. Johnston, Flavelles Ltd., Lindsay; J. W. Atherton, St. Thomas Packing Co., St. Thomas.

Discussion: "Storage eggs—Define April and May eggs," led by R. J. McLean, Bowes Ltd., Toronto.

7 p.m.—Banquet and entertainment.

### Wednesday, Feb. 11—A.M.

10 a.m.—Address: "Increasing consumption of eggs at home and abroad," Prof. W. A. Browne, Chief of the Poultry Division, Livestock Branch, Dept. Agriculture.

Address: "Our Association's Objective," by Jas. T. Madden, Secretary Canadian Produce Association.

Addresses: "Improvement in quality of creamery butter"—speakers, John Scott, Gov't Butter Grader, Toronto, and Jas. Burgess, Chief Butter Grader, Cold Storage and Dairy Dept., Ottawa.

Addresses: "The cheese and butter industry, past, present and future"—Producers' viewpoint, G. A. Gillespie, Peterborough; Dealer's and exporter's viewpoint, James Donaldson, Atwood; Government viewpoint, W. W. Moore, Chief of the Market Division, Dairy and Cold Storage Dept.

### Wednesday, P.M.

Address: "Transportation Problems"—Harper R. Gray, Gunn, Langlois Co., Montreal, and C. Norman Hamm, Secretary Express Traffic Association, Montreal. Reports of committees on resolutions, nominations, election of officers and next place of meeting.

# Produce, Provision and Fish Markets

## QUEBEC MARKETS

MONTREAL, Jan. 30—Montreal markets rule firm this week. There is no change to report in the hog situation. It is stated that supplies are less. The market is very firm and higher prices are to be expected. The beef market is somewhat steadier and trade is stated to be very brisk. Cured meats rule firm and prices are unchanged. Owing to the fact that cottonseed has advanced, shortening has advanced. There is manifested a heavy demand for shortening and the market is very firm with upward tendencies. Margarine is unchanged and dealers state that there is little demand at the present time for this commodity. A little more activity is shown this week in the cheese market, although prices are unchanged. Butter is easier and creamery is now quoted at from 65 to 67c per pound. Supplies of butter are stated to be better. New-laid eggs are reported to be more plentiful and although they are marked down from 80 to 85 cents per dozen, it is stated that there is little demand for them on account of the prevailing high prices.

A brisk business is being done in storage eggs. Poultry is very firm. There is a heavy demand and the market is stated to be very low. Owing to the severe weather on the Atlantic coast, supplies of fresh fish are stated to be short and higher prices rule in consequence. Frozen fish is still in active demand. Dealers state that business is specially good. The approach of Lent is always found to give impetus to trade, but it is expected that this year's bigger demands will be made for fish on account of the high prices prevailing for other foodstuffs.

### *Hog Market Firm; Beef Stands Steady*

**Montreal.**

FRESH MEATS.—The hog market stands in a position little changed from last week. It is stated that supplies are less. In consequence the market is very firm and higher prices are likely. One dealer informed CANADIAN GROCER that in his opinion the farmer does not think he is getting a high enough price for hogs, and, in consequence, is not giving much attention to production.

BEEF.—Although no changes have been effected this week, it is stated that the market is somewhat steadier. Trade is very brisk, and while supplies could be better, it is stated, enough is coming into the market to meet all demands.

| FRESH MEATS— | | |
|---|---|---|
| Hogs, live (selects) | 18 50 | 19 00 |
| Hogs, dressed | | |
| Abattoir killed, 65-90 lbs. | 25 00 | 25 50 |
| **Fresh Pork—** | | |
| **Leg of Pork (foot on)** | .... | **0 31½** |
| Loins (trimmed) | .... | 0 35 |
| **Loins (untrimmed)** | .... | **0 32** |
| **Bone trimmings** | **0 18** | **0 21** |
| **Trimmed shoulders** | .... | **0 25** |
| **Untrimmed** | .... | **0 23** |
| Pork sausage (pure) | .... | 0 23 |
| **Farmer sausages** | .... | **0 18** |
| **Fresh Beef—** | | |
| (Cows) | | (Steers) |
| $0 19 $0 22 Hind quarters | $0 26 | $0 28 |
| 0 12 0 14 Front quarters | 0 15 | 0 17 |
| .... 0 27 Loins | .... | 0 38 |
| .... **0 22** .... **Ribs** | .... | **0 25** |
| .... 0 12 .... Chucks | .... | 0 14 |
| .... 0 18 .... Hips | .... | 0 19 |
| **Calves (as to grade)** | 0 22 | 0 28 |
| **Lambs, 50-80 lbs. (whole carcass), lb.** | .... | 0 28 |
| **No. 1 Mutton (whole carcass), 45-50 lbs., lb.** | .... | **0 18** |

### *Cured Meats Firm; Prices Unchanged*

**Montreal.**

CURED MEATS.—Although the present hog situation is very firm, no change has been made this week in cured meats, which stand firm under an active demand from consumers.

| | | |
|---|---|---|
| Hams— | | |
| Medium, smoked, per lb.— | | |
| (Weights) 8-10 lbs. | .... | 0 35 |
| 12-14 lbs. | .... | 0 36 |
| 14-20 lbs. | .... | 0 35 |
| 20-25 lbs. | .... | .... |
| 25-35 lbs. | .... | 0 30 |
| Over 35 lbs. | .... | 0 28½ |
| Boneless (for slicing), 4c advance over above prices. | | |
| Bacon— | | |
| Breakfast | .... | 0 48 |
| Cottage Rolls | .... | 0 32½ |
| Picnic Hams | .... | 0 24 |
| Barrel Pork— | | |
| Canadian short cut (bbl.), 25-35 pieces | .... | 54 00 |
| Clear fat backs (bbl.), 40-50 pieces | .... | 55 00 |
| Heavy mess pork (bbl.) | .... | 52 00 |
| Plate Beef | .... | 30 00 |
| Mess Beef | 23 00 | 28 00 |
| Bean Pork | .... | 48 00 |

### *Cooked Meats Good Sellers*

**Montreal.**

COOKED MEATS.—The market is held without change this week, but there is a decided tendency to firmness. Business is reported to be brisk and available supplies are found ample. The uncertainty of the hog market is reflected in this, and it is expected that advances may be made.

| | | |
|---|---|---|
| **Jellied pork tongues** | .... | **0 40** |
| **Jellied Pressed Beef, lb.** | .... | **0 32** |
| **Ham and tongue, lb.** | .... | **0 30** |
| **Veal and tongue** | .... | **0 23** |
| Hams, cooked | .. | 0 47 |
| Shoulders, roast | .... | 0 50 |
| Shoulders, boiled | .... | 0 43 |
| **Pork pies (doz.)** | .... | .... |
| **Blood pudding, lb.** | .... | **0 12** |
| **Mince meat, lb.** | **0 15** | **0 19** |
| Sausage, pure pork | 0 18 | 0 25 |
| Bologna, lb. | .... | 0 15 |

### *Shortening Advances in Firm Market*

**Montreal.**

SHORTENING. — Shortening (in tierces) has advanced to 29c. There is a very active demand, and, owing to the increase in the price of cottonseed oil used in the manufacture of this commodity, this advance has been made, and the market remains very firm.

| SHORTENING— | | |
|---|---|---|
| Tierces, 400 lbs., per lb. | .... | 0 29 |
| Tubs, 50 lbs., per lb. | .... | 0 29 |
| Pails, 200 lbs., per lb. | .... | 0 29¼ |
| Bricks, 1 lb., per lb. | .... | 0 30½ |

### *Margarine Selling in Unchanged Market*

**Montreal.**

MARGARINE.—No change has been manifested in the market this week. Jobbers state that there is only a limited demand for margarine at the present time. They find that people prefer to use butter, notwithstanding the higher price, and in consequence but little business is being done in margarine.

| MARGARINE— | | |
|---|---|---|
| Prints, according to quality, lb. | 0 39 | 0 40 |
| Tubs, according to quality, lb.. | 0 31 | 0 34 |

### *Lard Stands Firm; a Good Seller*

**Montreal.**

LARD.—No change has been effected in the market this week, and in view of the order of the Board of Commerce regulating the selling price of this commodity, it is stated that no changes are probable for some time to come. In the meantime, there is a heavy demand, and brisk business is reported.

| LARD— | |
|---|---|
| Tierces | 0 30½ |
| Tubs | 0 31 |
| Pails | 0 31¼ |
| Bricks | 0 32½ |

### *Butter Declines 2c; Market Easier*

**Montreal.**

BUTTER.—Creamery butter has declined two cents per pound in one quarter; dairy is quoted as low as 55c. More butter is available at the moment. Consumer demands are still heavy.

| BUTTER— | | |
|---|---|---|
| Creamery, prints, quality storage | 0 65 | 0 67 |
| Creamery, solids, quality storage | 0 63 | 0 64 |
| Dairy, in tubs, choice | 0 55 | 0 61 |
| Dairy, prints | 0 55 | 0 61 |
| Bakers' | .... | 0 55 |

### *Brisker Movement in Cheese Market*

**Montreal.**

CHEESE.—Although no prices have

been made in this market, it is stated that a little more activity has been shown this week and a few enquiries have been made from foreign markets, which may lead to more activity in the near future.

| CHEESE— | | |
|---|---|---|
| New, large, per lb. | .... | 0 31 |
| Twins, per lb. | .... | 0 31 |
| Triplets, per lb. | 0 31 | 0 32 |
| Stilton, per lb. | .... | 0 35 |
| Fancy, old cheese, per lb. | .... | 0 35 |

## *New-Laid Eggs Are Now Cheaper*

**Montreal.**

EGGS.—New-laid eggs are quoted as low as 80 cents to 85c per dozen, and it is stated that supplies are now coming in much better. Despite this, CANADIAN GROCER learns that there is little demand for new-laids on account of high prices, while the comparatively good quality of storage eggs has improved the sale of these.

| EGGS— | | |
|---|---|---|
| No. 2 | .... | 0 50 |
| No. 1 | 0 53 | 0 54 |
| Selects | 0 62 | 0 63 |
| New laids | 0 80 | 0 82 | 0 85 |

## *Live Poultry Active; May Soon Advance*

**Montreal.**

POULTRY.—There is a very active demand for poultry, and the market is very firm. Stocks are stated to be exceptionally low, and, in view of the heavy demands for live poultry from Jewish dealers and low stocks, it is stated that prices will advance in the near future.

| POULTRY (dressed)— (Selling Prices) | | |
|---|---|---|
| Chickens, roasting (3-5 lbs.) | 0 37 | 0 40 |
| Chickens, roasting (milk fed) | 0 42 | 0 44 |
| Ducks— | | |
| Brome Lake (milk fed green) | .... | 0 47 |
| Young Domestic | .... | 0 42 |
| Turkeys (old toms), lb. | .... | 0 52 |
| Do. (young) | .... | 0 55 |
| Geese | .... | 0 32 |
| Old fowls (large) | .... | 0 34 |
| Do. (small) | .... | 0 30 |

| (Buying Prices) | Live | Dressed |
|---|---|---|
| Chickens, light weights | 0 19 | 0 24 |
| Do., heavy weights | 0 22 | 0 27 |
| Ducks, young | 0 30 | 0 34 |
| Geese— | | |
| Young | 0 23 | 0 26-0 28 |
| Old | 0 17 | 0 20-0 21 |
| Fowls | 0 18 | 0 21 |
| Turkeys | 0 43 | 0 48-0 50 |

## *Fresh Fish Advance; Frozen Easier*

**Montreal.**

FISH.—Owing to severe weather on the Atlantic coast, supplies of fresh fish are stated to be short. In consequence, higher prices prevail. The demand for frozen fish continues to be good, and in some lines it is reported that prices have tendency to sag, due to the large stocks being now offered by dealers who have been holding them for speculation. The approach of Lent always gives an impetus to the fish trade, and it is stated that dealers are this year looking forward to an extra large demand on account of all other foodstuffs commanding such high prices. Present business is stated to be very brisk.

| FRESH FISH | | |
|---|---|---|
| Haddock | 0 11 | 0 12 |
| Steak, cod | 0 12 | 0 13 |
| Market cod | 0 08 | 0 09 |
| Mackerel | .... | 0 18 |
| Flounders | 0 09 | 0 10 |
| Prawns | .... | 0 35 |
| Live Lobsters | .... | 0 70 |
| Salmon (B.C.), per lb., Red | .... | 0 30 |
| Skate | .... | 0 12 |
| Shrimps | .... | 0 40 |
| Whitefish | .... | 0 16 |
| FROZEN FISH | | |
| Gaspereaux, per lb. | 0 06½ | 0 07 |
| Halibut, large and chicken | 0 18 | 0 19 |
| Halibut, Western, medium | 0 20 | 0 21 |
| Haddock | 0 07 | 0 07½ |
| Mackerel | 0 15 | 0 16 |
| Dore | 0 15 | 0 16 |
| Smelts, No. 1, per lb. | 0 16 | 0 18 |
| Smelts, No. 2, per lb. | 0 11 | 0 12 |
| Smelts, extra large | .... | 0 26 |
| Pike, headless and dressed | 0 11 | 0 12 |
| Market Cod | 0 06½ | 0 07 |
| Whitefish, small | 0 12 | 0 13 |
| Sea Herrings | 0 07 | 0 07½ |
| Steak Cod | 0 08½ | 0 09 |
| Gaspe Salmon, per lb. | 0 24 | 0 25 |
| Salmon, Cohoes, round | 0 19 | 0 20 |
| Salmon, Qualla, hd. and dd. | 0 13 | 0 14 |
| Whitefish | 0 15 | 0 16 |
| Lake Trout | 0 19 | 0 20 |
| Lake Herrings, bag, 100 lbs. | .... | 4 50 |
| Alewires | 0 05½ | 0 06 |
| SALTED FISH | | |
| Codfish— | | |
| Large bbls., 200 lbs. | .... | 18 00 |
| No. 1, medium, bbl., 200 lbs. | .... | 16 00 |
| No. 2, 200-lb. bbl. | .... | 14 00 |
| Strip boneless (30-lb. boxes), lb. | .... | 0 20 |
| Boneless (24 1-lb. cartons), lb. | .... | 0 20 |
| Ivory (2-lb. blocks, 20-lb. boxes) | .... | 0 16 |
| Shredded (12-lb. boxes) | 2 40 | 2 50 |
| Dried, 100-lb. bbl. | .... | 16 00 |
| Skinless, 100-lb. boxes | .... | 16 50 |
| Pollock, No. 1, 200-lb. barrel | .... | 14 00 |
| Boneless cod (2-lb.) | .... | 0 23 |
| PICKLED FISH | | |
| Herrings, Scotch cured, half bbl. | .... | 12 00 |
| Do., Scotia, barrel | .... | 12 00 |
| Do., half barrel | .... | 6 50 |
| Mackerel, barrel | .... | 25 00 |
| Salmon, B.C., 200 lbs. | .... | 25 00 |
| Labrador Salmon, barrels | .... | 26 00 |
| Sea Trout, 200-lb. barrels | .... | 23 00 |
| Turbot, 200 lbs. | 20 00 | 22 00 |
| Codfish, tongues and sound, lb. | .... | 0 13 |
| Eels, lb. | 0 15 | 0 16 |
| SMOKED FISH | | |
| Haddies, BXs, per lb. | 0 11 | 0 12 |
| Fillets | 0 17 | 0 18 |
| Bloaters, box | .... | 2 50 |
| Kippers | 2 15 | 2 50 |
| Digby Chicks, in bundles, per box | .... | 0 24 |
| Boneless Smoked Herring, 10-lb. box, lb. | .... | 0 22 |
| OYSTERS | | |
| Cape Cod, per barrel | 13 00 | 15 00 |
| Batouche, per barrel | .... | 14 00 |
| Malpeques shell oysters, choice, bbl. | .... | 16 00 |
| Do., XXX, bbl. | .... | 15 00 |
| Scallops, gallon | .... | 4 00 |
| Can No. 1 (Solids) | 2 50 | 3 00 |
| Can No. 3 (Solids) | 7 50 | 8 40 |
| Can. No. 5 (Solids) | 11 20 | 12 00 |
| Can No. 1 (Selects) | 2 40 | 3 00 |
| Can No. 3 (Selects) | 6 75 | 9 00 |
| SUNDRIES | | |
| Paper Oyster Pails, ⅛ per 100 | .... | 1 50 |
| Paper Oyster Pails, quart size, per 100 | | 2 25 |
| Crushed Oyster Shells, 100-lbs. | | 1 50 |

# ONTARIO MARKETS

TORONTO, Jan. 30—The feature of the provision and produce market this week is the upward tendency in hogs and all pork products. Dressed hogs are quoted at $27.00 and live hogs at $17.75 on the f.o.b. basis. Beef is arriving in good supplies and the quality is somewhat improved; a drop in price of 50 cents per hundredweight is reported. The continued cold weather has apparently put a stop to the arrivals of local fresh eggs. They are being quoted at 85 cents per dozen. American fresh eggs are quoted at 80 cents per dozen. Stocks of storage eggs are about cleaned up and the price is somewhat higher, being quoted at 62 to 63 cents a dozen. Butter is slightly firmer, due to the increase in the cost of churning cream.

## *Dressed Hogs Are Higher*

**Toronto.**

FRESH MEATS.—Dressed hogs have again advanced, being quoted at $27, and all other fresh pork cuts have slightly advanced. Supplies of beef are arriving more freely, and the quality is somewhat improved. Prices quoted are easier.

| FRESH MEATS | | |
|---|---|---|
| Hogs— | | |
| Dressed, 70-100 lbs., per cwt. | .... | 27 00 |
| Live off cars, per cwt. | .... | 17 00 |
| Live, fed and watered, per cwt. | 16 25 | 17 25 |
| Live f.o.b., per cwt. | .... | 16 25 |
| Fresh Pork— | | |
| Legs of pork, up to 18 lbs. | .... | 0 30½ |
| Loins of pork, lb. | .... | 0 38 |
| Tenderloins, lb. | .... | 0 50 |
| Spare ribs, lb. | .... | 0 22 |
| Picnics, lb. | 0 22 | 0 25 |
| New York shoulders, lb. | .... | 0 27 |
| Boston butts, lb. | .... | 0 31½ |
| Montreal shoulders, lb. | .... | 0 27 |
| Fresh Beef—from Steers and Heifers— | | |
| Hind quarters, lb. | 0 24 | 0 26 |
| Front quarters, lb. | 0 15 | 0 17 |
| Ribs, lb. | 0 24 | 0 28 |
| Chucks, lb. | 0 14 | 0 16 |
| Loins, whole, lb. | 0 32 | 0 36 |
| Hips, lb. | 0 20 | 0 22 |
| Cow beef quotations about 2c per pound below above quotations. | | |
| Calves, lb. | 0 25 | 0 28 |
| Spring lamb, lb. | 0 28 | 0 33 |
| Sheep, whole, lb. | 0 18 | 0 23 |

Above prices subject to daily fluctations of the market.

## *Bacon and Hams Selling Freely*

**Toronto.**

PROVISIONS.—The demand for hams and bacon is keeping very steady. The prices are unchanged.

| Hams— | | |
|---|---|---|
| Medium | 0 34 | 0 35 |
| Large, per lb. | 0 29 | 0 30 |
| Heavy | 0 28 | 0 29 |
| Backs— | | |
| Skinned, rib, lb. | 0 49 | 0 50 |
| Boneless, per lb. | 0 52 | 0 55 |
| Bacon— | | |
| Breakfast, ordinary, per lb. | 0 40 | 0 45 |
| Breakfast, fancy, per lb. | 0 48 | 0 52 |
| Roll, per lb. | 0 29 | 0 30 |
| Wiltshire (smoked sides), lb. | 0 33 | 0 35 |
| Dry Salt Meats— | | |
| Long clear bacon, av. 50-70 lbs. | .... | 0 27 |
| Do., av., 80-90 lbs. | .... | 0 25 |
| Clear bellies, 15-30 lb. | .... | 0 28 |
| Sausages in brine, keg, 35 lbs. | .... | 7 35 |
| Fat backs, 16-20 lbs. | .... | 0 30 |
| Out of pickle prices range about 2c per pound below corresponding cuts above. | | |
| Barrel Pork— | | |
| Mess pork, 200 lbs. | .... | 42 00 |
| Short cut backs, bbl. 200 lbs. | .... | 50 00 |
| Picked rolls, bbl., 200 lbs.— | | |
| Heavy | .... | 50 00 |

| | | |
|---|---|---|
| Lightweight | | 60 00 |

Above prices subject to daily fluctuations of the market.

## *Cooked Meats Selling Slowly*

**Toronto.**

COOKED MEATS.—The cold weather has apparently put a stop to the sale of cooked meats, only a limited quantity moving.

## *Eggs Are Quoted Slightly Higher*

**Toronto.**

EGGS.—The continued cold weather has had a tendency to firm up the egg market. No. 1 storage eggs are quoted at 62 to 63 cents a dozen. American fresh eggs have appeared on the market, and are quoted at 80 cents, while the locals are quoted at 85 cents.

| EGGS— | | |
|---|---|---|
| No. 1 storage, doz. | 0 62 | 0 63 |
| Selects | 0 66 | 0 68 |
| Special new laids, in cartons | 0 80 | 0 85 |

Prices shown are subject to daily fluctuations of the market.

## *Creamery Butter is Now 70 Cents*

**Toronto.**

BUTTER.—The trend of the butter market is slightly higher. Supplies are arriving fairly well.

| BUTTER— | | |
|---|---|---|
| Creamery prints (fresh made) | 0 68 | 0 70 |
| Dairy prints, fresh, lb. | .... | 0 59 |
| Dairy prints, No. 1, lb. | .... | 0 56 |

## *Cheese Market is Very Firm*

**Toronto.**

CHEESE.—The cheese market remains very firm. Prices are unchanged.

## *Shortening is in Good Demand*

**Toronto.**

SHORTENING.—There is a big demand for shortening. Prices remain the same.

| SHORTENING— | |
|---|---|
| 1-lb. prints | 0 31 |
| Tierces, 400 lbs. | 0 28½ |

## *Lard Market Is Unchanged*

**Toronto.**

LARD.—There are no changes reported in the lard market.

| LARD— | | |
|---|---|---|
| Tierces, 400 lbs. lb. | 0 31½ | 0 32 |

In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces.

## *Margarine Now Shows Advance*

**Toronto.**

MARGARINE.—A slight advance of one cent a pound on margarine is reported this week. The demand is fairly heavy.

| MARGARINE— | | |
|---|---|---|
| 1 lb. prints, No. 1 | .... | 0 38 |
| Do., No. 2 | 0 34 | 0 36½ |
| Do., No. 3 | 0 30 | 0 32½ |
| Nut margarine, lb. | 0 34 | 0 35 |

## *Turkeys Sell at 58 Cents Pound*

**Toronto.**

POULTRY.—The demand for poultry is keeping very steady. Turkeys are now quoted at 58 cents a pound. Spring chickens have slightly advanced. Commission men are paying as high as 26 cents a pound live weight.

Prices paid by commission men at Toronto:

| | Live | Dressed |
|---|---|---|
| Turkeys, old, lb. | -$0 35 | -$0 45 |
| Do., young, lb | - 0 35 | - 0 48 |
| Roasters, lb. | - 0 22 | - 0 28 |
| Fowl, over 5 lbs. | - 0 29 | - 0 32 |
| Fowl, 4 to 5 lbs. | - 0 28 | - 0 32 |
| Fowl, under 4 lbs. | - 0 20 | - 0 25 |
| Ducklings, 3½ lbs. up | - 0 25 | - 0 32 |
| Geese | - 0 18 | - 0 28 |
| Guinea hens, pair | - 1 25 | - 1 50 |
| Spring chickens, live | 0 24- 0 26 | - 0 34 |

Prices quoted to retail trade:—

| | | Dressed |
|---|---|---|
| Hens, heavy | .... | 0 32 |
| Do., light | 0 20 | 0 28 |
| Chickens, spring | 0 28 | 0 35 |
| Ducklings | 0 28 | 0 34 |
| Geese | 0 28 | 0 33 |
| Turkeys | .... | 0 58 |

## *Smoked Fish at New Levels*

**Toronto.**

FISH.—All kinds of fish are arriving quite freely, and the demand is brisk. Smoked fish has an upward tendency, ciscoes being quoted at 20 cents a pound. Bloaters are up 25 cents a box.

| FRESH SEA FISH. | | |
|---|---|---|
| Cod Steak, lb. | 0 12 | 0 14 |
| Do., market, lb. | .... | 0 07 |
| Haddock, heads off, lb. | .... | .... |
| Do., heads on, lb. | 0 08 | 0 11 |
| Halibut, chicken | .... | .... |
| Do., medium | .... | .... |
| Fresh Whitefish | .... | .... |
| Fresh Herring | .... | .... |
| Flounders, lb. | .... | .... |
| Oysters, No. 1 can | .... | 3 40 |
| 08 6 | can | No. 3 Do.. |
| Do., No. 5 can | .... | 16 00 |
| Blue Point oysters, 800s | .... | 15 75 |
| Do., 1000s | .... | 14 00 |
| FROZEN FISH | | |
| Salmon, Red Spring | .... | 0 24 |
| Do., Cohoe | 0 20 | 0 22 |
| Do., Qualla | 0 13 | 0 14 |
| Halibut, chicken | 0 18 | 0 19 |
| Do., medium | 0 20 | 0 21 |
| Do., jumbo | 0 19 | 0 20 |
| Whitefish, lb. | .... | 0 12 |
| Herring | 0 05 | 0 09 |
| Mackerel | 0 12 | 0 13 |
| Flounders | 0 10 | 0 11 |
| Trout | 0 17 | 0 18 |
| Pickerel, dressed | 0 14 | 0 15 |
| Smelts | 0 16 | 0 25 |
| Spanish Mackerel | .... | 0 30 |
| Pike, round | .... | 0 10 |
| Do., headless and dressed | 0 10 | 0 11 |
| SMOKED FISH | | |
| Haddies, lb. | .... | 0 13 |
| Fillets, lb. | .... | 0 18 |
| Kippers, box | .... | 2 50 |
| Bloaters, box | .... | 2 50 |
| Ciscoes, lb. | .... | 0 20 |

# WINNIPEG MARKETS

WINNIPEG, Jan. 28—Markets in produce lines are for the most part steady and unchanged. Butter and eggs are firm and few changes are reported in hams and bacon. Lard is slightly easier.

## *Bacon and Hams Show Little Change*

**Winnipeg.**

PROVISIONS.—Few changes are reported in quotations on hams and bacon. There is an active demand.

| | | |
|---|---|---|
| Hams, average, 8-16 lbs. | 0 34 | 0 35½ |
| Do., 16-20 lbs. | 0 30½ | 0 31 |
| Do., 20-25 lbs. | 0 28 | 0 33 |
| Bellies, average, 6-12 lbs. | 0 38½ | 0 49½ |
| Do., 12-14 lbs. | .... | 0 38½ |
| Do., 14-16 lbs. | 0 36 | 0 47 |
| Cottage Rolls | .... | 0 30½ |
| Briskets | .... | 0 24½ |
| Picnics | .... | 0 21 |
| HAMS, ENGLISH CURED. | | |
| Hams, 8-12 lbs. average | 0 35½ | 0 38½ |
| Do., 12-16 lbs. average | 0 35½ | 0 38½ |
| Do., 16-20 lbs. average | 0 31½ | 0 35 |
| Breakfast bacon, 4-6 lbs. average | 0 41 | 0 51½ |
| Do., 8-10 lbs. average | 0 41 | 0 51½ |

## *Butter Prices Steady and Firm*

**Winnipeg.**

BUTTER.—Butter is unchanged. Prices are very firm, with higher tendencies. Supplies are very scant in eggs especially, also dairy butter.

| BUTTER— | | |
|---|---|---|
| Finest Creamery, 1s | .... | 0 69 |
| Do., solids | .... | 0 68 |
| Do., choice | .... | 0 68 |
| Do., solids | .... | 0 67 |
| Dairy, finest, No. 1, prints | .... | 0 62 |
| Do., solids | .... | 0 61 |
| Margarine, 1s | 0 39 | 0 39½ |

## *Fish Steady; In Active Demand*

**Winnipeg.**

FISH.—There are no changes in fish quotations. Prices are very steady. Supplies are good, with a steady demand reported.

## *Egg Quotations Are Steady*

**Winnipeg.**

EGGS.—No changes are reported in quotations on eggs. Prices to the trade are steady.

| EGGS— | | |
|---|---|---|
| Fancy, in cartons, per doz. | .... | 0 71 |
| Candled, per doz. | .... | 0 58 |
| Strictly fresh from farmers | 0 90 | 0 95 |

## *Cheese Prices Are Very Firm*

**Winnipeg.**

CHEESE.—Cheese is very firm. Shipments are very light, with a heavy demand.

| | | |
|---|---|---|
| Large, Ontario | .... | 0 33½ |
| Twins, Ont. | .... | 0 34 |
| Large Manitoba | .... | 0 31 |
| Twins, Manitoba | .... | 0 32 |

## *Lard Easier; A Slight Decline*

**Winnipeg.**

LARD.—The lard market has been very unsteady for the past few weeks and very hard to follow. This week shows a decline of two cents per lb. for all lines.

| | | |
|---|---|---|
| 1 lb. bricks | .... | 0 34½ |
| 3 lb. tins, per case | .... | 19 50 |
| 5 lb. tins, per case | .... | 19 43 |
| 10 lb. tins, per case | .... | 19 35 |
| 20 lb. tins, per case | .... | 25 50 |
| 20 lb. wood pails, each | .... | 6 80 |
| 50 lb. tins, each | .... | 15 88 |
| Tierces | .... | 0 31½ |

DAVIES QUALITY PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED TORONTO

# DAVIES
# Wiltshire Bacon

## Is the Kind of Bacon that Brings Customers Back to Your Store for More

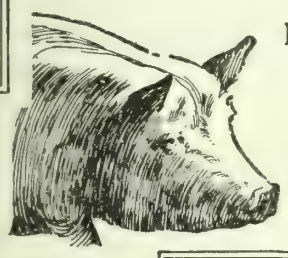
IF YOU could see how carefully each side of Davies Wiltshire Bacon is selected and cured, then smoked just the right length of time over fragrant hardwood fires—which process not only preserves but actually *enhances* its sweet natural flavor—you would easily understand why this bacon is so much appreciated.

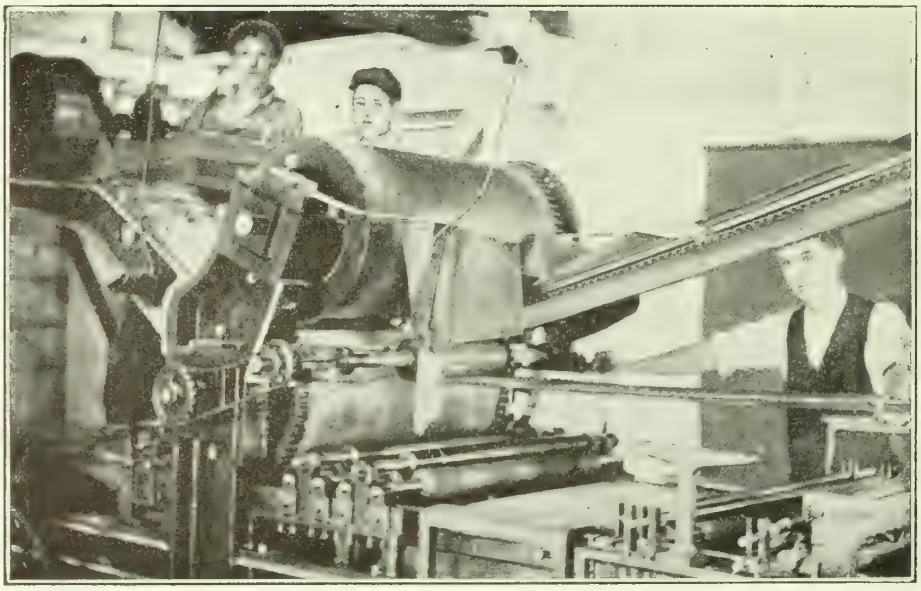
The Canadian housewife who is on the lookout for *good* bacon will be delighted to buy "Davies' Wiltshire," once she realizes how much superior it is to ordinary bacon—and one sale always leads to more.

Feature *Davies Wiltshire Bacon* in your provision department and watch your business grow !

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO

MONTREAL CHICAGO





# Modern machinery processes Brunswick Brand Sea Foods

THE very latest machinery is used in preparing this famous brand of fish foods and in every operation the greatest care and absolute cleanliness are observed.

Brunswick Sea Foods have won the hearts of quality lovers everywhere, because of their unusual excellence, due to this careful preparation and cleanliness in processing the finest, selected, freshly caught fish.

*This is the fifth of a series of advertisements depicting the most up-to-date method employed by Connors Bros., Ltd., in preparing Brunswick Brand Celebrated Fish Foods.*

## Connors Bros., Limited

BLACK'S HARBOR, N.B.

# DOMINION BRAND TOMATO SOUP

*is now being*
*quite extensively advertised*

THE DEMAND FOR THIS EXCELLENT SOUP IS DAILY INCREASING

BE READY TO MEET THE REQUEST OF YOUR CUSTOMERS FOR IT

**Order from your jobber today**

## Dominion Canners Limited

Hamilton, Canada

## Have No Hesitation

in choosing

# 'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR : HALIFAX, N.S.

**SMITH AND PROCTOR**

SOLE PACKERS

Halifax - N.S.

57 57

Heinz Pickles in bottles are especially cultivated cucumbers, cured when fresh from the vines and preserved in fine old Heinz vinegar.

A half century of pickling experience is embodied in every bottle of Heinz Pickles.

**H. J. HEINZ COMPANY**

Pittsburgh Toronto Montrea

57 57

# Purity TABLE SALT

**In sanitary cotton bags and handy free-running packages.**

You cannot recommend a better salt to any housewife than Purity

For table or dairy use there is no better salt—a fact good housewives are quick to appreciate

You'll get a good margin of profit on every sale of Purity

THE WESTERN SALT CO., LIMITED
COURTRIGHT ONT

# RICE

# RICE FLOUR

# RICE MIDDLINGS

**Mount Royal Milling and Mfg. Coy., Limited**

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
*Agents*
MONTREAL

MARIGOLD

MARIGOLD

**"The Greatest Seller of Its Kind in the World"**

MORRIS & COMPANY, Chicago, U. S. A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

Are you selling it?

*Now is your opportunity*

Pancakes, Muffins, Biscuits, Doughnuts, etc., made from XXX Self-Raising Flour are delicious. Tell your customers about the many good things that can be made from Brodie's XXX Self-Raising Flour.

BRODIE & HARVIE, LIMITED, MONTREAL

# KING GEORGE'S NAVY

CHEWING TOBACCO

## brings the customer back again

And it's the "repeats" that count, the steady, every-day "repeats" that **KING GEORGE'S NAVY** will bring you.

Just try out a little display in your tobacco show case. See if results don't prove our statements.

Suggest King George's to every chewer. Satisfaction is certain.

Rock City Tobacco Co., Ltd.

TRADE EXCELSIOR MARK

# CURLING BROOMS

Ours is in a class by itself, made very select for the curlers.

Selected basswood handles.

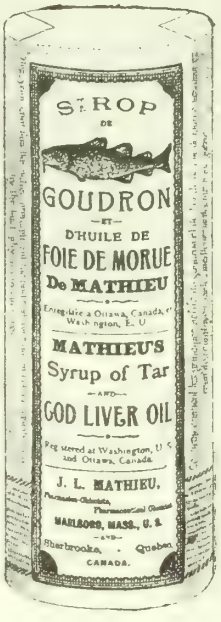
Selected corn.

Closely stitched.

Well balanced.

*Tough, Fine Corn*
*Can Ship from Stock.*

**J. C. SLOANE CO.**
**Owen Sound Canada**




# Always in Demand!

Winter, the time of coughs and colds, is here in earnest. Everywhere there is an ever-growing demand for a reliable cough remedy.

Mathieu's Syrup of Tar and Cod Liver Oil will answer that demand for you, Mr. Grocer, and net you a fine profit in the bargain.

Try a sample order and watch how quickly it sells.

**J. L. Mathieu Co.**
*PROPRIETORS*
SHERBROOKE - QUEBEC

JAPAN TEA
—lends genuine distinction to hospitality. Each cup contains the delicate aroma of the blossoms of Japan and the flavor that comes only from tender leaves, properly cured.
The Japan Tea Growers' Association and the Government of Japan place their guarantee on each pound — a guarantee of absolute purity.
"Tea is a medium of no inconsiderable amount of nutriment."
18
—Enc. Britannica.

*Ads like this in the big Dailies Keep the Grocer's Stock of Japan Tea Moving*

The amount of profit to be secured through handling any particular product is regulated by the strength of the consumer demand.

Systematic consumer advertising, backed up by its own incomparable goodness, has created a demand for Japan Tea, that you will find it profitable to cater to. Other dealers are reaping better profits from this trade. So can you.

## *"Robinson" in the Ice Cream Cone Business Means "Pure"*

IT might be of interest to the trade to know that the cones sold by the Maple Crispette Co., Limited, of Montreal, are made in Hamilton, Ont., in the most wonderful factory in the world. A visit to this factory is a revelation inasmuch as the ice cream cones are turned out on automatic machines, the only real automatic machines for ice cream cones in the world.

Mr. Robinson, who began the manufacturing of cones years ago together with his sons, and his son in law, Mr. Lewison, has build up a wonderful business and it is only through his sterling business integrity and his attention to details has he been enabled to secure the confidence of everyone with whom he comes into business contact. Mr. Robinson, jr., is the factory manager and Mr. Lewison, the inventor of the automatic machines, looks after the mechanical end of the factory.

The capacity of the plant is being increased from week to week, but it is stated, that the entire output for the season 1920 has already been contracted for.

Jobbers who are desirous of obtaining samples and prices should write at once to the Maple Crispette Co., Limited, Montreal, who are still able to supply limited quantities for the coming season. On account of the continuous increase in the price of sugar, flour, packing boxes and other materials the price for cones has been increased on January 2, and undoubtedly they will be forced to further increase their prices should the price of any of these materials further advance.

## A Choice Concord Grape Juice

Marsh's has won lasting popularity because it has the piquant deliciousness of the pure Concord Grape. Are you handling this seller?

**The Marsh Grape Juice Company**

NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces:

**The McLaren Imperial Cheese Company Limited**

Toronto and Montreal

# QUOTATIONS FOR PROPRIETARY ARTICLES

**SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR**

### JAMS

**DOMINION CANNERS, LTD.**
**Hamilton, Ont.**

**"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.**

Screw Vac. Top Glass Jars, 16 oz.

| | |
|---|---|
| Strawberry | $5 15 |
| Currant, Black | 5 05 |
| Pear | 4 40 |
| Peach | 4 40 |
| Plum | 4 20 |
| Apricot | 4 50 |
| Cherry | 4 85 |
| Gooseberry | 4 50 |

### "AYLMER" PURE ORANGE MARMALADE

| | Per doz. |
|---|---|
| **12 oz. Glass, Screw Top, 2** doz. in case | 3 15 |
| **16 oz. Glass, Screw Top, 2** doz. in case | 3 85 |
| **16 oz. Glass, Tall, Vacuum,** 2 doz. in case | 3 85 |
| 2's Tin, 2 doz. per case | 5 95 |
| **4's Tins, 12 pails in crate,** per pail | 0 95 |
| **5's Tin, 8 pails in crate, per** pail | 1 18 |
| **7's Tin or Wood, 6 pails in** crate | 1 64 |
| **30's Tin or Wood, one pail in** crate, per lb. | 0 23 |

### PORK AND BEANS
"DOMINION BRAND"

| | Per doz. |
|---|---|
| Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case | $0 85 |
| 1's Pork and Beans, Flat, Plain, 4 doz. to case | 0 92½ |
| 1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case | 0 95 |
| 1's Pork and Beans, Tall, Plain, 4 doz. to case | 0 95 |
| 1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case | 0 97½ |
| 1½'s (20 oz.), Plain, per doz. | 1 25 |
| Tomato or Chili Sauce | 1 27½ |
| 2's Pork and Beans, Plain, 2 doz. to the case | 1 50 |
| 2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case | 1 52½ |
| 2½'s Tall, Plain, per doz. | 2 00 |
| Tomato or Chili Sauce | 2 35 |

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles

| | Per doz. |
|---|---|
| ½ Pts., Aylmer Quality | $1 90 |
| 12 oz., Aylmer Quality | 2 85 |
| | Per jug |
| Gallon Jugs, Aylmer Quality | $1 62½ |
| | Per doz. |
| Pints, Delhi Epicure | $2 70 |
| ½ Pints, Red Seal | 1 45 |
| Pints, Red Seal | 1 90 |
| Qts., Red Seal | 2 45 |
| Gallons, Red Seal | 6 45 |

BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal, Can.

### CONDENSED MILK

Terms, net, 30 days.

| | |
|---|---|
| Eagle Brand, each 48 cans | $9 80 |
| Reindeer Brand, each 48 cans | 9 35 |
| Silver Cow, each 48 cans | 8 60 |
| Gold Seal, Purity, each 48 cans | 8 45 |
| Mayflower Brand, each 48 cans | 8 45 |
| Challenge Clover Brand, each 48 cans | 7 95 |

### EVAPORATED MILK

| | |
|---|---|
| **St. Charles Brand, Hotel, each** 24 cans | $7 15 |
| **Jersey Brand, Hotel, each 24** cans | 7 15 |
| **Peerless Brand, small, each 24** cans | 3 15 |
| **St. Charles Brand, Tall, each** 48 cans | 7 25 |
| **Jersey Brand, Tall, each 48** cans | 7 25 |
| **Peerless Brand, Tall, each 48** cans | 7 25 |
| **St. Charles Brand, Family,** 48 cans | 6 25 |
| **Jersey Brand, Family, each** 48 cans | 6 25 |
| **Peerless Brand, Family, each** 48 cans | 6 25 |
| **St. Charles Brand, small, each** 48 cans | 3 20 |
| **Jersey Brand, small, each 48** cans | 3 20 |
| **Peerless Brand, small, each, 48** cans | 3 20 |

### CONDENSED COFFEE

| | |
|---|---|
| **Reindeer Brand, large, each** 24 cans | $6 50 |
| **Reindeer Brand, small, each** 48 cans | 6 50 |
| **Cocoa, Reindeer Brand, large,** each 24 cans | 6 25 |
| **Reindeer Brand, small, 48 cans** | 6 50 |

### W. CLARK, LIMITED, MONTREAL

**Compressed Corn Beef—½s, $2.90; 1s, $4.80; 2s, $8.95; 6s, $31.75.**
**Lunch Ham—1s, $6.95; 2s, $13.85.**
**Ready Lunch Beef—1s, $4.80; 2s, $8.95.**
**English Brawn — ½s, $2.85; 1s, $4.35; 2s, $8.80.**
**Boneless Pig's Feet—½s, $2.85; 1s, $4.35; 2s, $8.80.**
**Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.**
**Ready Lunch Beef-Ham Loaf—½s, $2.45; 1s, $4.45.**
**Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.**
**Ready Lunch Asst. Loaves — ½s, $2.50; 1s, $4.50.**
**Geneva Sausage—1s, $4.45; 2s, $8.75**
**Roast Beef—½s, $2.90; 1s, $4.80; 2s, $8.95; 6s, $31.75.**
**Roast Mutton—1s, $6.25; 2s, $11.75; square cans, $42.**
**Boiled Mutton—1s, $6.25; 2s, $11.75; 6s, $42.**
**Jellied Veal—½s, $3.35; 1s, $4.80; 2s, $9.25.**
**Cooked Tripe—1s, $2.95; 2s, $4.95.**
**Stewed Ox Tail—1s, $3.25; 2s, $4.45.**
**Stewed Kidneys—1s, $4.45; 2s, $8.45.**
**Mince Collops—½s, $1.95; 1s, $3.25; 2s, $6.75.**
**Sausage Meat—1s, $3.95; 2s, $7.95.**
**Corn Beef Hash — ½s, $1.90; 1s, $3.20; 2s, $5.80.**
**Beef Steak and Onions—½s, $2.90; 1s, $4.80; 2s, $8.90.**
**Jellied Hocks—2s, $9.35; 6s, $30.**
**Irish Stew—1s, $2.90; 2s, $5.80.**
**Cambridge Sausage—1s, $4.45; 2s, $8.75.**
**Boneless Chicken—½s, $6.95; 1s, $11.45.**
**Boneless Turkey — ½s, $6.95; 1s, $11.45.**
**Ox Tongue—½s, $4.95; 1s, $12.00; 1½s, $18.50; 2s, $28.95; 3½s, $44.00; 6s, $60.00.**
**Lunch Tongue—½s, $4.90; 1s, $10.45.**
**Mince Meat (tins)—1s, $3.45; 2s, $5.45; 5s, $15.95.**
**Mince Meat (bulk)—5s, 23c; 10s, 27c; 25s, 26c; 50s, 26c.**
**Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.05; 1s, $1.65; 2s, $2.35; 3s, $3.50.**

# UPTON'S PURE ORANGE MARMALADE

A DESIRABLE BREAKFAST DISH WHEN SERVED WITH TOAST AND COFFEE
ALSO UNEXCELLED FOR MAKING PIES AND CAKES

This is one of the new series of Upton advertisements that are creating a demand for Upton products. Your co-operation will increase your profits. Upton quality means repeat orders.

**The T. Upton Company**
**Limited**
**Hamilton, Canada**

*Selling Agents:*

S. H. Moore & Company, Toronto, Ont.
Rose & Laflamme, Limited, Montreal, Que.
Gaetz & Co., Halifax, N.S.
Schofield & Beer, St. John, N.B.
P. H. Cowan & Co., St. John's, Nfld.
Scott-Bathgate Co., Ltd., Winnipeg, Man.

# *ESTABLISHED 1874*

D. Hatton Company, Montreal, largest receivers and distributors of all kinds of FISH in Canada.

Mr. Dealer:—

Compare the cost of foodstuffs, such as meats, sugar, molasses, butter, eggs, corn, bread and potatoes

**With the Cost of Fish**

For instance, frozen Herring, Codfish and Herring can be sold from 5c to 6c per lb.

100% *cheaper than any other kinds of food.*

Order your fish for the Lenten trade from the old reliable headquarters.

**D. HATTON CO. MONTREAL**

## CANADIAN GOODS WANTED

A prominent firm of English brokers (London) with important established connections in the United Kingdom and Europe is desirous of opening direct relations with Canadian packers of CANNED GOODS, DRIED FRUITS, Etc.

A representative of the firm will arrive in Canada about end of January to interview interested parties. Will owners of reliable brands desiring active representation please write "Conflict," c/o Canadian Grocer, 143-153 University Ave., Toronto.

## TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES. Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

**P. PASTENE & CO., LIMITED**

340 ST. ANTOINE STREET - - - MONTREAL, QUE.

## OAKEY'S
## "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

**John Oakey & Sons, Ltd.**

*Manufacturers of*

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

**Wellington Mills, London, S.E.1., Eng.**

*Agents:*

F. Manley, 42 Sylvester-Willson Bldg., Winnipeg.

Sankey & Manson, 839 Beatty Street, Vancouver.

## FISH"

We have a full stock of Lake Superior herring in kegs and other pickled fish, also a quantity of frozen Georgian Bay trout, B.C. halibut and qualla salmon.

## LEMON BROS.

**Owen Sound, Ont.**


With Plain Sauce—Ind., 95c; 1s, $1.60; 2s, $2.30; 3s, $3.30.

Chateau Brand Concentrated Soups—Celery, $1.25; Consomme, $1.25; Green Peas, $1.25; Julienne, $1.25; Mutton Broth, $1.25; Ox Tail, $1.25; Pea, $1.25; Scotch Broth, $1.25; Chicken, $1.60; Mock Turtle, $1.25; Tomato, $1.45; Vermicelli Tomato, $1.30; Mulligatawny, $1.30; Soups and Boulli, 6s, $14.45.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s, talls, $2.75; 6s, $8; 12s, $16.

Plain Sauce, Pink Label—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s (talls), $2.75; 6s, $8; 12s, $15.

Chili Sauce (red and gold label)—Ind., 95c; 1s, $1.10; 1½s, $1.45; 2s, $1.90; 3s, $2.75.

Vegetarian Baked Beans and Tomato Sauce—2s, $1.90.

Sliced Smoked Beef—½s, $2.45; 1s, $3.45; 4s, $24.

Canadian Boiled Dinner—1s, $2.45; 2s, $4.95.

Peanut Butter — ¼s, $1.90; ½s, $2.45; 1s, $3.40; in pails, 5s, 31c; 12s, 29c; 24s, 28c; 50s, 28c.

### HARRY HORNE & CO., Toronto, Ont.

| | Per case |
|---|---|
| Cooker Brand Peas (3 doz. in case) | 4 20 |
| Cooker Brand Popping Corn (3 doz. in case) | 4 20 |

### B.C. HOPS

| | |
|---|---|
| Dominion Brand, quarters, per short weight pound | 0 30 |
| Dominion Brand, halves, per short weight pound | 0 29 |
| Maple Leaf Brand, ¼ lb. packages, per full weight pound | 0 40 |
| Maple Leaf Brand, ½ lb. packages, per full weight pound | 0 39 |

### COLMAN'S OR KEEN'S MUSTARD

| | Per doz. tins |
|---|---|
| D.S.F., ¼-lb. | $2 00 |
| D.S.F., ½-lb. | 5 30 |
| D.S.F., 1 lb. | 10 40 |
| F.D., ¼-lb. | .... |

| | Per jar |
|---|---|
| Durham, 1-lb. jar, each | $0 60 |
| Durham, 4-lb. jar, each | 2 25 |

### CANADIAN MILK PRODUCTS, LIMITED, Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case..$12.50
16 oz. tins, 2 dozen per case.. 11.50
10 lb. tins, 6 tins per case .. 25.00
Prices f.o.b. Toronto.

**THE CANADA STARCH CO., LTD.**

Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—

| Boxes | Cents |
|---|---|
| 40 lbs., Canada Laundry | $0 10 |
| 100-lb. kegs, No. 1 white | 0 10½ |
| 200-lb. bbls., No. 1 white | 0 10½ |
| 30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. | 0 12 |
| 40 lbs., Benson's Enamel, (cold water), per case | 3 25 |
| Celluloid, 45 cartons, case | 4.70 |

Culinary Starch.

| | |
|---|---|
| 40 lbs., W. T. Benson & Co.'s Celebrated Prepared | 0 11¾ |
| 40 lbs. Canada Pure or Challenge Corn | 0 10¼ |
| 20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. | 0 16½ |

(20-lb. boxes, ¼c higher, except potato flour.)

### CROWN BRAND CORN SYRUP

| | |
|---|---|
| 2-lb. tins, 2 doz. in case | 5 45 |
| 5-lb. tins, 1 doz. in case | 6 05 |
| 10-lb. tins, ½ doz. in case | 5.75 |
| 20-lb. tins, ¼ doz. in case | 5.70 |

(Prices in Maritime Provinces 10c per case higher.)

| | |
|---|---|
| Barrels, about 700 lbs. | 0 03¼ |
| Half bbls., about 350 lbs. | 0 03½ |

### LILY WHITE CORN SYRUP

| | |
|---|---|
| 2-lb. tins, 2 doz. in case | $5 95 |
| 5-lb. tins, 1 doz. in case | 6 55 |
| 10-lb. tins, ½ doz. in case | 6 25 |
| 20-lb. tins, ¼ doz. in case | 6 20 |

(5, 10, and 20-lb. tins have wire handles.)

### GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz. 1 50

### INFANTS' FOOD

### MAGOR, SON & CO., LTD.

| | Doz. |
|---|---|
| Robinson's Patent Barley— | |
| 1 lb. | $4 00 |
| ½ lb. | 2 00 |
| Robinson's Patent Groats— | |
| 1 lb. | 4 00 |
| ½ lb. | 2 00 |

### NUGGET POLISHES

| | Doz. |
|---|---|
| Polish, Black, Tan, Toney Red and Dark Brown | $1 15 |
| Card Outfits, Black and Tan. | 4 15 |
| Metal Outfits, Black and Tan | 4 35 |
| Creams, Black and Tan | 1 25 |
| White Cleaner | 1 25 |

### IMPERIAL TOBACCO CO. OF CANADA, LIMITED

EMPIRE BRANCH

| | |
|---|---|
| Black Watch, 10s, lb. | $1 20 |
| Bobs, 12s | 1 13 |
| Currency, 12s | 1 13 |
| Stag Bar, 9s, boxes, 6 lbs. | 1 08 |
| Pay Roll, thick bars | 1 30 |
| Pay Roll, plugs, 10s, 6-lb. ¼ caddies | 1 25 |
| Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs. | 1.25 |
| Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes | 1 30 |
| Forest and Stream, tins, 9s, 2-lb. cartons | 1 44 |
| Forest and Stream ¼s, ½s, and 1-lb. tins | 1 50 |
| Master Workman, 2 lbs. | 1 25 |
| Master Workman, 4 lbs. | 1 25 |
| Derby, 9s, 4-lb. boxes | 1 30 |
| Old Virginia, 12s | 1 70 |
| Old Kentucky (bars), 8s, boxes, 5 lbs. | 1 35 |

### JELL-O
Made in Canada

| | |
|---|---|
| Assorted case, contains 4 doz. | $5 40 |
| Lemons, 3 doz. | 4 05 |
| Orange, 3 doz. | 4 05 |
| Raspberry, 3 doz. | 4 05 |
| Strawberry, 3 doz. | 4 05 |
| Chocolate, 3 doz. | 4 05 |
| Cherry, 3 doz. | 4 05 |
| Vanilla, 3 doz. | 4 05 |

Weight, 8 lbs. to case. Freight rate second class.

### JELL-O ICE CREAM POWDERS
Made in Canada.

| | |
|---|---|
| Assorted case, contains 2 doz. | $2 70 |
| Chocolate, 2 doz. | 2 70 |
| Vanilla, 2 doz. | 2 70 |
| Strawberry, 2 doz. | 2 70 |
| Unflavored, 2 doz. | 2 70 |
| Weights, 11 lbs. to case. | Freight rate second class. |

### BLUE

| | |
|---|---|
| Keen's Oxford, per lb. | 0 24 |
| In cases 12-12 lb. boxes to case | 0 25 |

### COCOA AND CHOCOLATE
### THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.

COCOA

| | |
|---|---|
| Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. | $5 80 |
| Perfection, ¼-lb. tins, doz. | 1 60 |
| Perfection, ½-lb. tins, doz. | 3 00 |
| Perfection, 10s size, doz. | 1 15 |
| Perfection, 5-lb. tins, per lb. | 0 42 |
| Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz. | 3 25 |
| Soluble Cocoa Mixture (Sweetened), 5 and 10-lb. tins, per lb. | 0 28 |

(Unsweetened Chocolate)

| | |
|---|---|
| Supreme Chocolate, 12-lb. boxes, per lb. | 0 45 |
| Supreme Chocolate, 10c size, 2 doz. in box, per box | 2 25 |
| Perfection Chocolate, 10c size, 2 doz. in box, per box | 1 90 |

SWEET CHOCOLATE

| | Per lb. |
|---|---|
| Eagle Chocolate, ¼s, 6-lb. boxes | 0 36 |
| Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case | 0 36 |
| Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case | 0 36 |
| Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case | 0 36 |
| Diamond Crown Chocolate, 28 cakes in box | 1 25 |

CHOCOLATE CONFECTIONS

| | |
|---|---|
| Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. | $0 47 |
| Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |

ROYAL ACADIA SUGAR

# Uniformly Good

The goodness of Royal Acadia Sugar never varies.

The quality is ever the same—

*Every Grain*
*Pure Cane*

always. So you are justified in recommending Royal Acadia — it never fails to satisfy.

Sold in 2 and 5 lb. cartons, 10, 20 and 100-lb. bags, half-barrels and barrels.

The
Acadia Sugar Refining Co., Ltd.
HALIFAX, CANADA

Furnivall's FINE FRUIT PURE JAM

The excellent flavor of these delicious jams is due to three things:

1st—The carefully selected, nature-ripened fruit that is used.

2nd—The correct blending with pure cane sugar.

3rd—The skill and care used in preparation.

Good Grocers everywhere find these jams good sellers, and the profits they earn are most attractive. Order your supplies from the agents listed below.

**FURNIVALL-NEW**
**Limited**
**Hamilton - Canada**

AGENTS—**The City of Ottawa, Quebec and the Lower Provinces with the exception of Cape Breton:** Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. **Ontario:** McLaren Imperial Cheese Co., Ltd., Toronto, Ont. **Manitoba:** A. D. Norman, Scott Block, Winnipeg, Man. **Hamilton:** J. T. Price & Co., 35 Mary St., Hamilton, Ont. **Cape Breton, N.S.:** O. N. Mann, Turnbull Bldg., Sydney, N.S. **Saskatoon:** Gilbert Stroyan, Saskatoon, Sask. **Newfoundland:** E. J. Godden, St. John's, Newfoundland.

# —Speed up your Spring sales with

# CHICKEN

(LILY BRAND)

# HADDIES

(REGISTERED)

*Packed 48 ones to case.*

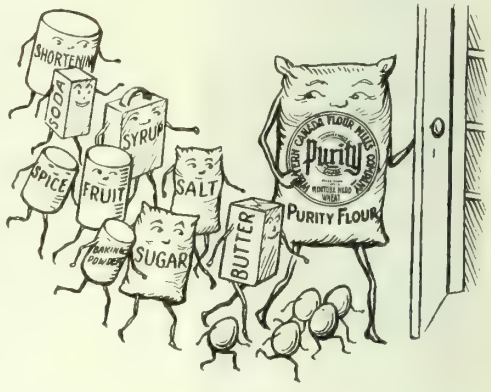
PACKED AT CANSO, N.S. by the Head Office at Montreal

**MARITIME FISH CORPORATION, LIMITED**

*Packers of the celebrated MAPLE LEAF Canned Codfish Flakes*

# Flour Opens The Door

A MULTITUDE of other groceries from your store find entry into the kitchen and the pantry of the customer when you sell Purity Flour—butter, eggs, sugar, shortening, fruits, flavorings, etc., etc.




## PURITY FLOUR

makes permanent friends. It is a carefully milled Western wheat flour of perfect uniformity. Push it—it will help your sales.

**Western Canada Flour Mills Co., Limited**

**Head Office: - Toronto, Ont.**

Branches at: Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal, St. John, N.B., Courtenay, B.C.

# What's your salary Mr. Clerk?

This is not a personal question—rather do we wish to be a source of help and encouragement to you in increasing the bulk of your weekly pay envelope whatever its present size may be.

In your line to-day, as in every other, it's the trained men that are going ahead. Men who study their business and possess ideas and initiative for creating sales, men who know the goods they handle sufficiently well to talk intelligently about them to the customer—such men do not have to ask for a "raise." It comes to them.

Why not put yourself in this class of big salary earners? Make your services worth more to your employer by reading the advertising columns and the specialized editorial information in CANADIAN GROCER every week. Ask your employer to pass it along to you; or better subscribe yourself.

It just costs you $3.00 for 52 issues—less than 6 cents a week—and it will prove a splendid investment in the greater money-making knowledge you will acquire from it.

In any event, plan on reading CANADIAN GROCER regularly. It's the surest road to advancement.

CANADIAN GROCER

Publication Office: 143-153 University Ave., Toronto. Other Offices at Montreal, Winnipeg, Vancouver.

# Even One Half Hour

spent reading your trade paper is time well spent. Then pass it on to your assistant, and let it help him to help you.

Pure St. Vincent Arrowroot. Best of all the starches. Invaluable for invalids and indispensable in the manufacture of Cocoa, Chocolate, Biscuits, etc.

Direct from manufacturer, "Byera" brand.

For price, shipment, etc., apply to

**CLAUDE HADLEY**

**Mt. William Estate, St. Vincent, B.W.I.**

# Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper, because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

# A New Drink

# Champagne de Pomme

Made from the juice of Canadian apples. A most delicious and refreshing drink.

Put up in pints, bottles or splits.

Every grocery store in Canada can sell this delicious beverage.

Packed 2 doz. to the case.

Order from your wholesaler or direct to

## Cie Canadien Importations

**140 St. Catherine St. E., Montreal**



*It's Profitable Because—*

**100% PURE**

**COSGRAVE'S PURE MALT Vinegar**

Better to sell this branded, bottled vinegar than the bulk article. No waste — no loss — no deterioration. Easily handled—makes fine display. Quality guaranteed.

**RETAILS 15c and 25c**

**WELL ADVERTISED**

**Write us or ask your jobber for trade prices.**


| | |
|---|---|
| Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. | 0 43 |
| Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. | 0 43 |
| No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. | 0 43 |
| No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. | 0 43 |
| No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. | 0 43 |
| No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. | 0 43 |
| No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. | 0 40 |
| Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. | 0 60 |
| Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. | 0 60 |

NUT MILK CHOCOLATE, ETC.

| | |
|---|---|
| Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box | 2 35 |
| Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per lb. | 0 47 |
| Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb. | 0 47 |
| Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box | 2 48 |
| Fruit and Nut Milk Chocolate Slabs, per lb. | 0 47 |
| Milk Chocolate Slabs, with Assorted Nuts, per lb. | 0 47 |
| Plain Milk Chocolate Slabs, per lb. | 0 47 |

MISCELLANEOUS

| | |
|---|---|
| Maple Buds, fancy, nearly 1 lb., ¼ doz. in box, per doz. | $6 00 |
| Maple Buds, fancy, ½ lb., 1 doz. in box, per doz. | 3 20 |
| Assorted Chocolate, 1 lb., ½ doz. in box, per doz. | 6 00 |
| Assorted Chocolate, ½ lb., 1 doz. in box, per doz. | 3 20 |
| Chocolate Ginger, full ½ lb., 1 doz. in box, per doz. | 4 35 |
| Crystallized Ginger, full ½ lb., 1 doz. in box, per doz. | 4 35 |
| Active Service Chocolate, ½s, 4-lb box, 24 boxes in case, per box | 2 05 |
| Triumph Chocolate, ¼s, 4-lb. boxes, 35 boxes in case, per box | 2 05 |
| Triumph Chocolate, ½-lb. cakes, 4 lbs., 35 boxes in case, per box | 2 05 |
| Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross | 1 15 |
| 120—1c Milk Chocolate Sticks, 60 boxes in case | 0 80 |

6c LINES

Toronto Prices Per box

| | |
|---|---|
| Filbert Nut Bars, 24 in box, 60 boxes in case | $1 05 |
| Almond Nut Bars, 24 in box, 50 boxes in case | 1 05 |
| Puffed Rice Bars, 24 in box, 50 boxes in case | 1 05 |
| Ginger Bars, 24 in box, 50 boxes in case | 1 05 |
| Fruit Bars, 24 in box, 50 boxes in case | 1 05 |
| Active Service Bars, 24 in box, 50 boxes in case | 1 05 |
| Victory Bar, 24 in box, 60 boxes in case | 1 05 |
| Queen's Dessert Bar, 24 in box, 50 boxes in case | 1 05 |
| Regal Milk Chocolate Bar, 24 in box, 50 boxes in case | 1 05 |
| Royal Milk Cakes, 24 in box, 50 boxes in case | 1 05 |
| Cream Bars, 24 in box, 50 boxes in case | 1 05 |
| Maple Buds, 5c display boxes, 5c pyramid packages, 5c glassine envelopes, 4 doz. in box | 2 10 |

W. K. KELLOGG CEREAL CO.

| | |
|---|---|
| Kellogg's Toasted Corn Flakes, Waxtite | 4 15 |
| Kellogg's Toasted Corn Flakes, Ind. | 2 00 |
| Kellogg's Dominion Corn Flakes | 4 15 |
| Kellogg's Dominion Corn Flakes, Indiv. | 2 00 |
| Kellogg's Shredded Krumbles. | 3 50 |
| Kellogg's Shredded Krumbles, Ind. | 2 00 |
| Kellogg's Krumbled Bran | 1 85 |

BRODIE AND HARVIES

| | |
|---|---|
| XXX Self-Raising Flour, 6 lb. packages, doz. | 5 80 |
| Do., 3 lbs. | 2 95 |
| Superb Self-Raising Flour, 6 lb. | 5 60 |
| Do., 3 lb. | 2 85 |
| Crescent Self-Raising Flour, 6 lb. | 5 70 |
| Do., 3 lb. | 2 90 |
| Perfection rolled oats (50 oz.) | 3 00 |
| Brodie's Self-Raising Pancake Flour, 1½ lb. pack., doz. | 1 50 |

**BLACKWOODS' BAKING POWDER**

| | Per doz. |
|---|---|
| 8-oz. tins, 4 doz. to case | $ 1 50 |
| 12-oz. tins, 4 doz. to case | 2 25 |
| 16-oz. tins, 4 doz. to case | 2 50 |
| Qt. Sealers, 1 doz. to case | 5 00 |
| 3-lb. tins, 1 doz. to case | 6 60 |
| 5-lb. tins, 1 doz. to case | 10 50 |

**CORDIALS**

| | |
|---|---|
| Black Cherry | St. Julien Claret |
| Mondego Port | Grape Vine |
| Hot Todd | Ginger Wine |
| Sloe Gin | Creme de Menthe |

Packed 1 doz. qts. to case.
Per case $4 50
Bulk, per gallon 1 85

**LIQUEURS**

| | |
|---|---|
| H. T. Special | Ginger |
| Creme deMenthe | Black Cherry |
| Hot Todd | Port |
| Grape | Claret |
| Sloe Gin | Trench Rum |

Packed 1 doz. qts. to cs. Per cs. $6 85
Bulk, per gallon 2 85

**CONCENTRATED FRUIT CIDERS**

| | |
|---|---|
| Orange | Cherry |
| Peach | Loganberry |
| Lemon | Strawberry |
| Grape | Raspberry |
| | Blackberry |

Per doz.
Packed 24, 2½-lb. tins to case $7 20
Apple, pkd. 24, 2½-lb. tins to cs. 7 40

**EXTRACTS**

Blackwoods' Government Standard. All flavors. Per doz.—

| 2-oz. | 2½-oz. | 4-oz. | 8-oz. | 16-oz. |
|---|---|---|---|---|
| $1 75 | 2 00 | 3 25 | 5 75 | 11 25 |

Heather Brand. Fifty per cent. over Government Standard. Per doz.—

| 2-oz. | 2½-oz. | 4-oz. | 8-oz. | 16-oz. |
|---|---|---|---|---|
| $2 25 | 2 60 | 4 25 | 7 50 | 14 00 |

**OYSTER COCKTAILS** Per doz
Packed 5-doz. 4-oz. botts. to cs. $9 85

**OLIVES** Per doz

| | |
|---|---|
| Queens, packed 24, 8 oz. to cs. | $2 20 |
| Queens, packed 24, 16 oz. to cs. | 3 85 |
| Pimento Stuffed, 24, 8 oz. to cs. | 3 00 |
| Pimento Stuffed, 24, 16 oz. to cs. | 4 50 |

**BLACKWOODS' DE LUXE PICKLES**

| Ozs. | 10 | 16 | 18 | 20 | Qts. |
|---|---|---|---|---|---|
| Sr. Mix. | 2.25 | 3.15 | 3.35 | 3.75 | 4.65 |
| Chow | 2.35 | 3.25 | 3.40 | 3.85 | 4.90 |
| Onions | 3.45 | .... | .... | .... | .... |
| Gherkins | 3.50 | .... | .... | .... | .... |
| Sw. Mix. | 2.50 | 3.35 | 3.60 | 4.00 | 5.15 |
| Sw. Onions | 3.75 | .... | .... | .... | .... |
| Sw. Gherkin | 3.75 | .... | .... | .... | .... |

F.o.b. jobbing points add the following freight per dozen:—
F.o.b. Winnipeg.
10 oz., 10c; 16 oz., 15c; 18 oz., 20c; 20 oz., 25c; qts., 30c.

**PICKLES IN TINS** Per doz.

| | |
|---|---|
| Sr. Mix, 2½-lb. tins | $3 25 |
| Chow, 2½-lb. tins | 3 40 |
| Sw. Mix, 2½-lb. tins | 3 50 |
| Sr. Gherkin, 2½-lb. tins | 4 25 |
| Sw. Gherkin, 2½-lb. tins | 4 50 |
| Dills, 2½-lb. tins | 2 50 |
| Kraut, 2½-lb. tins | 1 90 |

**PICKLES IN BULK**
Spring Top Gallon Jars

| | |
|---|---|
| Sr. Mix | $1 15 |
| Chow | 1 25 |
| Sw. Mix | 1 40 |
| Dills | 1 10 |

| | 1 gal. | 3 gal. | 5 gal. |
|---|---|---|---|
| Pails | | | |
| Sr. Mix | $1 40 | $3 60 | $4 60 |
| Chow | 1 45 | 3 25 | 4 90 |
| Sw. Mix | 1 70 | 4 25 | 6 50 |

**RELISHES** Per doz.

| | |
|---|---|
| Horse Radish, 10-oz. bottle | $2 40 |
| English Picalilli, 8-oz. | 2 25 |

# Winter Bananas
## Our Specialty

**Absolutely the best fruit you can obtain. Special packing during cold weather. Let us have a standing order for what you require.**

Golden Orange Brand Navels

Florida Grape Fruit—Bright, heavy packing

Western Box Apples—All Best Winter Varieties

Frozen and Smoked Fish

Oysters

Potatoes, Carrots, Beets, Parsnips, Turnips, Cabbage, Onions

***The House of Quality***

## Hugh Walker & Son
Limited

**Guelph** Established 1861 **Ontario**

# "Pet Brand"
# Sunkist Oranges

We are having regular arrivals this celebrated brand of Navel Oranges.

**Stripes Brand Grape Fruit**

**Freshly Packed Barrel Apples**

Consisting of Spys, Baldwins, Starks, etc.—all Ontario apples in first-class condition.

Full Assortment of all the
FRESH VEGETABLES

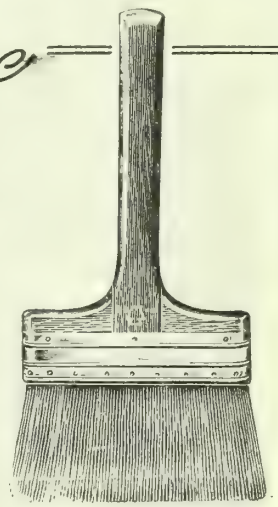
## WHITE & Co., Limited
**Toronto & Hamilton**

# Vinegar
and
# Syrup
# Pumps

## Walter Woods & Co.
**Hamilton and Winnipeg**

*Keystone*

## KALSOMINE BRUSHES



There's a good demand each Spring for Kalsomine and Whitewash Brushes. Are you familiar with the Keystone line?

## Popular Priced Brushes
## Prompt Delivery

We are turning these out very rapidly, because they are machine-made Kalsomine Brushes to sell at popular prices.

We are able to promise prompt delivery on these brushes.

STEVENS-HEPNER CO., LIMITED
**Port Elgin, Ontario**

# What's Wanted

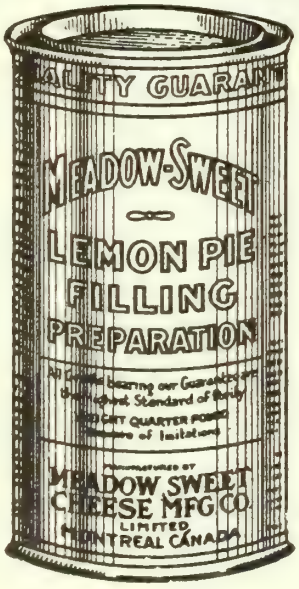
Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 2 cents per word for first insertion; 1 cent per word for subsequent insertions of the same ad. Box Number 5 cents extra.


## Sell it by the Dozen Tins

## "You can if you try"

Many of your customers would be glad to know they could buy it by the dozen or case.

It makes such delicious pies, and so economical!

Just try this idea. It will pay you. If you require large orders, write us for special quotations.

T. M. Sibbald & Son, Toronto — Angevine & McLaughlin, Eastern Provinces — D. M. Doherty, Vancouver

**"Meadow Sweet" Cheese Mfg. Co.**
MONTREAL LIMITED


# INDEX TO ADVERTISERS


A
Abbey Salt Co. ..... 24
Acadia Sugar Refining..... 61
Aron & Co., Inc, J. ..... 3

B
Baker & Co., Ltd., Walter..... 67
Bain & Co., Donald H. ..... 12
Baird Ltd., Alex. ..... 12
Borden Milk Co. ..... 1
Bowron Bros. ..... 19
Braid & Co., Wm.....Back cover
Bradstreets ..... 67
British Columbia Hop Co..... 10
Brodie & Harvie ..... 55

C
Campbell Brokerage Co. ..... 11
Canadian Fish & Cold Storage. 10
Canada Nut Co. ..... 11
Canadian Importations ..... 64
Chamberlain Medicine Co..... 18
Clark Ltd., W. ..... 6
Clayoquot Sound Canning Co... 11
Climax Baler ..... 67
Cockburn Co., F. D. ..... 14
Columbia Macaroni Co. ..... 11
Connors Bros. ..... 52
Cosgraves Pure Malt Vinegar.. 64
Cruickshank & Guild ..... 15

D
Davies Co., Wm. ..... 51
Dodwell & Co. ..... 9
Dominion Canners, Ltd. ..... 53
Dominion Sales Co. ..... 16

E
Eckardt & Co., H. P..... 63
Edgett Ltd., E. ..... 11
Escott Co., Ltd., W. H..... 15
El Roi-Tan ..... 14
Estabrooks, T. H. ..... 23
Eureka Refrigerator Co. ..... 8

F
Fidelity Collection Agency ..... 67
Fowler & Company, Ltd., R. L. 8
Furnivall-New Ltd. ..... 61

G
Gaetz & Co. ..... 16
Gauvreau, Paul F. ..... 16
Grant Co., C. H. ..... 12
Gray & Co., John ..... 17

H
Hadley, Claude ..... 23
Hall Co., Harry ..... 10
Hanson Co., Ltd., J. H..... 16
Hargraves, Ltd. ..... 15
Halton Co., D. ..... 59
Henderson Brokerage, B. M. .. 14
Heinz Co. ..... 54
Howe, McIntyre & Co..... 16
Huntley & Palmers, Ltd.....
Inside front cover

I
Imperial Grain & Milling Co... 10

J
Japan Tea ..... 57
Joyce, S. H. ..... 16

K
Kkovah Co. ..... 17

L
Lambe, W. G. A. ..... 15
Lanka Tea .....Back cover
Lemon Bros. ..... 60
Loggie, Sons & Co..... 15
Lund & Co., Peter ..... 11

M
McDavid & Co. ..... 16
McLay Brokerage Co..... 12
Mackenzie, W. L. ..... 12
Macdonald Regd., W. C. ..... 2
Maclure & Co., A. M..... 12
Maclure & Langley ..... 5, 15
Magor, Son & Co., Ltd. ..... 24
Manley, F. ..... 12
Mann & Co., C. A. ..... 67
Maple Crispette Co. ..... 58
Marsh Grape Juice Co..... 58
Maritime Fish Corp. ..... 62
Marshall, H. D. ..... 15
Mathieu & Co., J. L..... 56
Meadow Sweet Cream Cheese.. 66
Mickle, George T. ..... 67
Moore & Co., R. M..... 67
Morris Co., C. ..... 15
Mount Royal Milling Co..... 54
Morris & Co. ..... 55

N
Nagle Mercantile Agency ..... 67
National Biscuit Co. ..... 9
Nelson, C. T. ..... 11
Norcanners, Ltd. ..... 9

O
Oakeys & Sons, Ltd., John..... 60
Olivier & Co., G. F..... 67
Oval Wood Dish Co.....
Inside back cover

P
Pacific Cartage Co. ..... 14
Parke & Parke Ltd..... 67
Pastene, P. ..... 60
Patrick & Co., W. G..... 7, 15
Pennock & Co., Ltd., H. P..... 13
Perry & Co., H. L..... 13
Pure Gold Mfg. Co.....Front cover

R
Red Rose Tea ..... 23
Regina Cold Storage ..... 14
Rex Chemical Co. ..... 16
Richardson & Green ..... 12
Rock City Tobacco Co..... 56
Rose & Laflamme ..... 16

S
Salada Tea Co. ..... 20
Sarnia Paper Box Co. ..... 67
Scott-Bathgate Co., Ltd. ..... 14
Sherer-Gillett Co., Ltd..... 20
Sheely, W. J. ..... 16
Sibbald & Son, T. M. ..... 15
Silcocks & Drew..... 16
Sloan & Co., John ..... 56
Smith & Proctor ..... 54
So-Clean, Ltd. ..... 67
Solman, C. M. ..... 16
St. Lawrence Flour Mills Co... 4
Stevens-Hepner Co. ..... 65
Store-Helps Mfg. Co. ..... 67

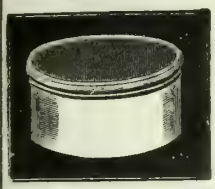
T
Thompson & Co., J. C. ..... 16
Toronto Salt Works ..... 67
Toronto Pottery Works ..... 67
Transoceanic Trading Co. ...34, 35
Trent Mfg. Co. ..... 67

U
Uptons Ltd. ..... 59

V
Vlit Mfg. Co. ..... 18

W
Walker & Son, Hugh ..... 65
Wallace Fisheries, Ltd. ..... 9
Watson & Truesdale ..... 13
Watson Bros. Fishing ..... 8
Western Canada Flour Mills Co., Ltd. ..... 62
Western Salt Co., Ltd. ..... 54
Western Transfer & Storage, Ltd. ..... 14
White & Co. ..... 65
White Cottell's ..... 67
White Swan Spices & Cereals Co. ..... 22
Whittall Can Co., A. R. ..... 22
Williams Storage Co. ..... 13
Wiley, Frank H. ..... 13
Woods & Co., Walter ..... 65

# BUYERS' MARKET GUIDE
## Latest Editorial Market News



**STONEWARE**

Buy Now—Butter Crocks Jugs, Churns, Flower Pots etc. Ask for latest catalogue.

**The Toronto Pottery Co.**
Limited
Dominion Bank Bldg.
TORONTO

---

We are now located in our new and more spacious warehouse at

**60-62 JARVIS ST.**

**TORONTO SALT WORKS**

GEO. J. CLIFF

---

**WHITE-COTTELL'S**
*Best English Malt Vinegar*

**QUALITY VINEGAR**

White, Cottell & Co., Camberwell, London, Eng.

Agent:

W. Y. COLCLOUGH, 592 Kingswood Road
Beach 2170 Toronto

J. E. TURTON, Board of Trade Building, Montreal

OPPENHEIMER BROS., LTD.
Vancouver, B.C.

BAIRD & CO., Merchants, St. Johns

---

Order from your jobber to-day.

**"SOCLEAN"**

the dustless sweeping compound

**SOCLEAN, LIMITED**

Manufacturers TORONTO, Ontario

---

**Shuman Pricing Outfits**

for
Groceterias and Stores which price-mark their goods—we have the right system.

For full particulars write:

Store Helps Manufacturing Company
12 Sheppard Street, Toronto,
and
Calgary, Alberta.

---

**Olivier's Cream Toffee**

*5 cent* bars

**O.K.—Almond—Cocoanut**
The finest made

*Brokers*

Man. & Sask. - Watson & Truesdale
Calgary - Clarke Brokerage
B.C. - Robt. Gillespie & Co., Vancouver

**G. F. OLIVIER (the toffee man)**
MEDICINE HAT

---

**HIGHER PRICES ON SARDINES**

It is intimated that higher prices will prevail on the shipment of Norwegian sardines due to arrive. This will probably be the last importation of Norwegian sardines until the new catch which is in June and July. Stocks are not very large and even higher prices can be expected before the new catch arrives.

---

**CLIMAX PAPER BALERS**

ALL STEEL-FIREPROOF
*"Turns Waste into Profit"*
12 SIZES
*Send for Catalogue*
CLIMAX BALER CO.
Hamilton, Ont.

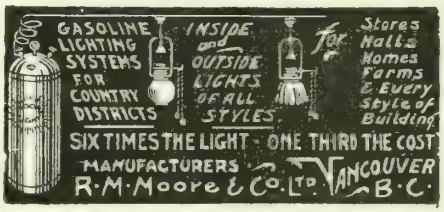
---

**FOR SALE**

Selected eggs, creamery butter, fancy dressed poultry. It will pay you to buy your supplies from

**C. A. MANN & CO.**
LONDON, ONT.
Phone 1577

---


GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES
For Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT - ONE THIRD THE COST
MANUFACTURERS
R·M·Moore & Co. Ltd. VANCOUVER B·C·

---

**The SARNIA PAPER BOX CO., Ltd.**
SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

---

**BEANS**

Handpicked or Screened

*Ask for quotations*

**Geo. T. Mickle, Ridgetown, Ont.**

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

**The TRENT MFG. CO., LTD.**
TRENTON - - ONTARIO

---

**Fidelity Collection Agency Ltd.**

Canadian Bank of Commerce Bldg., Winnipeg

*Collections and Adjustment*

"We collect anything anywhere"

References: Can. Bank of Commerce and Molsons Bank

---

These one-inch spaces only $2.20 per insertion if used each issue in the year.

# Wanted

## Classified Advertising

Advertisement sunder this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

### FOR SALE

FOR SALE—QUICK DISPOSAL, WELL-ESTABlished, up-to-date general store business, post office and telephone, modern conveniences, Saskatchewan point, good class of settlers to draw trade from, to a responsible party with $5,000 cash terms would be given on the balance; the total deal approximates $10,000; or two young men could eliminate salary expenses; present owner in business five years, but owing to sickness this business is for sale; no opposition; country well settled; most of the farmers own cars, and farming conducted extensively; deal direct with owner (no agents). Apply first instance Box 26, Canadian Grocer, 153 University Ave., Toronto.

GOOD COUNTRY GENERAL STORE AND stock at station, store and stock about $8,000. Good building and clean stock. Selling on account of poor health. Apply Box 916, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—GROCERY BUSINESS, STOCK and fixtures, about $2,000; turnover about $14,000. Will rent or sell property. Reasons for selling, other business and short of help. Address Box 393, Canadian Grocer, 143 University Ave., Toronto, Ont.

FOR SALE—FIRST-CLASS GROCERY BUSIness on Wellington Street, Sherbrooke, Que Stock and Fixtures about $12,000. Apply Box 788, Canadian Grocer, 153 University Ave., Toronto, Ont.

GROCERY FOR SALE. LARGE FAMILY trade. Stock all new and clean. Sell or rent building. Woodman & McKee, Coaticook, Que.

FOR SALE—AT A BARGAIN FOR CASH, NEW sixteen-foot Sherer-Gillett grocery counter. Apply Keyes Co., Elmsdale, N.S.

FOR SALE — A GENERAL STORE STOCK about $10,000, on railway line; stock sold separate or with property. Apply to Alex. Shute, Holland Centre, Ontario.

WHOLESALE BUSINESS FOR SALE — AT Lennoxville, Que. In the heart of the Eastern Townships. Plant comprises five buildings grouped at the Junction of three trunk lines of railways—the C.P.R., G.T.R., and Boston and Main. Floor space available, sixteen thousand (16,000) square feet, with grain storage in addition for 30,000 bushels. Private siding with capacity for six cars besides rail access to each building. Ample storage for coal, lime, cement, wood and brick. Grist mill with electric power, unequalled shipping facilities. Old and well established buying and selling connections. All the above offered with complete equipment as in operation at present. References given and particulars of turnover. Apply P.O. Box 614, Sherbrooke, Que.

## Baker's Cocoa and Chocolate

REGISTERED TRADE-MARK

**MAKE AND KEEP GOOD CUSTOMERS**

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

*MADE IN CANADA*

**WALTER BAKER & CO. Limited**
Montreal, Can. Dorchester, Mass.
Established 1780

ESTABLISHED 1849

## BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA:

| | |
|---|---|
| Calgary, Alta. | Vancouver, B.C. |
| Edmonton, Alta. | Hamilton, Ont. |
| Halifax, N.S. | Montreal, Que. |
| London, Ont. | Quebec, Que. |
| Ottawa, Ont. | Toronto, Ont. |
| St. John, N.B. | Winnipeg, Man. |
| Victoria, B.C. | Sydney, N.S. |

St. John's, Nfld.

Reputation gained by long years of vigorous, conscientious and successful work.

C. A. B. Brown General Manager Western Canada
TORONTO

### WANTED

MAN WITH CONSIDERABLE EXPERIENCE, good connection, wants food or confectionery lines west of Winnipeg. Best of references. Box 914, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—TO BUY A USED STENCIL CUTting machine; must be in good condition. Shaw & Ellis, Pocologan, N.B.

### SITUATIONS WANTED

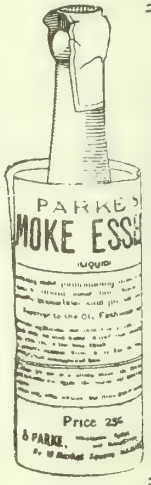
A SUCCESSFUL BUSINESS MAN GIVING up business on account of poor health, would like some good agency or traveling position for a good firm; Saskatchewan and Alberta territory preferred. Box No. 22, Canadian Grocer, 143 University Ave., Toronto.

### FOR SALE

FOR SALE—HAND MIXER OF 400 TO 500 pounds capacity for blending tea. Can easily be fitted up to operate by power. Made by Parnell & Sons, Bristol, England. In first class condition; will sell for $100. Apply Donora Extract Co., 11 Place Royale, Montreal.

### AGENCIES WANTED

TO MANUFACTURERS: LIVE SELLING ORganization in west can handle one more good line to retail and jobbing trade. Write salesman 108 P. Burns Bldg., Calgary.




## Parke's Smoke Essence

will smoke and cure meat better than the old smoke house method. It is easy to use just apply with a brush Keeps the meat tender, because the moisture is retained.

RETAILS 35c AND 75c.

35c size enough for about 100 lbs. is packed in compartment corrugated cases, 36 bottles in each. Price $8.40 per case.

75c size, enough for about 300 lbs., is $6.00 per dozen.

**Parke & Parke Limited**
MACNAB ST. AND MARKET SQ.
Hamilton, Ontario

## COLLECTIONS

If you want your own money—we can get it.
There's no reason why you should not get the money that really belongs to you.
Those bad accounts are a sore spot—but we can help you.
Ours is a reliable agency. We can handle this thing for you in a thorough manner. **Try us.**

**Nagle Mercantile Agency**
Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

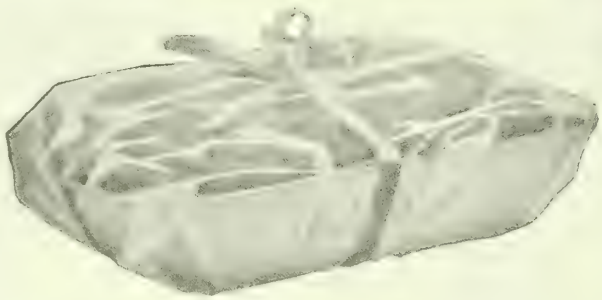
# "Riteshape"

## SAVE AND SERVE

## Canadian Housewives Like the Riteshape

Into the best homes in the Dominion, **Riteshape** brings the delicacies of all food markets.

The predominant retail establishments in Canada use the **Riteshape** exclusively.



**Are you using Riteshapes for your bulk foods?**

*Ask Your Jobber*

VICTORIA PAPER & TWINE CO.

*Distributors*

TORONTO MONTREAL HALIFAX

THE OVAL WOOD DISH CO. — MANUFACTURERS — TUPPER LAKE, N.Y. U.S.A.

You Will Like
Lanka
It is an exquisite blend of the finest tea Ceylon's Hill Gardens produce. Its delicious flavor can't be described — but your first cup will win you
The bright sparkling color proclaims Lanka quality and adds to your enjoyment. The aroma is captivating — as inviting as the bouquet of rare wine
Lanka Tea is British grown to suit British taste. It is imported direct through the Keystone Port of Vancouver, which allows us to offer Lanka at a popular price
duties and freight charges, with a consequent saving of import
Lanka Tea costs but 70 cents a pound — no more than any good tea. It comes in the handsome striking package illustrated in this advertisement, which you will see on your grocer's shelf. Leading dealers have welcomed this opportunity to give their customers the supreme quality of Lanka Tea
Lanka Tea is imported and packed by
WM. BRAID & COMPANY, Vancouver, Canada
LANKA
TEA
LANKA
TEA

# This Ad—and LANKA on Your Shelf

Lanka Tea is powerfully advertised both through compelling statements and striking illustrations and an enormous volume of publicity.

The aggregate circulation of the magazines, newspapers and farm papers in which Lanka advertisements constantly appear is over a million. About five million is the actual number of readers.

Judge for yourself the demand such an overwhelming campaign creates. Cash in on it by having Lanka ready on your shelf.

For when your customers see the handsome Lanka package they will immediately remember what the Lanka advertising has told them about Lanka quality. The result is a trial order. This first pound converts the tryer into a life user, for Lanka embodies supreme quality.

Best of all, this supreme grade of tea is offered at a popular price. 75 cents a pound retail allows all to enjoy the best value the world produces — the super-fine tea from Ceylon called Lanka. Order from your jobber today.

Lanka Tea is imported and packed by
WM. BRAID & COMPANY, Vancouver, Canada
S. H. Moore & Company, Ontario Agents
704 Excelsior Life Bldg., Toronto

# CANADIAN GROCER

Member of the Associated Business Papers---Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE: TORONTO, FEBRUARY 6, 1920 No. 6



# Welch's

## Quality Fruit Jams

*Other Welch Quality pure fruit products*

Fruitlade
*(Grape-Raspberry and other combinations with grape)*

Peachlade Plumlade Cherrilade

*All packed in 15 oz. glass jars.*

WELCH'S Grapelade is the smoothest grape jam you ever tasted—or sold. It contains all the richness and goodness of fresh ripe grapes, without seeds or skins. The acid crystals are removed by the Welch patented process. The addition of pure sugar only enhances its wonderfully delicate flavor of fresh grapes. This superiority in quality is found in every one of the Welch Quality Fruit Jams. Finer fruit, carefully selected, more exacting methods and handsomer packing make this a line of which any retailer may be proud. It is a business-building, profit-making line.

Vigorous advertising, both in national publications and leading city newspapers, now begun, will show its effect on retail sales. If you are not amply stocked, let us urge you to order from your wholesaler at once. All Welch Quality Jams are packed in 15 ounce glass jars and in 4 lb. tins. Grapelade may be had also in 9 ounce tumblers and in 3 sizes of enamel-lined tins.

## *The* Welch Co., Limited, St. Catharines, Ontario



Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation.
Copy of report will be sent on request to anyone interested.

# The Seed to Sow —

## FOR A RICH HARVEST OF PROFITS

EXPERIENCE teaches us—everyone of us—that "we reap what we have sown." Poor seed is expensive—it never brings a real crop.

In the merchandising world, as in the experience of the farmer, it is amply demonstrated that haphazard methods are unfruitful—that intelligent effort, with careful selection of the "seed you sow," is an essential of success.

All merchants have similar soil to work on—your soil is the great consuming public of Canada. No matter where your business is located you have a nice section of this big "field" to cultivate.

What seed will you use?

One dependable type of seed is found in the O-Cedar Products. To "plant" such seed in that rich soil which is the combined purchasing power of your customers, is to have an abundant harvest of sales.

Being "Quality Products," backed by a continuous advertising campaign which keeps their merits fresh in the minds of the people, O-Cedar Polish and O-Cedar Polish Mops require but little effort on the part of the dealer to ensure their "taking root."

It is only necessary for you to introduce them to your customers—in the natural course of events these products will bring forth a harvest of those repeat sales which are such important factors in creating a good profit.

The housewife, after once experiencing the beautifying effects of O-Cedar Polish, will wish to use it regularly to keep her home as it should be kept—she'll come back steadily for more "O-Cedar Polish."

She will also want it repeatedly for her O-Cedar Mop, which becomes soiled by continuous use and so must be washed and re-treated every few months.

When you make an O-Cedar sale to a new user of these products, you plant a seed that is **certain** to result in a harvest of "repeat orders."

**SPECIAL NOTICE**

Due to the ever-advancing cost of materials we have found it necessary to charge the consumer 25c extra for the O-Cedar Mop Handle, which has formerly been given free with the purchase of a Mop.

Beginning February 1st, 1920, all orders for O-Cedar Polish Mops will be subject to an extra charge for Mop Handles, the charge being made of twenty-five cents (25c), less such discounts as those worthy may be entitled to.

# O-Cedar Polish

CHANNELL CHEMICAL CO., LIMITED, TORONTO, CANADA

CANADIAN GROCER, published every Friday. Yearly subscription price, $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

# Success comes quickest with standard goods such as *Borden's*

Three generations of physicians have prescribed them for their absolute fidelity to purity, quality and wholesomeness.

Three generations of mothers have proven their worth and goodness.

And to-day Borden's is one of the strongest and surest sellers in your line.

It is a year-round seller that quality dealers from coast to coast find worth stocking. Are you well supplied?

Any good wholesaler will ship you Borden's, and a trial means that you'll sell it right along.

BEGIN TO-DAY

SIX CANADIAN FACTORIES

**The Borden CO., LIMITED**

**Leaders of Quality**

**MONTREAL** **VANCOUVER**

# You're Next!

The Board of Commerce attacked the Packers, and there was, on the whole, general rejoicing. The Packers were few—those who enjoy bacon many. Doubtless many—in ignorance of the facts—thought the Packers were "gouging."

Then one of the Commissioners criticized the farmers. It was a false step—a skid which he has probably lamented and has endeavored to repair, for it has lost him much popularity.

Now the Board of Commerce is setting prices for the retailer. It has dealt with some grocery lines—with clothing.

THE FINANCIAL POST brings out the dangers of the Board of Commerce's course. Dealing with this price fixing, THE POST'S expert writes:

"For instance, the percentage of profit on bacon and boned ham is set at 20 per cent. The merchant naturally asks on what basis he is to reckon his 20 per cent., and there is nothing in the published report of the ruling to assist him. Does it mean 20 per cent. on the price he actually pays for the goods? That is probably the viewpoint that any court would take of the matter, yet as every sound merchant knows, 20 per cent. on a buying price is just 16 2-3 per cent. of the selling price, and it is only the profit on the selling price that represents the actual profit to the merchant.

"The lowest cost of business for such retail stores is between 18 and 21 per cent., according to the class of business done. Take the cost of doing business at the modest average of 19 per cent. and on bacon selling for 60 cents a pound the retailer on the basis of profit outlined above loses 1 4-5 cents on every pound of bacon sold. If he slices the bacon he is permitted to take 2 cents a pound more; that would seem almost to let him out even.

"There is, however, the large element of waste to be considered here; the ends of the ham or bacon must, of necessity, be a complete loss, which the merchant who slices his bacon has himself to meet. That the two cents per pound margin is pitifully small to cover these items of loss is illustrated by the fact that the New York City fair price list sets the margin for slicing bacon at 5 cents a pound, believing that it requires that amount to cover the element of loss in the process."

If you are a grocer or a clothing merchant you want to follow the actions of this Board—to have the clear light of understanding brought home as THE POST brings it home. If you haven't been touched yet—well, **"You're Next"** and equally you require to be informed.

To this end subscribe for this business man's paper—

**THE FINANCIAL POST**

For its wide information on business—for its news on financial matters, but perhaps most of all for its sane, balanced viewpoint THE POST has value for you.

THE FINANCIAL POST dares to stand out against any popular, but unsound movement or action. Those who appreciate courage and conviction appreciate THE POST whether they always agree with it or not.

Make sure of THE FINANCIAL POST for 1920 now by filling in and returning this coupon.

Subscription price $3.00 per year (52 issues)

## THE FINANCIAL POST

143-153 UNIVERSITY AVE., TORONTO

MONTREAL WINNIPEG

Annual Subscription $3.00.

THE FINANCIAL POST OF CANADA,
143-153 University Ave., Toronto.

Please enter me a regular subscriber, commencing at once. I forward enclose $3.00 to pay for my subscription for the first year.

Name .....

Address .....

Please write plainly

Home of J. Aron & Co., Inc., Santos, Brazil

The above is a view of the business home of J. Aron & Co., Inc., at Santos, Brazil. It is located in the heart of the coffee district of the world's greatest coffee port.

This modern building contains every facility for giving green coffee buyers adequate service. It is an important link in our direct Santos-New York-New Orleans service to green coffee buyers.

There all coffees are carefully roasted and tested—in the cup—before shipments are made to roasters. The care with which these tests are made is one of the many reasons why our shipments are so uniform in quality.

***THIS CONSTITUTES ARON'S SUPERSERVICE***

# J. ARON & COMPANY, Inc.
## NEW YORK

***Canadian Representatives:***

A. T. Cleghorn, Vancouver, B.C.; Nicholson-Rankin, Ltd., Winnipeg, Man.; Alex. F. Tytler, London, Ont.; J. T. Price & Co., Hamilton, Ont.; James Kyd, Ottawa, Ont.; Dastous & Co., Reg., Sherbrooke, Que.; Hughes Trading Co. of Canada, Ltd., Montreal, Que.; Lind Brokerage Co., Ltd., Toronto, Ont.; Henry M. Wylie, Halifax, N.S.; Schofield & Beer, St. John, N.B.

# THE BISCUITS OF
# HUNTLEY & PALMERS, Limited
## READING AND LONDON

are renowned throughout the whole world as being the finest that are made, and unequalled both for quality and for keeping properties.
Amongst their greatest favourites are the following :—

| | |
|---|---|
| **BREAKFAST** | The most perfect type of unsweetened rusk. |
| **DIGESTIVE** | Made from selected meal. Short eating, highly nourishing and easily digested. |
| **DINNER** | Especially suitable for serving with soup or for use with butter or cheese. |
| **GINGER NUTS** | Unique, delicious and unrivalled. As popular now as in the days of our grandfathers. |
| **NURSERY** | An excellent food for children and invalids. For many years they have had a large and increasing consumption both in England and abroad. |
| **OSBORNE** | Often imitated — never equalled. Slightly sweet. |
| **PETIT BEURRE** | Favourites even when our parents were young. |
| **TEA RUSKS** | Very delicate and much appreciated at Afternoon Tea. |

***Representatives :***

**NOVA SCOTIA and PRINCE EDWARD ISLAND**
John Tobin & Co.
Matin Street, Halifax, N.S.

**NEW BRUNSWICK**
Angevine & McLaughlin
P.O. Box 5, St. John, N.B.

**QUEBEC**
Rose & Laflamme, Ltd.
500 St. Paul Street West, Montreal.

**ONTARIO**
The MacLaren Imperial Cheese Co., Ltd.
67 Front Street East, Toronto.

**MANITOBA, SASKATCHEWAN and ALBERTA**
W. Lloyd Lock & Co.
179 Bannatyne Avenue East, Winnipeg

**BRITISH COLUMBIA**
Kelly, Douglas & Co., Ltd.
Water Street, Vancouver, B.C.

**NEWFOUNDLAND and LABRADOR**
P. E. Outerbridge
P.O. Box 1131, St. John's, N.F.

# HUNTLEY & PALMERS, LIMITED
## READING AND LONDON, ENGLAND

# -our sales increased at least forty percent...

***Phelps Dodge Mercantile Company, Bisbee, Arizona***

The Phelps Dodge Mercantile Company of Bisbee, Arizona—aggressive retailers—had a windowful of oranges on display.

One of our employees noticed it and wrote to the firm to learn what the results had been.

"This window," said the reply, "was on the main street, there was much favorable comment in regard to it.

"We are confident that our sales for the week of the display increased at least 40%."

## Every Fruit Retailer's Opportunity

There is an equal or better opportunity for every retailer to increase his sales of oranges and lemons. And it is greatly to his advantage to do so because of the possibilities of profit.

With a margin of 25% figured on the selling price, oranges and lemons will net 5% on sales; and if you buy only what you can sell out each week you can make that 5% net *fifty-two times per year!*

That means nearly 350% *net return on the capital invested.*

What other lines in your store will yield as much.

Think what it would mean if you could make the same percentage on your total capital investment.

## *Learn How We Help—*

Mail coupon for new book "Salesmanship in Fruit Displays," also Display Material Option List which gives you your choice of attractive selling helps for window and counter use.

We will also answer any questions with regard to fruit retailing methods that you may care to ask.

**California Fruit Growers Exchange**

A Non-Profit, Co-operative
Organization of 10,000 Growers
Los Angeles, California

**California Fruit Growers Exchange**

Los Angeles, California

Please send me your book "Salesmanship in Fruit Displays" and "Merchants Display Material Option List," without obligation on my part.

Name .....

Street .....

City ..... Province .....

# CLARK'S
# PREPARED FOODS

*Quality For Your Customer*

*Good Profit For YOU*

## Pork and Beans, Concentrated Soups and Other Good Things

Think for a moment, Mr. Grocer—

CANADIAN capital employing CANADIAN labor in the manufacture of CANADIAN products, mean prosperity not only for Canada but prosperity for *YOU*. Sell your customers CANADIAN goods, keep their money in Canada, thereby reducing the rate of exchange and incidentally the cost of living.

Make your country a SELLER, not a BUYER.

**W. Clark, Limited** Clark's **Montreal**

# ANNOUNCING
# The New HALF-POUND Tin

TO standardize the Klim tins to a more uniform and convenient size, we are discontinuing the 4-oz. or sample tin, and packing a new size tin containing one-half pound.

Grocers will find the new size tin a big seller to new customers who have never used Klim. It is a big-looking package and sells at a price that gives a generous profit. Regular users of Klim will undoubtedly continue to buy the one-pound and ten-pound tins.

The new half-pound tin is being shipped to the wholesale houses. Place your order for a case or two and secure a lot of new Klim business.

*Order from your wholesale grocer.*

## CANADIAN MILK PRODUCTS LIMITED

TORONTO

ST. JOHN MONTREAL WINNIPEG

# From
*the waters of*
# Norway

are now arriving
fresh shipments
of

# King Oscar
**Brand**
# Sardines

Those well-known and much-desired Norwegian Sardines, packed only from selected fish in purest Olive Oil. The supply, however, is very limited.

**Consult your wholesaler.**

**Canadian Agents**

**John W. Bickle & Greening**
**Hamilton Ontario**

# EUREKA

NAME REGISTERED
PATENTS—1886—1900—1910—1914—1917

All grocers must have a reliable Refrigerator, with the lowest possible expense in up-keep.

The Eureka Grocer models embody (all) these vital points along with others of great importance.

There are four Reasons why you should order your Eureka Refrigerator right away:

1. Materials will take another jump in price before summer comes.
2. You **need** your Refrigerator before summer sets in, so to be ready for the first hot days.
3. We have in stock to-day a full line of all grocers' models, ready for immediate shipment.
4. If you delay we may not be able to give you such good service later on.

**Write for information—NOW!**

**Eureka Refrigerator Co., Limited**
**Head Office: OWEN SOUND**
**Branches: Toronto, Hamilton, Montreal**

# NON-PAREIL
**BRAND**

Our prices are the lowest for guaranteed

# ROLLED OATS
## ROLLED WHEAT
## SPLIT PEAS
## STANDARD OATMEAL

*Write for prices of Oat Feed, Shorts and Hominy Feed*

The Parkinson Cereal Co.
THORNBURY, ONT.

*Selling Agents:*

**T. M. Sibbald & Son**
**311 King Street East**
**TORONTO**

# BAGS
**AND COTTON LINERS**

# The Highest Prices Paid

for Jute Sugar Bags and Cotton Liners—in large or small quantities. Just gather them together to-day before you forget—and send to us.

**Scientific Reclamation of Commercial Waste**

# E-PULLAN
**TORONTO**

# DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

**Our agents are:**

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

**Dodwell & Co., Ltd.**

*Importers & Exporters*

VANCOUVER



# The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

## Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

*Your jobber can supply you.*

**NORCANNERS, LIMITED**
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

Canadian Agents:
C. B. Hart Reg. Montreal — A. S. May & Co. Toronto — Donald H. Bain Co. Winnipeg



# Red Arrow Biscuits!

Suppose you knew we had a New Factory at Regina?

We are now able to give splendid deliveries to our prairie customers.

NATIONAL BISCUIT & CONFECTION CO., LTD., VANCOUVER
NATIONAL BISCUIT CO., LIMITED - REGINA

# HOPS

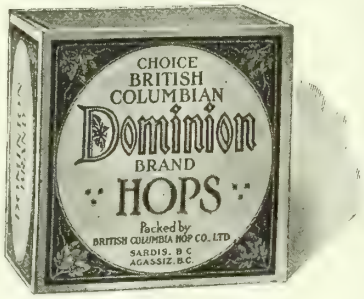
**In Quarter and Half Pound**
**Full and Short Weight Packages**

***BUY DIRECT FROM THE PRODUCER***

**BRITISH COLUMBIA HOP CO., LTD.**

**Ranches located at Sardis, Agassiz, B. C.**

***Head Sales Office:***
**235 Pine Street**
**San Francisco, California.**




**Largest Hop Growers in Canada**

***Write for Prices—Samples***

AGENTS: **For Western Canada**—Donald H. Bain Co., Winnipeg, Man. **Ontario**—Raymond & Raymond, London, Ontario. **Quebec and New Brunswick**—Arthur P. Tippet & Co., Montreal, Quebec. **Newfoundland**—Globe Trading Co., St. John's, Newfoundland. **Nova Scotia**—Chisholm & Co., Ltd., Halifax, N.S.



*You can now make a substantial profit on*

# FLAT FISH SOLES, BRILLS

**Specify "Rupert" Brand to Your Wholesaler**

**SPEED UP YOUR FISH DEPARTMENT**

**It can be made the most profitable one in your store.**

Grocers everywhere are awakening to the value and the quick profits to be derived from handling "Rupert" Brand Fish. There is no waste time, no trouble when you handle "Rupert" Brand Frozen Fish. Caught in the clear, cold waters of the Northern Pacific Ocean, cleaned, headed, ready-to-cook and rapidly frozen in

***The World's Largest and Most Modern Fish Cold Storage Plant***

"Rupert" Brand Frozen Fish, Brills, Soles and Halibut will meet with your customers' quick appreciation.

**Retailers East of Winnipeg**

Procure your supply of "Rupert" Brand Fish from Toronto or Hamilton wholesale Dealers.

**Retailers of Winnipeg and Points West**

If you cannot get "Rupert" Brand Fish from your local wholesaler, please advise us.

**TO THE RETAIL TRADE:**

Should there be any point on the handling or selling of "Rupert" Brand frozen fish, on which you desire information, please write us. We value your co-operation and stand ready to give you all possible support.

**CANADIAN FISH & COLD STORAGE CO., LIMITED**

**PRINCE RUPERT, BRITISH COLUMBIA**



# —THE TRADE MARK—

On SALMON Brands is in 4 different colors.

**White H** — For Extra Fancy Red. For Fancy Red.

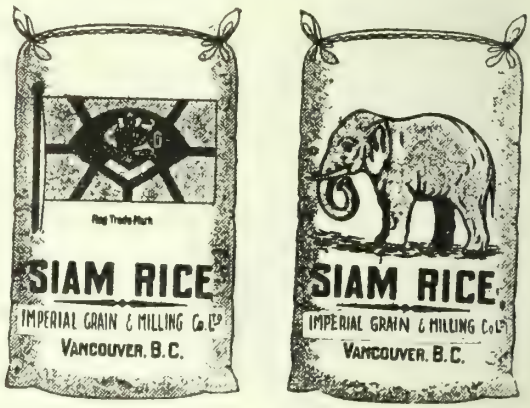
**Blue H** — For Extra Choice Red. For Choice Red.

**Green H** — For Choice Pink.

**Yellow H** — For Standard White.

# Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.




We are offering the best value in Rice on the Canadian market to-day.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

**BRITISH COLUMBIA**

## Squirrel Brand PEANUT BUTTER

**W. H. Edgett Ltd.**
Vancouver
Canada
Importers — Exporters
Car Lot Handlers: Beans, Nuts, Potatoes

**C. T. NELSON**
Grocery Broker and Manufacturers' Agent
105 Hibben-Bone Bldg., Victoria, B.C. In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

**PETER LUND & COMPANY**
Manufacturers' Agents
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
*Interested manufacturers please communicate.*
505 Metropolitan Bldg., Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C

EVERY MORSEL EDIBLE AND DELICIOUS

YOU STAKE YOUR REPUTATION ON EVERY SALE YOU MAKE
THE QUALITY STANDARD WE MAINTAIN ON
**"ALBATROSS" PILCHARDS**
WILL NEVER LET YOU DOWN

Clayoquot Sound Canning Co., Ltd.
VICTORIA
AGENTS:
**Ontario and Quebec:** Alfred Powis & Son, Hamilton, Ontario
**Manitoba & Sask.:** H. P Pennock & Co., Ltd., Winnipeg, Man.
**Alberta & British Columbia:** Mason & Hickey
J. L. Beckwith, Victoria, B. C.

## The Secret of Our Success Laid Bare

**By any good Can-opener**

WALLACE FISHERIES LIMITED
VANCOUVER

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

**THE McLAY BROKERAGE CO.**
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
*Take advantage of our Service*
WINNIPEG MANITOBA

**A. M. Maclure & Co.**
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALIES

**ALEX. BAIRD LTD.**
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

**W. L. Mackenzie & Co., Ltd.**
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

**C. H. GRANT CO.**
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

**F. MANLEY**
Manufacturers' Agent
42 Sylvester-Willson Building
WINNIPEG

When Writing Advertisers Please Mention This Paper

# Donald H. Bain Co.

## WHOLESALE GROCERY COMMISSION AGENTS

### Herewith are Some Facts on Product Marketing

We have a highly-specialized, keen brained staff of untiring sales promoters. We have your interests at heart, every hour of the day the moment you enlist our services. We have an enviable record of results, with satisfied customers to prove it.

Should you have a product that has not been successfully marketed, we are especially trained to market it in the Western field, in a way that it has never before been marketed—with the paramount of success.

**Get in touch with us.**

## Head Office: WINNIPEG

**Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER**

ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY


**FRANK H. WILEY**
Mfrs. Agent and Importer
Groceries and Chemicals
Bakers' and Candy Manufacturers' Supplies
533-537 Henry Ave., Winnipeg

MANITOBA
SASKATCHEWAN

*Wholesale Grocery Commission Brokers*

ALBERTA
WESTERN ONTARIO

## H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

*We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.*

## The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for SERVICE.

**Williams Storage Co.**
WINNIPEG
and
Winnipeg Warehousing Co.

## Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

**Wholesale Grocery Brokers and Manufacturers' Agents**

TRACKAGE
STORAGE
DISTRI-
BUTION

"Always On The Job"

## The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

**WESTERN CANADA**

## SCOTT-BATHGATE CO., LTD.

**Service | Reliability | Integrity**

We have founded our business on these three corner stones—Service, Reliability, Integrity. These are the secret of our success in marketing goods in the West.

If your line does not conflict we can give you the same service.

**Scott-Bathgate Co., Ltd.** Wholesale Grocery Brokers and Manufacturers' Agents **149 Notre Dame Ave. E., Winnipeg**

## F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give yuur line the same attention. Pugsley Dingman & Co., Ltd. John Taylor & Co. and John Bull Mfg. Co.

**ALBERTA**

### PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

*Distribution of Cars a Specialty*

Storage and Forwarding Prompt Service

### B. M. Henderson Brokerage, Ltd.

Kelly Bldg., 104th St., Edmonton, Alta. (Brokers Exclusively)

Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

### Calgary Storage & Cartage Co., Limited

Warehousing and Distributing Our Specialty

Office: 304 11th Ave. East CALGARY ALTA.

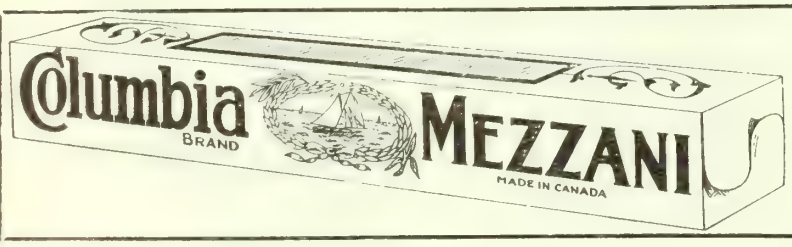
### BAKER & REID

MANUFACTURERS' AGENTS

*If you want Results, try us*

CALGARY - ALBERTA

The Advertisers would like to know where you saw their advertisements—tell them.




## MACARONI

The pure food that builds Muscle and Bone at small expense

*The Meat of The Wheat*

Manufactured by the

**Columbia Macaroni Co., Limited**

LETHBRIDGE, ALTA.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

**T. M. SIBBALD & SON**
*GROCERY BROKERS*
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

**MACLURE & LANGLEY**
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

**J. K. McLauchlan**
Manufacturers' Agent and Grocery Broker
Biscuits, Confectionery, Jams, Cereals, Grocery and Drug Specialties
45 FRONT ST. EAST, TORONTO

**H. D. MARSHALL**
*Wholesale Grocery Broker*
OTTAWA MONTREAL HALIFAX

**W. G. PATRICK & CO.**
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

**W. G. A. LAMBE & CO.**
TORONTO
Established 1885
SUGARS FRUITS

ESTABLISHED 1899

## We Cover the West

SIX BRANCHES with SERVICE that SATISFIES

We have 20 SCIENTIFIC SPECIALTY SALESMEN

Who are anxious to introduce your lines

**W.H. ESCOTT Co. Limited**

WINNIPEG, MAN.
Saskatoon, Sask.
Regina, Sask.

Calgary, Alta.
Ft. William, Ont.
Edmonton, Alta.

Wholesale Grocery Brokers and Importers

*Consignments solicited.* *Write or wire us.*

## OCEAN BLUE

**In Squares and Bags**

EVERY woman takes a pride in having spotlessly white household linen. OCEAN BLUE gives the best results in the easiest way.

Give **all** your customers the opportunity of testing it, and you will soon need to

**Order more from your Wholesaler.**

**HARGREAVES (CANADA) Limited**
The Gray Building, 24 & 26 Wellington St. W., Toronto.

Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton For British Columbia and Yukon: Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

## EL ROI-TAN PERFECT CIGAR

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

QUEBEC

**ROSE & LAFLAMME**
LIMITED
*Commission Merchants*
*Grocers' Specialties*
MONTREAL TORONTO

**PAUL F. GAUVREAU**
WHOLESALE BROKER
Flour, Feeds and Cereals
84 St. Peter Street, - QUEBEC
If you need potatoes wire or write me for prices. Will quote good prices delivered your Station.

**WANTED**
Agencies for food products for the City of Montreal, best references.
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

**BRITISH GUIANA**
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
*Manufacturers' Representatives*
41 Robb Street, Georgetown, Demerara, British Guiana
*Exporters:* Cocoanuts, Coffee, Rice, Cocoa.

**EPPS COCOA**
*From now on*
J. C. Thompson Co. Montreal
F. E. Robson Co. Toronto

Established 1889
**HOWE, McINTYRE Company**
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL - CANADA

**MANUFACTURERS**
Place your merchandise with a modern up-to-the-minute Agency in 1920.
O. M. SOLMON
MANUFACTURERS' AGENT, IMPORTER, EXPORTER, COMMISSION MERCHANT
Is open to represent several new progressive manufacturers in the New Year.
4492 St. Catherine St. W., Montreal

**You Try This**
When you desire any information on matters pertaining to the trade it will be gladly furnished free upon application through the columns of this paper. If you enclose stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

**AGENCIES WANTED**
For Food Products, Confectionery, etc. For the Dominion Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

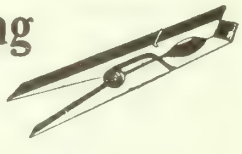
**Manufacturers' Agents**
with an energetic sales force covering all Eastern Canada, selling to wholesalers, want lines of canned goods, jams or any other similar lines on commission basis. Address: Dominion Sales Company, 412 Birks Bldg., Montreal.

**Richardson & Green**
Manufacturers' Agents
Calling upon the Grocery, Hardware and Drug trade. Operating in Winnipeg, Regina, Saskatoon, Calgary and Edmonton.
We work the retail trade.

MARITIME PROVINCES

**GAETZ & CO.**
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

**Dominion Spring Clothes Pins**



An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

**TOMATO PASTE**
MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES.
Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

**P. PASTENE & CO., LIMITED**
340 ST. ANTOINE STREET - - - MONTREAL, QUE.

# YOU WILL BE DELIGHTED

with the high quality as well as proud of the bakings you will invariably obtain, if you use

# REGAL FLOUR

***White and Pure as the Lily***
**THE BEST IN THE WORLD**

Made with the choicest Canadian Wheat in the finest and most modern flour mills, under the direction of expert millers. REGAL FLOUR, always fine, for pastries, cakes, pies, pancakes, etc.

*Use it regularly and you will never experience the disappointment following baking failures.*

Ask your grocer for and insist in getting REGAL FLOUR. Sold in 7-14-24-49 and 98 lbs. bags and in 98 and 196 lbs. barrels.

**ST. LAWRENCE FLOUR MILLS CO., Limited**
**MONTREAL.**

# Regal Flour

THIS IS A REPRODUCTION of one of the advertisements which will appear in all the newspapers of the Province of Quebec in favor of

## REGAL FLOUR

***White and Pure as the Lily***

You can, with full confidence, recommend it to your customers. No other flour will make better cakes and pastry.

A large demand will naturally follow this advertising campaign. So be sure that your stock of Regal Flour is sufficient to meet all demands.

**On sale everywhere in 7, 14, 24, 49 and 98 lbs. bags. Also in 98 and 196 lbs. barrels.**

## St. Lawrence Flour Mills Co., Limited, Montreal

# This merchant finds it easy to make out his income tax report

HE has a checking account at the bank and he uses an up-to-date National Cash Register.

From his bank check book and his bills he gets the cost of running the store, cost of merchandise bought, and a record of payments made.

From his National Cash Register he gets a record of **(1)** cash sales, **(2)** charge sales, **(3)** received on account, **(4)** petty cash paid out, and **(5)** clerks' sales.

These records give him the figures he needs for his income tax. They also give him control over his business every day of the year.

This merchant knows that his register records are complete and accurate, whether they are made when business in his store is quiet or when there is a rush of selling.

Without an up-to-date National Cash Register, these necessary figures would be hard to get, hard to keep, impossible to verify, and expensive to record.

## An up-to-date National Cash Register will give you the records you need to control your business

**The National Cash Register Company of Canada, Limited**

**Factory: Toronto, Ontario**

**Branch Offices:**

| | |
|---|---|
| CALGARY | 714 Second Street, W. |
| EDMONTON | 5 McLeod Bldg. |
| HALIFAX | 63 Granville Street |
| HAMILTON | 14 Main Street, E. |
| LONDON | 350 Dundas Street |
| MONTREAL | 122 St. Catherine Street, W. |
| OTTAWA | 306 Bank Street |
| QUEBEC | 133 St. Paul Street |
| REGINA | 1820 Cornwall Street |
| SASKATOON | 265 Third Avenue, S. |
| ST. JOHN | 50 St. Germain Street |
| TORONTO | 40 Adelaide Street |
| VANCOUVER | 524 Pender Street, W. |
| WINNIPEG | 213 McDermot Avenue |

# Hip-o-Lite

MARSHMALLOW CREME

*(Ready-to-use)*

## *Now Made in Canada by Bowron Bros.*

1 Gal—160 oz. Lacquered can, 4 tins to case. $19.00 doz.

32 oz. Screw Top Jar, 1 doz. to case. $5.50 doz.

16 oz. Mason Jar Screw Top 1 doz. to case. $3.50 doz.

1 Pt. Fibre Carton, 1 doz. to case. $2.60 doz.

Half Pint. Fibre Carton, 4 doz. to case. $1.75 doz.

ALL SIZES QUOTED ARE IMPERIAL MEASURE

An exquisite Marshmallow of spreadable consistency, light, tender and short. It is used for desserts, cake fillings, frostings, sauces and a hundred and one delicious dishes. Always ready for use—no cooking and the contents of these handy containers will not spoil after opening.

**Hip-O-Lite** offers an excellent profit. Take for instance the 16 oz. size jar (the big family size seller), this costs you 30c and sells for 40c.

A national advertising campaign in leading magazines is daily creating a demand for **Hip-O-Lite**—the delicious Marshmallow Cream that is "different."

On drop shipments of 100 lbs. or over we pay the freight. Send for our free booklets on simplified candy-making, dessert recipes, etc. A post card brings any quantity you wish. Order **Hip-O-Lite** from your wholesaler or send his name to us with your order and we will ship direct.

## BOWRON BROS., Limited

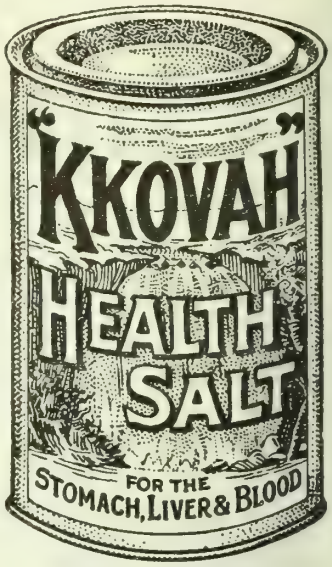
**Hamilton, Canada**

# "KKOVAH" CUSTARD

An exceptionally fast selling line that is a general favorite with housewives everywhere.

# "KKOVAH" HEALTH SALT

A pleasant and effective saline remedy for stomach, liver and blood. A very popular seller that is always in demand.




**The profits on every sale are unusually attractive.**

**Sole Agents for Canada:**

## MACLURE & LANGLEY, LIMITED

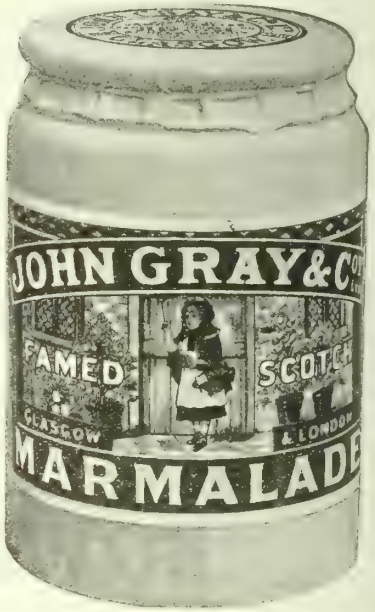
WINNIPEG :: TORONTO :: MONTREAL

# JAMS
# MARMALADES
# PEELS

## John Gray & Co., Ltd., Glasgow

**Established over a Century**

**Cable: Lamberton, Glasgow.**
**Codes: A.B.C. 4th and 5th Edition.**




# CONFECTIONERY
# MARZIPAN
# CHOCOLATE

*Agents:*

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto

DIRECT SHIPPERS

# Field & Co

(FRUIT MERCHANTS) LTD
40-42 KING WILLIAM STREET,
LONDON, E.C.4. ENGLAND.

Cables: "Loudly, London"
Codes (Private): A.B.C. 4th and 5th Editions
Western Union and Bentleys

**There are plenty of fine fish in the sea, but the best of all Sardines are the**

# OBAYO REAL SARDINES

## *The Élite of the Sea*

(Packed in Pure Olive Oil)

STOCK Quality, Mr. Grocer, for successful business. The **Obayo Real Sardines** are of top-grade quality because **only** the finest selected sardines find their way into Obayo tins labelled gold and blue. Thus we are able to guarantee each tin to be of regular first-class quality. Moreover, the fish are packed in pure olive oil. Your enterprise requires big business in all your lines. Be quite certain of this:

## Obayo Real Sardines

will bring

**BIGGER AND BIGGER**
**REDOUBLED AND REDOUBLED**
**SARDINE BUSINESS**

When next you order Sardines,
ORDER

## Obayo Real Sardines

*Direct Importers:*

**FIELD & CO. (F.M.), Ltd.,**
**40-42, King William St., London, E.C. 4**

# This Line is Complete Fills Every Requirement

We mean just that—you need no other line of dyes when you carry

# Sunset Soap Dyes

Twenty-two beautiful, full-toned colors are in the Sunset assortment—more than any other line offers. They cover the full gamut of tone and shade from lightest blue to deepest black.

**Your customer can match almost any color from the Sunset Color Card.**

The selling arguments for Sunset are complete and convincing. They are fast—will not crock, fade or wash out. They dye all fabrics—silk, cotton, linen or wool or any combination at the same time in the same dye bath, with perfect results.

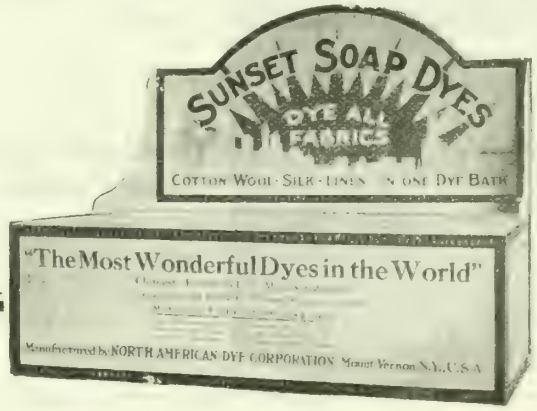
**They do not soil the hands or stain utensils. Every woman will value such a feature.**

**The Sunset Counter Container**
Holds, Attracts and Sells
The Best Dye in the World.

## Harold F. Ritchie & Co., Inc.

NEW YORK - TORONTO

**North American Dye Corporation, Ltd.**
**Toronto, Canada** **Mount Vernon, N.Y.**



## Malcolm Milk Products

MADE-IN-CANADA

# Little Ships

With each sale you make you launch a little ship of good-will on the ocean of public confidence. The question is then, will those ships come home or will they be dashed on the rocks of public disapproval?

Sink or swim—it all depends on the lines you carry.

In selling Malcolm Milk Products you need not worry about good-will for Malcolm products radiate good-will. They have won the hearts of Canadian women through purity, dependability and quality and their conquests are increasing every day.

**Malcolm Condensing Co., Limited**
ST. GEORGE ONTARIO

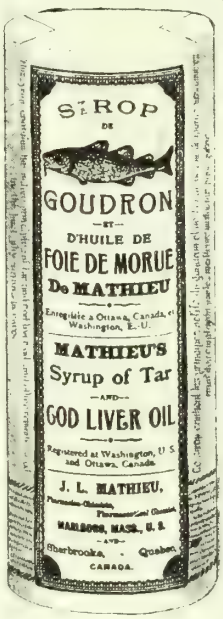
# Marsh's

The Grape Juice that brings her in again for further supplies.

Give Marsh's a trial and see it make good.

**The Marsh Grape Juice Company**
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces:
**The McLaren Imperial Cheese Company Limited**
Toronto and Montreal




# For Winter's Coughs and Colds

You cannot recommend a more reliable and well-known cough remedy than Mathieu's Syrup of Tar and Cod Liver Oil.

There is a handsome little profit waiting for you, Mr. Grocer, so why not stock up now and cash in on a big demand.

**J. L. Mathieu Co.**
*PROPRIETORS*
SHERBROOKE - QUEBEC

# Pride of Canada Maple Syrup and Sugar

## *Will Stand The Government Test*

Mr. Grocer :

You take no chances on stocking **Pride of Canada Products.** We give you a guarantee that our **Goods are absolutely Pure.** No Government Inspector can **confiscate Pride of Canada goods.** You have read in the newspapers lately that the Government had confiscated **Maple products in Ottawa.** This meant a big loss financially to the parties who had the goods in stock. You can buy all the Pride of Canada Maple products you require and feel sure that you will receive absolutely pure maple syrup and maple sugar.

***Will Always Stand the Test.***

**REPRESENTATIVES:** W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver B.C.; S. H. P. Mackenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S.

**Maple Tree Producers Association, Limited**

**Offices: 58 Wellington St. W., Montreal, Canada**

# Demand Versus Acceptance

*Editorial in "Printers' Ink" Dec. 18, 1919*

A prominent retail merchant walked into the office of "Printers' Ink" the other day and asked us to advise advertisers to go easy on the you'll-have-calls-for-my-goods argument. According to this man, this plea does more harm than good.

He says that too often it is the concern that advertises only in flashes for the sole purpose of impressing the retailer, that is the loudest in talking about calls. The buyer discounts these promises, because he knows from experience that the few calls that such advertising may produce can be safely ignored.

When an article is well advertised, it may be taken for granted that the retailer will receive calls for it. But to emphasize this too much is dangerous. There is nothing easier than for the buyer to declare that he is not receiving calls. That is always his pet objection, and an overmastering one it is. Most salesmen give way before it.

As a matter of fact, the call argument is fallacious, both from the standpoint of the man who uses it to make a sale and also from the standpoint of the prospect who tries to get out of buying by saying he never had a call. Demand is not always expressed vocally. Advertising accumulates a host of desires in most persons that they do not express until a favorable occasion for the purchase of the desired article arises.

The chances are they may never ask for the product at all. Some time when they see it displayed, they will buy it merely by saying, "I will take one of those." Every experienced advertiser knows that advertising is vastly more potent in creating consumer acceptance of a product than it is in bringing oral demand for that product.

Recently one of Hart, Schaffner and Marx's largest dealers told us that it is seldom a man comes into his store and asks for this brand of clothes. This retailer is widely known as a Hart, Schaffner and Marx distributor. Customers who come in take it for granted that they will be given these clothes. They do not call for the brand; they accept it. Nine times out of ten that is the way advertising works.

It is a mistake to pin too much faith on the "call" theory. It is rarely a reliable guide. We heard a druggist not long ago say that he had greatly increased his sales since he stopped waiting for "calls" and began to handle everything that he thought his trade should buy. One illustration that he gave is graphic. He declared that he always carried dental floss, but did not display it because "there were so few calls for it." In an entire year he sold only a gross of floss. However, a salesman one day induced him to group all his dental goods in an imposing display. The sale of all this merchandise immediately increased. Almost everyone who came in picked something off the counter. The increase in the floss sales was particularly noticeable. Picking up a package his customers would say, "My dentist told me to use this. I did not know that you handled it." He now sells twenty-four gross of dental floss in a year. In this one case waiting for calls was euchring this druggist out of about 96 per cent. of his possible floss business.

# On They Come!

**Increase after increase in the sales of "SALADA" spells satisfaction to consumer and retailer alike. With sales for Toronto Branch well over the hundred-thousand-pounds mark for the week ending January 24th, another decided advance over the corresponding week of last year was registered.**

THIS IS THE TRIUMPH OF STERLING GOOD VALUE AND IMPARTIALLY FAIR TRADING

SAME PRICES TO ALL

GUARANTEED SALE OR YOUR MONEY BACK

## "SALADA" TEA COMPANY
OF CANADA



# What's your salary Mr. Clerk?

This is not a personal question—rather do we wish to be a source of help and encouragement to you in increasing the bulk of your weekly pay envelope whatever its present size may be.

In your line to-day, as in every other, it's the trained men that are going ahead. Men who study their business and possess ideas and initiative for creating sales, men who know the goods they handle sufficiently well to talk intelligently about them to the customer—such men do not have to ask for a "raise." It comes to them.

Why not put yourself in this class of big salary earners? Make your services worth more to your employer by reading the advertising columns and the specialized editorial information in CANADIAN GROCER every week. Ask your employer to pass it along to you; or better subscribe yourself.

It just costs you $3.00 for 52 issues—less than 6 cents a week—and it will prove a splendid investment in the greater money-making knowledge you will acquire from it.

In any event, plan on reading CANADIAN GROCER regularly. It's the surest road to advancement.

CANADIAN GROCER

Publication Office: 143-153 University Ave., Toronto. Other Offices at Montreal, Winnipeg, Vancouver.

# Pancake Tuesday

*Announcement by*

## *The Teco Chap*

I come before you, members of the grocer trade, to tell you why this year is bound to be a particularly big year for you and for me.

But before doing so, I want to thank you for your splendid co-operation in bringing Teco flour so successfully to the attention of your customers.

I have reason to believe, gentlemen, that Teco pancake flour will have a record sale this year and I propose to point out the reason for this confidence—firstly, secondly and thirdly in the good old-fashioned way.

**Firstly.**—There is a vast difference in pancake flours. True, they are nearly all made from much the same grains, but Teco pancake flour has one unique ingredient of its own, quite aside from the high quality of the cereals selected. That unusual element is **Buttermilk**—powdered, malted buttermilk.
**No wonder Tecos have such a tempting savory different taste.**

**Secondly.**—I am telling your customers through the leading daily newspapers just how "scrumptiously" good Teco pancakes are. I am inaugurating a Pancake Tuesday Campaign. Your customers will think there should be seven Tuesdays in each week —every day pancake day. I'm sharpening the pancake appetites of this good old Canada of ours, and just as sure as my name is Teco Chap, I'll make two pancakes disappear where only one has gone before. There is "nothing else to it," gentlemen, this will be a whopping big pancake season just as sure as butter melts on hot cakes.

In closing this little speech of mine, I want to answer, for your benefit, a question that has often been asked of me—how to account for the quick and universal success of Teco. In one sense the "Buttermilk does it," because it's the powdered, malted buttermilk that gives Teco pancakes their wonderful lightness and savory flavor. But in another sense it's you grocers who have made "Teco" so successful. For you have been swift to recognize its real superiority and to recommend it to your very best customers.

I want you to know that I appreciate your help, gentlemen, and I will always do all in my power to reciprocate.

Gentlemen, I thank you.

THE TECO CHAP.

**Two kinds of Flour White Wheat and Buckwheat, different in taste, but twins in quality.**

*The Buttermilk Does it*

**It's in the Flour**

*Your jobber has Teco Pancake Flour in Stock—Order a case to-day and be ready for the demand for Shrove Tuesday—Pancake Tuesday*

**TECO PANCAKE FLOUR is made in our own mill at BELLEVILLE, CANADA.**

## TECO COMPANY, Limited

*DISTRIBUTORS AND JOBBERS*

H. D. MARSHALL, Ottawa, Montreal, Quebec. W. G. PATRICK CO., Ltd., Toronto and Western Ontario. KENT BROKERAGE CO., Winnipeg.

# Uniform fine Quality and extensive advertising have made Red Rose Tea as staple as our currency

# No dead stock--Always worth the full retail price

# A Good Position for the Right Man

## A $5,000 a Year Man

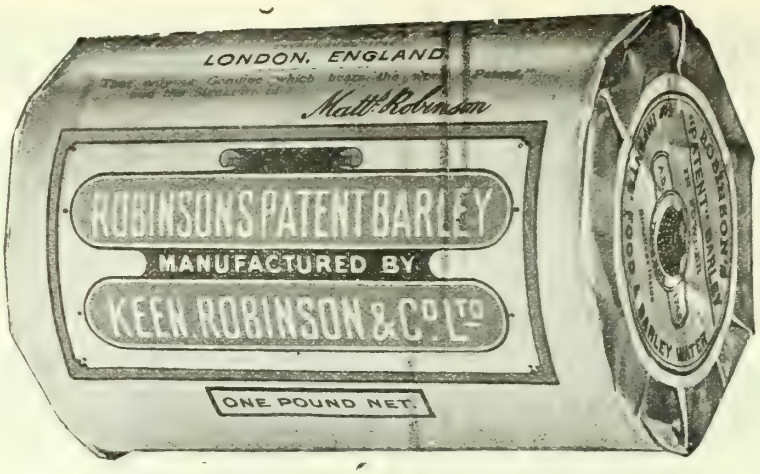
One with a thorough knowledge of the grocery trade, who has made a success in the grocery business and who is willing to start in a new line, with all the hard work this would entail—because it would lead to a bigger future. While an inexperienced salesman of advertising might probably not reach the $5,000 amount the first year, yet the possibilities permit of this in a few years' time. An appetite for selling, resourcefulness, some knowledge of advertising and a thorough acquaintance with the grocery business are qualifications that will help more quickly to attain the above-mentioned figure or more. Apply first by mail to

## CANADIAN GROCER

**143-153 University Ave.** **Toronto**

Yes, **British Made**

"It's the best Food for




For **Canadian Trade**

Infants and Invalids"

**Stock the best, "it pays" and means repeat business**

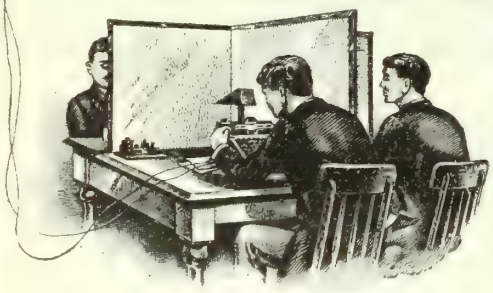
# Robinson's Patent Barley

**has stood the test for One Hundred Years. Are you selling as much as you should?**

**MAGOR, SON & CO., LIMITED**

191 St. Paul Street, W., MONTREAL 30 Church Street, TORONTO

## NICHOLSON - RANKIN LTD.



WHOLESALE GROCERY BROKERS

IMPORTERS EXPORTERS

"IN TOUCH WITH THE WORLD'S MARKETS"
ALL QUOTATIONS SUBJECT TO CONFIRMATION
TELEPHONE MAIN 6501

OFFICES-707-708 CONFEDERATION LIFE BLDG.
WINNIPEG, CANADA.

CODES
A.B.C. 4TH & 5TH EDITION
ARMSBY'S LATEST
PRIVATE CODES

**If you make good in the selection of your brokers, your brokers will make good for you**

WE DO NOT BUY OR SELL
MERCHANDISE
FOR OUR OWN ACCOUNT

# NICHOLSON-RANKIN LIMITED

WINNIPEG **THE SERVICE BROKERS** CANADA

CANADIAN GROCER

Vol. XXXIV. TORONTO, FEBRUARY 6, 1920 No. 6

# Commerce Board Will Investigate Hamilton Grocers' Organization

## Hon. W. E. Raney, Attorney-General, States That the Complaint Reaching His Office is One Against Wholesalers and Not Particularly Against the Retailers —Hearing Will Take Place on February 16

**"The complaint that has come to this office is one against wholesalers and not against retailers," Hon. W. E. Raney, Attorney-General for Ontario, told a representative of CANADIAN GROCER, when the latter called on him in his office at the Parliament Buildings this week. "The report that has come to me," he continued, "has been that six wholesalers in the city of Hamilton have combined to hold all the trade for themselves. The claims is that two other wholesalers who are endeavoring to do business are being boycotted, and this combination of six wholesalers are endeavoring to force the retailers of the city to do business with them, to the exclusion of the other two. Such is the complaint that has come to me, and which I have instructed A. W. Roebuck, acting for the Department, to take before the Board of Commerce for investigation. The petition, I understand, has been presented to the Board, and will be heard in Hamilton on the sixteenth of the month."**

**"Are the retailers of Hamilton implicated?" CANADIAN GROCER asked. The GROCER representative pointed out that according to the public press statements that had been made, emanating from the Attorney-General's department, it was the new organization of the Hamilton grocers that was chiefly concerned.**

**"As I have already said, the report that I received was against six wholesalers, and not against retailers," the Attorney-General reiterated. "However, the complaint may go beyond wholesalers, and retailers may be involved, but, primarily, the protest was against wholesalers."**

**Interviewing Arthur W. Roebuck in regard to the statement of Attorney-General Raney, that the complaint was against the wholesalers, CANADIAN GROCER was informed that while the report chiefly concerned the wholesalers of Hamilton, on account of the story in the daily papers that the new Retail Grocers' organization would meet once a week to fix prices, it was felt that in including retailers in the petition, this charge of price-fixing against the organization could also be looked into at the same time. The charge against the retailers, he said, was really secondary to that of the wholesalers.**

### THE PETITION

Arthur W. Roebuck, attaching an affidavit of Charles Alfred Fitch, sets forth that he is informed that such a combine exists, and names the following wholesale merchants as members of the combine: Balfour, Smye & Co.; Bristol, Somerville & Co.; W. H. Gillard & Co.; MacPherson, Glassco & Co.; James Turner & Co., Ltd.; Lumsden Bros.

He also names the following manufacturers: W. C. McDonald, Reg., of Montreal, Que.; St. Lawrence Starch Co., Ltd., of Port Credit, Ont.; Surprise Soap Co., Ltd., of Toronto, Ont.; the Shredded Wheat Co., Ltd., of Niagara Falls, Ont.; Battle Creek Toasted Corn Flake Co., of London, Ont.; W. K. Kellogg Cereal Co., Toronto, Ont.; Borden Milk Co. of Montreal, Que.; Canada Starch Co., Ltd., of Montreal, Que.; Proctor & Gamble of Canada, Ltd., of Hamilton, Ont.; the Quaker Oats Co., Ltd., of Peterborough, Ont.; C. H. Catelli Co. of Montreal, Que.; E. W. Gillett Co., Ltd., of Toronto, Ont.

The list of merchants includes: William S. Hunter, F. W. Pankhurst, Frank Smith, A. B. Gillies, G. L. Salton, S. T. Baillie, Mr. Wilcox, Mr., Adams, Mr. Digman, Mr. Saul, F. W. Dobson, J. Hutchinson, C. E. Horning, F. W. Robinson, R. J. Thomas, and F. W. Seeley.

"All of whom are merchants of the city of Hamilton and said to be members of the Executive of a price-fixing association in the city of Hamilton, and such price-fixing association and others at present unknown," says the petition.

### The Secret Rebate Question

These Hamilton wholesale grocers maintain that there are certain ethics in business that should be strictly adhered to. For instance, they are against the giving of secret rebates on articles sold to retailers with an established wholesale price. They claim that manufacturers should not sell to wholesalers who cut these established prices by giving secret rebates, or allowing their travellers to do so. The Secret Commissions Act was passed several years ago to make this a criminal offence. Of course, this brings up the whole question of the right of a manufacturer to establish a price on his goods from wholesaler to retailer. Chief Justice Falconbridge, in his judgment in the memorable Guild case ten years ago, upheld the right of the manufacturer in such a case.

### THE REASON FOR THE ORGANIZATION

**Hamilton, Ont.—Feb. 4 (Special) —The organization of the Hamilton retail grocers was prompted by the action of certain business men in that city, who believed that they were being unfairly discriminated against. A certain department store in Hamilton was selling a washing powder at ten cents a package, that the average retailer could not buy from the manufacturer under 11 1-9 cents. Approaching the manufacturer in regard to the matter, Hamilton grocers protested strongly against this condition. The manufacturer in turn took it up with the department store, the management of which refused to stop selling at a cut price. This store was then told that they would not be sold any further orders. But before any ban could be enforced, the department store had bought some 24,000 packages wherever they could be secured from the various wholesale houses, and continued to sell it at ten cents a package. It was this alleged unfair method of trading that roused the indignation of the Hamilton grocers, and resulted in the formation of the organization that is now about to be investigated.**

It is quite likely that this will be an important point dealt with in the present investigation.

### Welcomes Investigation

In speaking of the investigation that is to take place, H. C. Beckett, of W. H. Gillard & Co., Hamilton wholesale grocers, welcomes such an investigation, and believes that it will result in a complete understanding of the situation.

"The consumer is entitled to the fullest information regarding all matters concerning the inland trade of Canada," he said. "It is the duty of those vested with authority to insist upon investigation, not only of the grocery trade, but of other lines of trade in Canada. While consumers have, undoubtedly, cause for complaint, they are apt to put the blame on the shoulders of the wrong people. Investigation will result in commendation of some and condemnation of others. This is as it should be and must be if we are to get at the root of the trouble. As all classes of trade, therefore, need investigation, I sincerely trust that the wholesale grocers, of not only Ontario, but of the whole of Canada, will be investigated first. Then follow the same process with all other lines of trade, after which adopt a standard of sound business ethics. We will then have a much happier state of affairs in Canada."

### Can Convince the Board

W. J. Hobson, of Peebles-Hobson, retail grocers, Hamilton, and one who has been instrumental in bringing about the formation of the new Grocers' Organization, in commenting on the report of the Attorney-General, that an investigation is to take place, believed that the grocers could convince the Board of Commerce that their action was not only legal, but in the interest of business ethics and of the consumer. "The investigation will clear the air," he said, "and bring matters to a proper understanding."

# Winter Wheat Flour Prices Advanced

## Canadian Wheat Board Authorizes Increase in Quotations of British Columbia, Ontario and Quebec Wheat to Mills in Canada 25 Cents Per Bushel— Flour is $1.15 Per Barrel Higher

WINNIPEG, Feb. 1.—Effective from midnight on Saturday last and until further notice, the Canadian Wheat Board has ordered changes in the price of wheat and flour.

The price of British Columbia, Ontario and Quebec wheat to mills in Canada is now raised by 25 cents per bushel, and the Board also increases the maximum wholesale price of Government standard winter wheat flour from $10.10 per barrel to $11.25 per barrel, basis of f.o.b. cars Montreal.

### The New Prices

The new regulation, No. 85, says the following prices now obtain:

$2.80 per bushel, including 5 cents a bushel carrying charges, basis No. 1 Manitoba Northern and No. 1 Alberta red winter in store public terminal elevators, Fort William or Port Arthur.

$2.70 per bushel, including 5 cents per bushel carrying charges, basis No. 1 Durum in store public terminal elevators, Fort William or Port Arthur.

$2.58 per bushel, including 5 cents per bushel carrying charges, basis No. 1 spring, No. 1 white winter and No. 1 red winter wheat in store Montreal.

$2.56 per bushel, including 5 cents per bushel carrying charges, basis No. 1 mixed Ontario and Quebec wheat in store Montreal.

$2.49 per bushel, including 5 cents per bushel carrying charges, basis No. 1 commercial grade wheat in store Montreal.

$2.50 1-2 per bushel, including 5 cents per bushel carrying charges, basis No. 1 British Columbia wheat in store Canadian Government elevator, Vancouver.

The spreads for lower grades than those above shall be the same as the spreads in the orders of the Board relating to cash payments to be paid to the producer.

The maximum wholesale prices ordered in regulation No. 69 are as follows:

**DEMAND FOR FLOUR IS VERY INACTIVE.**

**Milling companies at the present time report operations rather quiet, and the fact that there are no orders coming through from the Wheat Board, coupled with their non-acceptance of flour already ordered, renders the milling situation rather dull. The domestic demand is not heavy, as stocks in distributors' hands are said to be fairly heavy, and with the increase in price business in flour is likely to fall to a minimum. This means that mills, even those with considerable stocks of grains on hand, are working at the most limited capacity, and there is a strong probability that, unless there is an immediate improvement there will be a general shut-down in the industry. Many mills are already closing, as the situation, as it exists, does not warrant the development of surpluses.**

**No advance in the price of bread has as yet been announced, and according to Mark Bredin of the Canada Bread Company, Toronto, it is not likely to take place, for the present at least. The order only affects winter wheat flour, and this is not used in the making bread, but is chiefly used for cakes and pastry. Other bakers, however, seem to think that an increase in bread prices is inevitable, as the current quotation of 12 cents a loaf is not as high as the price of flour would warrant.**

1.—That the standard of flour manufactured in Canada for sale in Canada be the standard set by the Canadian Wheat Board and designated as:

(a) Government standard spring wheat flour.

(b) Government standard winter wheat flour.

2.—That maximum wholesale prices of flour from midnight January 31, 1920, inclusive, until further notice shall be:

(A) Government standard spring wheat flour, $13.15 per barrel, basis 98 pounds net, jute bags.

(B) Government standard winter wheat flour, $11.25 per barrel, basis 98 pounds net, jute bags.

These prices are basis f.o.b. cars Montreal.

3.—That effective from midnight, January 31, 1920, inclusive, the above maximum wholesale prices have legal authority and any sales or purchases made in excess of them will be regarded and treated as violations of the regulations of the Canadian Wheat Board.

# Corn Syrups Show Sharp Advance

## Increases in Quotations This Week Range From 25 to 60 Cents, According to the Size of Tins—Consumption Increasing

CONSUMPTION of corn syrup has greatly increased, probably due to the higher prices of sugar. Housekeepers are commencing to realize that corn syrup can be used in place of sugar for a great many purposes. For preserving fruit and baking, it is equally as good as sugar, and far more economical.

In the issue of CANADIAN GROCER of two weeks ago, also in last week's issue, it was pointed out that corn syrups were due to reach higher prices. That advance is announced this week. Quotations are: 25 cents to 60 cents a case higher, according to the kind and size of the cans. A new prepaid freight rate is also announced by the manufacturers. Whereas previously freight was prepaid to all points in Canada, the new rate limiting shipments to 250 pounds or less, and covering that area on the map bounded on the west and north by Sault Ste. Marie, east to Quebec, and south to Windsor. This new prepaid freight rate will mean that shipments to points further than these points in the Provinces of Ontario and Quebec will have to pay more for their corn syrup.

# What Gives Pulling Power to Window?

## Several Retailers Have Their Own Ideas as to the System That Develops Sales By Window Display—Some Interesting Experiences of Various Toronto Retailers

By M. DOHERTY

"MY windows are my cheapest, and, I may say, my most effective advertising," said J. W. Woodcock, manager of The Ideal Grocery, 742 Queen E., Toronto, in reply to a query regarding the value of window display.

"After twenty-three years in business I feel that a grocer can sell any article of merit if he brings it to the attention of his trade, and the quickest, easiest, most effective method of doing so is through a well-arranged window display.

"To get down to brass tacks," continued Mr. Woodcock, "these windows of mine sold ten cases of soup in less than ten days. This soup is equally as good as the more popular brands but still is a comparative stranger to the public. So far as my trade is concerned it is on the market to stay, for I have constant repeat orders for it.

"Some time ago I bought 150 cases of corn flakes. This is a rather large order for a store of this kind, and meant that we must push the sale unceasingly. We dressed our windows with this cereal for a week, and the demand was so great that even we were astonished. At the present rate of sale I believe I shall not have a package left in a few weeks' time."

### Sells Twelve Cases in Three Days

E. S. Webb, 1045 Gerrard E., Toronto, believes in window display, but he is an advocate of one thing at a time.

"I don't believe in crowding a little bit of everything into the window. I find it better to play up just one item. For instance, a few days ago I dressed this window with canned salmon, and in three days disposed of twelve cases."

### Combination Windows Help to Introduce Goods

Another theory, and one held by W. Hitchinson, Earlscourt, Toronto, is that certain foodstuffs such as honey, marmalade and jams, sell best when displayed together.

"I put the popular brands in with the less known ones," he says, "and unless a customer asks for a variety by name I show her all the lines I carry. For instance, I have a certain new jam. It is really superior to several better known brands, but its container prejudices the public against it. In showing it to a buyer I mention this fact, at the same time dwelling on the merits of the goods and inviting her to taste a sample in a more attractive container. If the sample appears to win her favor I assure her that the tin in question is japanned and that there is no danger in using the goods from the can. These arguments often induce a trial. My displaying this with other brands and endeavoring to meet and satisfy the objections of the trade, have resulted in the sale of two cases of this fruit, where formerly I hadn't a chance to give it away. No matter how carefully my shelves or counters are arranged, I find it is the windows which eventually advertise my goods."

### Seasonal Windows Effective

"I believe that a window display that anticipates seasonal appetites is the most effective," remarked A. H. Mealing, 2194 Queen E., Toronto. "Before cold weather sets in I begin to exhibit the lines that are going to appeal to my customers later on. Certain package goods of a bulky nature sell best with us if dumped indiscriminately into a window with an effective show card carrying the slogan: 'While They Last', 'For To-day Only.' This setting a time limit is a very effective method of inducing the public to buy, but be sure you adhere strictly to your limit.

"In this locality a well-dressed window draws a good deal of transient trade. A display of honey for instance brings a number of new customers into the store. Once in, we can suggest certain other articles that go well with honey—bacon and fresh eggs, for example, self-raising flours, grapefruit—the list is limitless, depending solely on the article you are featuring strongly.

"This is the way we work the seasonal idea through the windows, and we find it a very profitable method."

# Are You Making Money?

"WHERE can I obtain a ready-reckoner to enable grocers to know what percentage they could make on goods at various increases over cost and the percentage is stated on the cost; also the price. I think a wholesale grocer issued the above book some time last spring.

"Or a ready-reckoner and a percentage book showing percentages?"

The above enquiry has just been received, and as somewhat similar enquiries are being frequently received, the accompanying tables are given.

The matter of figuring profits is one that is always of importance; only by being sure of the exact percentage that is being made is it possible for the merchant to be sure that after his labor he is actually showing some profit on his business.

Herewith are reproduced two charts that should make the matter clear to everyone. Cut these out, and paste them on a bit of card, and hang them in your office, and then there need be no danger that goods are being sold at a loss.

### Are You Making Enough Money in Your Business?

Do you mark your goods, based on their cost price, and do you figure the expense of doing business on your sales? If you do, the following table may help you.

If you want to make 10 per cent. on the selling price, add 11.11 per cent. to the cost.

If you want to make more, add to cost as below:

| Profit on sales | Add to Cost to Equal | Profit on sales | Add to cost to Equal |
|---|---|---|---|
| 10% ..... | 11.11% | 20% ..... | 25.00% |
| 11% ..... | 12.36% | 21% ..... | 26.58% |
| 12% ..... | 13.63% | 22% ..... | 28.21% |
| 13% ..... | 14.93% | 23% ..... | 29.88% |
| 14% ..... | 16.28% | 24% ..... | 31.58% |
| 15% ..... | 17.65% | 25% ..... | 33.33% |
| 16% ..... | 19.05% | 30% ..... | 42.86% |
| 17% ..... | 20.49% | 35% ..... | 53.85% |
| 18% ..... | 21.96% | 40% ..... | 66.66% |
| 19% ..... | 23.46% | 50% ..... | 100.00% |

### TABLE FOR FIGURING NET PROFITS

If your cost of doing business figured on sales is represented by one of the figures on the top line. And you mark your goods at one of the percentages on the first column above delivered cost.

| p.c. | 10 p.c. | 11 p.c. | 12 p.c. | 13 p.c. | 14 p.c. | 15 p.c. | 16 p.c. | 17 p.c. | 18 p.c. | 19 p.c. | 20 p.c. | 21 p.c. | 22 p.c. | 23 p.c. | 24 p.c. | 25 p.c. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 25 | 10 | 9 | 8 | 7 | 6 | 5 | 4 | 3 | 2 | 1 | 00 | 1 Loss | 2 Loss | 3 Loss | 4 Loss | 5 Loss |
| 33 1-3 | 15 | 14 | 13 | 12 | 11 | 10 | 9 | 8 | 7 | 6 | 5 | 4 | 3 | 2 | 1 | 00 |
| 40 | 18 4-7 | 17 4-7 | 16 4-7 | 15 4-7 | 14 4-7 | 13 4-7 | 12 4-7 | 11 4-7 | 10 4-7 | 9 4-7 | 8 4-7 | 7 4-7 | 6 4-7 | 5 4-7 | 4 4-7 | 3 4-7 |
| 50 | 23 1-3 | 22 1-3 | 21 1-3 | 20 1-3 | 19 1-3 | 18 1-3 | 17 1-3 | 16 1-3 | 15 1-3 | 14 1-3 | 13 1-3 | 12 1-3 | 11 1-3 | 10 1-3 | 9 1-3 | 8 1-3 |
| 60 | 27 1-2 | 26 1-2 | 25 1-2 | 24 1-2 | 23 1-2 | 22 1-2 | 21 1 2 | 20 1-2 | 19 1-2 | 18 1-2 | 17 1-2 | 16 1-2 | 15 1-2 | 14 1-2 | 13 1-2 | 12 1-2 |
| 75 | 32 6-7 | 31 6-7 | 30 6-7 | 29 6-7 | 28 6-7 | 27 6-7 | 26 6-7 | 25 6-7 | 24 6-7 | 23 6-7 | 22 6-7 | 21 6-7 | 20 6-7 | 19 6-7 | 18 6-7 | 17 6-7 |
| 100 | 40 | 39 | 38 | 37 | 36 | 35 | 34 | 33 | 32 | 31 | 30 | 29 | 28 | 27 | 26 | 25 |

Your percentage of net profit is represented by the figures at the junction of the two columns.

EXPLANATION—If your cost of doing business is 15 p.c. of your gross sales and you mark a line at 25 p.c. above cost of goods, your net profit is 5 p.c. on sales—as shown in the diagram If your cost of doing business is 18 p.c. and you mark a line at 60 p.c above cost, your net profit is 19½ p.c. on sales.

# Grocery Sales Grow Through Display

## It Doesn't Matter so Much What the Goods Are—Right and Timely Display Will Sell Them—P. Dery, of Montreal, Treats the Child as He Treats the Parent

P. DERY, a Montreal grocer, located at 417 St. Catherine Street East, believes so strongly in displaying groceries, and in fact all products which are held for sale, that he draws no line; everything that may be in reason, he endeavors to show. Particularly, if the housewife has come in with a list, she will have undoubtedly omitted some one or more items, which, if observed while in the store, she will purchase, and without seeing which, she would not buy.

During the course of an interview by CANADIAN GROCER, Mr. Dery pointed to several boxes of onions, beets, turnips, carrots, and such coarse vegetables as the average housewife wants in the winter season. He stated that, while it was not possible to make such goods appear altogether attractive, "you must show goods if you want to sell them; if you do show them, you can sell nearly anything; people want to see the goods."

### Specially-Made Fixtures

Some of the best fixtures in Mr. Dery's store are those made for him by a cabinet-case manufacturer, but embodying his own ideas as to size and pattern. In this respect they are different from the regular stock designs, and because of this difference, Mr. Dery can accommodate a large variety of goods in the cases, and still make as attractive, if not a more attractive display than with the regular type of case.

There are at least four of the display front type of cases used, the kind which combine display, storage and counter space, in the one case or cabinet. As will be seen by reference to the accompanying photograph, the cases for some goods have no fewer than 72 distinct classes of biscuits shown. This is a big advantage. "With the old display case," said Mr. Dery, "we could not show as many kinds, but with the four display sections in each division, we get 72 spaces in this case. A customer can see the kind of biscuit and the price is in plain figures right before her. These cases are much better."

### Cake and Candy Cases

Many hundreds of pounds of cake are sold, and here again, Mr. Dery attributes his sales (and which are constantly increasing) to the method of display. Cakes must be shown to the best advantage, if sales are desired, and here, to attain this result, a neat little glass-panelled case of rectangular shape is placed on the counter or on a silent salesman, and various types of jelly rolls, a layer cakes, cookies, doughnuts, etc., are contained therein. This case is used for this purpose only, and Mr. Dery is very enthusiastic regarding the development of sales. The cake is delivered to the store by the maker, and as a variety is carried, the customers have a range to select from which is desirable to them, and profitable to the store.

Candy is displayed in a silent salesman near the entrance, and at the holiday season a special display is made in such manner as to catch the eye of the child and the parent, and a big showing of popular-priced sugar-sticks, kisses and mixed candy is shown where children, as also adults, will be sure to see it, and so want to buy.

### Display Without Cost

The Dery store has a corner location The front has several sheets of plate glass through which displays look well, when properly made, and in dressing these, care is taken to show what will likely appeal to the prospective customer at the season when displays are made. Nuts and dried fruits, for instance, make a real appeal at, and prior to the holiday season. In a recent showing, Mr. Dery arranged trimmings in the nature of a pillar and arch effect, and these, made of light material, were placed against the glass. With "roped" evergreens used, the effect, from across the street, and from nearby too, was quite different than that obtained without their use. Furthermore, these arches, or wreaths, etc., are timely at the Christmas season.

Windows, used in this way, mean display without cost, or nearly so. As a matter of fact, the right use of windows, Mr. Dery thinks, is a very im-

Exterior of the P. Dery store, St. Catherine St. E., Montreal.

portant part of retailing, and upon their use in the best sense, sales of groceries materially depend.

### Thirteen Years' Growth

Asked as to the development of his business. Mr. Dery told CANADIAN GROCER that he had been in the trade thirteen years. Some eight years of this period was spent in a location a short distance from the store now occupied. Over four years ago the location was changed to that at present occupied, and here, the old customers continue to come. "My customers are well satisfied, and continue to buy from me," was Mr. Dery's way of explaining their allegiance. "It never does to fool a customer; always give them what they expect to get, or better; if you fool them once, they will not come back again."

And so, with children, the same policy is followed. The little tots were trading in the store aplenty when the representative of CANADIAN GROCER was there, and they were all smiles, and were readily waited upon, and with as close care and attention as their parents would receive were they there. No line is drawn in this respect; the wee buyer

### Some Big Sellers

As an indication of what large sellers some lines of groceries are, Mr. Dery said that his sales of biscuits would total $500 and $600 per month. "A $500 month would be the smallest one," he said.

At the above rate, it will be seen that sales total many thousands of dollars yearly, and for a one-line seller that has, and will greatly develop. In this development, one of the big factor has been that of the display features, and already outlined.

In connection with biscuits, Mr. Dery referred to a separate display case in which he shows important biscuits, and which have to be retailed at 75 cents per pound. "Is not this a high price, and do customers not hesitate at such a price?" asked CANADIAN GROCER. "These are the very best grades, and while some other makes will not keep fresh for three months, these goods are just as fresh in a year's time as when we get them. The flavor, too, is better, and the taste lingers in the mouth after they are eaten."

In all, about 1,500 cases of canned

*MR. DERBY'S CREED*

*To serve little customers with same car as big.*

*To emphasize importance of display.*

*To provide modern equipment for many goods.*

*To treat patrons so they never will trade elsewhere.*

*To watch credit very closely.*

*To sell a better class of groceries.*

goods are sold annually. This comprises fruits and vegetables, but the big sales are of the latter. Supplies of these are laid in early in the season, after the various goods are packed for shipment by the canners.

In the store, right on the floor, a huge cask of best grade Spapnish wine was observed. Mr. Dery said that this was an excellent seller, and that out of a value of over $600 worth in this cask, he had disposed of over $300 worth within a few weeks. It would be no time, so to speak, before the balance would be sold, customers buying it in pints, quarts, etc., and at a rate of over $6 per gallon.

### Checks Up Closely

While Mr. Dery said that a certain amount of credit is given, he uses great care to check this closely. "We do not let many have goods for more than a week. Of course there are a few old customers who pay us in thirty days. We watch credit closely."

Over the telephone come a great many orders. Mr. Dery answers many calls himself. This is important. It brings the proprietor into touch with customer's needs, and, if they have any, with complaints. But even the latter are likely to be few in number if this contact is continued. It permits of a good understanding between the grocer and his customer at all times.

Mr. Dery has well-defined ideas on selling. He takes the stand that, very often, the customer desires a certain kind of goods, and if so, it is not wise, always, to make a serious effort to substitute. There is a way of handling such matters. For instance, the stock of a certain brand of soup became scarce. Mr. Dery had another brand and which, he himself, believed to be superior. He recommended it to his customers. They bought it, and, as he said, many who had come for the other brand were now buying the one he thought better, and they had been willing to take his word for it, having confidence in him that he would not sell them an inferior product. This is but one instance to show the dependence which is placed in the grocer by his trade. He knows, or ought to know the value of goods; consequently, if he be well posted, his trade will confide in his judgment; they will depend, absolutely, upon his selection.

A view in the well-equipped interior of the P. Dery store

*Kindly send us an idea of what you think the best way of getting a dissolution sale bill out.—Clark & Clayton, Carlow, Ont.*

Answer:—

# Dissolution Sale

Commencing Monday, January 26th, we will sell our complete stock of high-grade Groceries, Boots and Shoes also Hardware at greatly reduced prices. This sale will be continued for one week.

Read every item below—they're interesting.

## GROCERIES

Prices are rapidly advancing. It will pay you to lay in a supply at these prices.

(List of goods with prices).

## BOOTS AND SHOES

Bring the whole family and let us fit them out with a pair of nice shoes. We can save you money.

(List of goods with prices).

## HARDWARE

There are many lines in this department that you are using every day. All are specially priced for this SALE.

(List of goods with prices).

# CLARK & CLAYTON

## CARLOW, ONT.

Note—Mr. Clark is severing his connection with this firm and will in future be conducted by E. L. Clayton.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

## INFORMATION WANTED

Date.....192..

Please give me information on the following: .....Name .....

Address .....

.....

.....

.....

# Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

### SODA FOUNTAIN EQUIPMENT

Where could we purchase soda fountains and equipment?—W. J. Hillock, Moosomin, Sask.

Answer.—J. J. McLaughlin, Toronto, Ont.; Liquid Carbonic, Chicago, Ill. (with an office in Toronto at 70 King Street West); Kent, McClain, Ltd., Toronto, manufacture other equipment for confectioners, such as display cases, etc.

### WINDOW DISPLAY MAGAZINE

Could you recommend me any magazine showing how to make an up-to-date window display suitable for small windows?—Mr. J. A. Godard, 207 Rue Cascades, St. Hyacinthe, Que.

Answer.—We would refer you to the "Merchants' Record and Show Window," 431 South Dearborn Street, Chicago, Ill.

If your enquiry is regarding the grocery business, you can obtain the "Grocers' Window Book," Price $1.50, from the Technical Book Department, MacLean Publishing Co., 153 University Avenue, Toronto, Ont.

### WHERE TO BUY SYRUP PUMP

Will you please tell me where I can buy a syrup pump?—A. LeBlanc, Penetanguishene, Ont.

Answer.—These may be purchased from Wilson, Lytle & Badgerow, 112 Duke Street, Toronto, Ont., and Enterprise Manufacturing Co., Philadelphia, Pa.

### PAPER BALING MACHINES

We would be obliged if you would tell us makers of paper baling machines, as well as the names of buyers of waste paper.—E. P. Crowe, Limited, Stewiacke, Nova Scotia.

Answer.—Paper balers: Climax Baler Company, Hamilton, Ont.; Stephenson, Blake & Company, 60 Front Street, Toronto; A. R. Williams Machinery Co., 64 Front Street, Toronto; Toronto Type Foundry, 70 York Street, Toronto, Ont.

Buyers of waste paper: E. Pullan, Maud Street, Toronto, Ont.; Western Rag & Metal Co., 442 King Street East, Toronto, Ont.; The Levi's, 100 John Street, Toronto, Ont.; J. Mudrick, 36 Ossington Avenue, Toronto, Ont.; Frankel Bros., Toronto, Ont.; J. H. Walker & Co., Montreal, Que.; Canada Waste Paper Co., Montreal, Que.; Factory Waste & Metal Co., Montreal, Que.; Quebec Rag & Metal Co., Quebec, Que.

### REGARDING THE AUTO KNITTING CO.

Are the Auto Knitting Company, Ltd., 607 College St., Toronto, a reliable concern to invest in, as per their advertisement?—Ed. Chambers, R.R. 3, Coldwater, Ont.

Answer.—Answer has been mailed.

### MANUFACTURERS OF PEANUT ROASTING MACHINE

Will you kindly give names and addresses of firms handling peanut roasting machines?—W. J. Oke, Simcoe and Bethune St., Peterborough, Ont.

Answer.—Hobart Manufacturing Co., 149 Church St., Toronto; Fletcher Mfg. Co., Hayter St., Toronto, Ont.; Kingery Mfg. Co., 420 N. E. Pearl St., Cincinnati, Ohio.

### GROCERY PAPERS IN ENGLAND AND FRANCE

Kindly let us have addresses of similar publications to CANADIAN GROCER in England and France, and oblige.—Dominion Sales Company, Room 412, Old Birks Building, 14 Phillips Square, Montreal, Que.

"The Grocer and Oil Trade Review," London, England; "Grocery," London, England; "L'Alimentation," Nouvelle Administration and Reduction, 16, Rue J. J. Rousseau, Paris.

### WHERE TO BUY EMPTY BAGS

Will you please tell me where I can buy empty bags, jute?—Mr. Alphonse Clemont, Lorrainville, Comte Temiskamingue, P.Q.

Answer.—The Canadian Bag Company, Limited, 100 Paton Rd., Toronto, factories in Montreal and Winnipeg; Consumers Bag Co., 301 Euclid Ave., Toronto, Ont.; Woods Manufacturing Co., 401 Logan Ave., Toronto, Ont.; Bennis Bros. Bag Co., Winnipeg, Man.; Smart Bag Company, Montreal, Que. (Second-hand)—The Bag Metal Co., 428 Richmond St. W., Toronto, Ont.; J. Krasnon, 530 Front St. West, Toronto, Ont.

### COLLECTION LETTERS

Some weeks ago I saw an advertisement (for sale) letters differently worded to send out to slow customers. I would appreciate any information.—Mr. G. Norman Willets, 85 Emilie St., Brantford, Ont.

Answer. — The only advertisements that we know of, running in CANADIAN GROCER during the last few months, are: Fidelity Collection Agency, Ltd., Canadian Bank of Commerce, Winnipeg, Man.; Toronto Stenographic Service, Webster Building, Toronto, Ont.; Nagle Mercantile Agency (Laprairie), Montreal, Que. Following are some other collection agencies: The Abell Mercantile Corp., Limited, 33 Richmond St. W., Toronto, Ont.; N. L. Martin & Company, 73 King St. West, Toronto, Ont.; S. E. Montgomery & Company, Board of Trade Building, Toronto, Ont.; New Era Service Company, Excelsior Life Building, Toronto, Ont.; T. W. Richard & Company, 23 Scott St., Toronto, Ont.

### WHERE TO BUY NOVELTIES FOR SUMMER RESORTS

Kindly give me one or more addresses of some good house selling novelties, goods suitable for summer resort places, such as Banff.—Mr. L. Trono, Banff, Alta.

Answer.—Fancy Goods Co. of Canada, 468 King St. W., Toronto, Ont.; Nerlich & Co., Front St., Toronto, Ont.; Croft & Sons, Wellington St. W., Toronto.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

## INFORMATION WANTED

Date.....1920..

Please give me information on the following:—Name.....

Address .....

.....

.....

.....

# Bankruptcy Act Says Merchant Must Keep Business Record

## Many Reasons Why the Grocer Should Keep Books, Even Apart From the Law—In His Own Interests to Do So

CANADIAN GROCER has received letters from subscribers asking information as to the nature of the Bankruptcy Act which comes into effect on July the first next.

The time has come when all merchants who are not in the habit of keeping an accurate record of their affairs should immediately take steps to open such a set of books as may be necessary to record the various transactions of the particular business in which they are engaged. The size of the business makes no difference, the large departmental store, the up-to-date grocery, the country merchant and down the list to the small fruit and grocery store, all are affected by the amendment to the Criminal Code which comes into effect on July first of this year and applies to every province in Canada.

### Amendment to Criminal Code

It reads as follows:

"Everyone is guilty of an indictable offence and liable to a fine of $800 and to one year's imprisonment who,

(o) being a trader and indebted to an amount exceeding one thousand dollars, is unable to pay his creditors in full and has not kept such books of account as, according to the usual course of trade or business in which he may have been engaged, are necessary to exhibit or explain his transaction, unless he be able to account for his losses to the satisfaction of the court or judge and to show that the absence of such books was not intended to defraud his creditors, but no person shall be prosecuted under the provisions of this paragraph by reason only of his having failed to keep such books of account at a period of more than five years before the date of such inability to pay his creditors."

### Why You Should Keep Books

There are many reasons apart from the law why every business should keep a record of all transactions pertaining to their business. It is a method of successfully conducting your business and a satisfaction to yourself in knowing the exact condition of your affairs. The satisfaction in knowing the value of your stock and equipment, how much money is owing to you, the amount which you owe, your delivery costs and many other incidentals that are added to the cost of "doing business" but of which you haven't the slightest idea of the amount, unless you keep a record

### How Much Money Have I Made?

An accurate record of your business will enable you to ask yourself the question, "How much money have I made?" and get the correct answer. Perhaps you think you are making a lot of money when in reality the business is just existing. The records are then carefully examined, and you find many an item that is a revelation. Your delivery is costing more than it should, or perhaps you have been selling your merchandise at too close a figure or probably you have not figured your cost correctly. Your records will show you where to locate these leaks that are eating up your profits.

### May Want to Borrow

There is another reason why records should be kept and a very vital one. Perhaps you have been buying a little heavy, or have had a loss through bad accounts or some other loss that may come, in the career of any merchant. An accommodation from your wholesaler or banker will tide you over this temporary embarrassment. Now is the time that your records will come into play. A straightforward statement of your affairs is presented to your banker or wholesaler showing how much money you owe, the amount of money on your books, the amount of your turnover, and the reasons why a loan is required, you will have very little trouble in getting a temporary accommodation.

The merchant who tries to operate his business without keeping books is in the position of a sailor trying to steer his ship without a compass. He has very little guide to his progress, and no reliable means of judging as to his success or failure.

Editor's Note.—An article dealing with the proper books to keep will be published in next week's issue of CANADIAN GROCER.

# Selling Sugar at 14 Cents

## Grocer in Hull, Ont., Sells Sugar Under Price Ruled by Board of Commerce—Sales Conditional on Purchase of Five Dollars' Worth of Other Goods

HULL, Feb. 4.—In view of the fact that a recent order of the Commission of Commerce had fixed the minimum price of granulated sugar at sixteen cents per pound, an advertisement which appeared in an Ottawa paper created quite a sensation among the local grocers. A Hull dealer—M. Ricard—was offering for sale last week granulated sugar at fourteen cents per pound, in quantities of not less than ten pounds. Interviewed about this matter by the representative of CANADIAN GROCER, the Hull dealer explained that he had purchased some time ago a few thousand pounds of granulated sugar at twelve and three-quarters cents per pound and that he could well afford to sell it at fourteen cents. He added, however, that the advantage of buying at fourteen cents was conditional upon the purchase of five dollars' worth of other goods. To those who purchase sugar only, the Hull merchant sells his article at fifteen cents.

"As soon as my old stock is exhausted," says Mr. Ricard, "I will have to line up with the other dealers."

# GROCER SAYS WINDOWS ARE WORTH THOUSANDS OF DOLLARS TO HIM

**"Those windows are worth thousands of dollars to me," remarked M. S. Festing, King Street E., Hamilton, to CANADIAN GROCER, as he pointed to his front windows recently. The CANADIAN GROCER representative readily agreed that they were extremely advantageous for the purpose of display, and evidently Mr. Festing was making the best possible use of them. "Last Saturday," he added, "I put a case and a half of pineapples in one of them, and before evening I had sold them all. It was the first consignment of pineapples this year, and I realized I had to get them moving. Windows will sell goods very often when other effort has failed."**

**At the time of the visit of the representative of the CANADIAN GROCER, Mr. Festing was showing jams and marmalade, and he reported sales active. "A short time ago," he continued, "I brought in a shipment of a particular brand of corn from the United States. It was a pretty good article. I put it on display, suggesting it to my customers, and it moved very freely. I sold ten cases of it in a little over a month, and I gave repeat orders of it."**

**Mr. Festing cites freely numerous instances of how his windows have boosted sales of various articles that he wished to get moving. He believes they are a valuable asset.**

# Merchandising Through Special Sales

## Sales Are Legitimate if Genuine and Most Successful Where Made a Consistent Feature

IN the midst of a busy Saturday or other day which happens to be busy, do you ever think to yourself: "My, now I wish every day might be as busy as this?"

Many years ago some bright department store men got thinking along those lines, but they were not content with merely thinking. They pursued the subject far enough to tabulate just what results were obtained from every day in the week and then proceeded to make needful changes. They found, for example, that Saturday was the big day and Tuesday the slowest, with Wednesday quiet, Thursday rather active and Friday spotty, with Monday a doubtful quantity.

They reasoned that if they could get the week to start off with a rush on Monday, the momentum probably would carry over into Tuesday, and then they could think and plan further. So they began the system of advertising Monday specials, with the result that Monday is now one of the busiest days in the week. Momentum has been carried into Tuesday. Wednesday usually has some special attention, and Friday is now Bargain Day in many stores—thus taking some of the pressure off Saturday in advance. Saturday is left alone as being amply able to take care of itself.

The result is that practically every day is a busy day in the average department store, and they make money accordingly.

### A Grocer Follows Suit

A fine grocer in a large Eastern city determined to do likewise. His business is of a character the farthest possibly removed from anything on the "bargain" order, yet he has built up and now maintains a very large and profitable business amid chain store surroundings which have been deadly to service stores generally. His plan is to feature certain of his fine brands at special prices for "This Week," while advertising his own pet departments constantly.

Coffees are high now, but for years he has featured one of his coffees every week at a special price. For example, he will list:

MOROVIT COFFEE..... 29c
Smooth, mild blend of South American coffees, preferred by many discriminating drinkers.
Regularly ..... 32c
29c per pound.
3 pounds 85c
THIS WEEK

Such advertising is a study in many ways and from many standpoints. It describes the coffee; and be it noted that every blend he has is given a special line of description. The words vary a little, but a blend which is mild this week is not "pungent" or "acrid" next time it is advertised. So customers get familiar with the "dope" on their own mixtures. Next, a concession is made in price, but only enough to constitute an inducement in addition to the preference the consumer already probably has for the coffee. The blend is not thereby cheapened. Lastly, the offer is for one week only, and the price goes back automatically next week. Thus something special is doing in coffee every week, and he never has a slow week or a slow day in his coffee department!

### Grocers Can Keep Busy, Too

This is just an indicator that points the way for grocers. I have followed this plan for many years. The result is that business has kept up with pleasing steadiness and there are hardly any days that I could call slow as a general thing.

Yet there come slow times in every business in every locality. A large merchant I know covers such times very well and makes use of them as follows, to quote his words:

"Times come when things seem simply to go stale. When such a time hits us I investigate to see if the condition is general. If I find that dry goods, hardware, shoes, etc., are selling sluggishly I know there is no use getting excited. It is then useless to try to boost our sales by heavy advertising, price concessions, or any other special effort. To do any of those things would be simply to waste our thunder. Moreover, we would depreciate the value of any later special offerings in the mind of the public, so we hold off until business generally begins to pick up. Then we 'hit 'em hard!' Maybe that is another way of saying that we try to give the people what they want when they seem to want it."

This grocer is a past-master in the art of holding special sales, not only of his own brands but of anything. He is a large, very successful grocer, too, so perhaps an outline of some of his ideas may be useful.

"We try," he says, "to make our special sales come on favorable days. If the indications are that the weather is going to be rainy, or so cold that folks will be off the streets, we hold off, no matter how far we may have gone with our plans. Sometimes I stop a sale when the advertising has been prepared specially and when everything has been made ready for the event, because some condition arises which would make the sale fall flat, for it is to be noted that if a sale fails, not only is the money spent in vain, but the spirit goes out of our force, and the few customers who come find us 'standing around' without trade. They are then apt to report to their friends that 'they are doing nothing at Wilkins', so our efforts are much worse than wasted."

### Advance for a Decline

"In such times," he continued, "and in cold weather especially, I stiffen prices on many things; notably on our great leader, fruits. On some pretext or other I often boost them upward from day to day, sometimes quite radically. Then when a favorable time comes I have something to cut—the cut seems worth while—I can advertise on a 'great reduction' plan and have striking 'former prices' to point to.

"You see, one can hardly hope to be a successful merchandiser unless one knows something of human nature, and of course a man cannot be a successful advertiser unless he is a good merchandiser. Advertising is simply merchandising through the printed word."

Of course there is here the question whether it is exactly good ethics to create a false condition to promote interest, but if we consider that probably few of this man's customers will buy at the advanced prices, and most of them will come in on the later decline, perhaps little harm is done.

Here is a bit of strategem from personal experience which may point the way to utilize human foibles in making sales:

### Mark-Down Upwards

I had fifty cases of assorted green and yellow beans which did not move at all They were priced 10 cents—you can see this was years ago—and that was rock bottom on my cost. Determining to see what was the matter, I took home a can of each. I found them very tender, delicate young beans, suitable for salads Examining the label I saw that it was dingy and unattractive. I decided that the label, plus the price, which was too low to promote confidence, was the cause of the lack of sale.

I advanced the price to 15c the can, $1.75 the dozen. Then I made a "special sale" offer of those beans: "Your choice of either green or wax," at 13c, 2 for 25c, $1.45 the dozen, and $2.80 the case. I also suggested in my advertising and in the store that customers try a can, and if pleased with them, buy more, only I urged that they act promptly as the line was limited and likely to move out speedily. Within two weeks my beans were all sold out and customers looking for more.

It is not very likely that you will find suggestions in this series of sales-instances which will fit your business exactly. That is not the idea at all. My thought in relating these things is to get you started looking inwards into your own business for opportunities to sell things. For the trouble with most of us is that we lack the power of observation The fine opportunities that lie all about us in our own stores are overlooked because they are so near to us that we fail to see them. Yet we must find our opportunities in our own store, in our own stocks, or we shall have none. That's as sure as shooting!

Perhaps it will not harm you to think it over.

# CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

*The Only Weekly Grocer Paper Published in Canada*

JOHN BAYNE MACLEAN - - - - - - - - President
H. T. HUNTER - - - - - - - - Vice-President
H. V. TYRRELL - - - - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1103 Union Trust Bldg.; Telephone 3449. Vancouver—39 Tenth Avenue West.

UNITED STATES—New York, Mrs. E. C. Gibb, Room 1606, St. James Building, 1133 Broadway (corner 26th Street), New York; Telephone 8971 Rector. Chicago—Room 1401, Lytton Bldg., 14 E. Jackson St.; Telephone Harrison 9133. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable address, Atabek, London, England.

SUBSCRIPTION—Canada, $3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4.00 a year. Single copies, 10c., invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

VOL. XXXIV TORONTO, FEB. 6, 1920 No. 6


## *THE INFLUENZA EPIDEMIC*

SOME of the daily papers go too far with scare headings and articles concerning epidemics. In connection with the present influenza epidemic in different parts of Canada, there have been statements made in the daily press and inferences drawn which have tended to so scare people and make them anticipate the disease that, through fear and dread of getting it, their worries actually undermine their constitutions. For instance, a heading in a prominent Canadian morning daily this week read: "Flu Epidemic Continues to Spread," and the article intimated that everybody at all susceptible to the germs would no doubt be stricken before it subsided.

CANADIAN GROCER has always favored bringing to light facts, but there are different ways of presenting facts. They can be given in a way that they can be understood properly—and this is the big difference between the reports of events in the daily and the specialized business press.

In regard to the present epidemic, publicity showing how to keep the body in good condition, how to avoid the germs as far as possible, and what to do in case the disease takes hold is good publicity. But the scare headings and morbid details could be very well eliminated.

This should be a matter for Boards of Trade of the various centres to take up with their local papers. By pointing out to these papers how such reports, many of which are greatly exaggerated, are unsettling business in general and tending to bring about the very thing to be avoided, the Boards of Trade in Canada could do a splendid work.

## *KEEP A FILING SYSTEM*

CANADIAN GROCER received the following letter from H. Seymour Hamilton, of G. J. Hamilton & Sons, Pictou, N.S.:—

> "Your Enquiry Department is real interesting, and I have cut out nearly every page of it, and filed away for future reference; also the Directory in the Spring and Fall Numbers. The articles on the different lines of fruits and other goods sold in the stores are educating, and just enough for the busy man to read. The average consumer does not know why some articles are more expensive than others. Only yesterday the question of figs was being discussed. Some nice large layers in boxes about 36 inches long were displayed in a window and a rather high price asked, but when the cooking figs were shown together with the large variety of sizes and shapes, it was very plain to see why the price was so much higher on the latter."

Mr. Hamilton is undoubtedly correct. The merchant who displays quality goods and then compares the price and quality of an inferior article, is giving his customer a service that will have a tendency to make a lasting impression and naturally more business will follow in the future.

The filing of articles of special interest to the trade for future reference is a splendid idea. Clippings of window displays, advertising, sales plans, bookkeeping systems, business laws and other articles of general interest are all valuable information. The suggestions and ideas contained in these clippings are very valuable information to the merchant. Suggestions that, if not used to-day, can be used at sometime in the future. CANADIAN GROCER knows of one Ontario grocer who has been filing clippings from this and other papers for years and has used ideas recently contained in these clippings that were filed away ten years ago. He has three loose-leaf scrap books, one for window displays, one for advertising and one for sales plans. These books are indexed and when he sees an article or an illustration he clips it out and files it away in its proper place, so that when he is getting up a special sale or window display, the scrap book under that heading is immediately referred to.

# CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

### QUEBEC

H. R. Gray, of the Gunn, Langlois Co. of Montreal, has gone East on a business trip.

H. Merrill, Quebec manager of the Ogilvie Milling Co., is visiting Quebec Province on business.

Joseph Pilon, grocer, 430 Church Ave., Montreal, died on Wednesday last and was buried at Cote des Neiges Cemetery.

A. E. Cox, Quebec representative of the Cowan's Cocoa, Ltd., who has for many weeks been confined to the Homeopathic Hospital, Montreal, is reported to be making satisfactory progress.

P. S. Brenner, of Bathurst, N.B., is on a business trip in Montreal.

J. H. Grimm, of the Maple Tree Producers, Montreal, is in Quebec attending the annual convention of the Maple Syrup and Sugar Co-Operative Agricultural Association.

### MONTREAL BUTCHERS PROTEST BY-LAWS

The Montreal Butchers' Association is still active with regard to its opposition to Montreal City By-law No. 679, whereby an agreement is made between the city and the abattoir company regarding certain commodities which they claim eliminate competition. The following resolution was adopted:

"That the Montreal Butchers' Association give its moral suport to the Colonial Hide Company, the Butchers' Hide and Tallow Company, Ltd., and E. & A. Leduc, Ltd., in the opposition those companies wish to make to the bill to be presented by the City of Montreal to the Legislature of Quebec with effect of ratifying By-law No. 679 and that the president be charged to make enquiry from interested parties as to the nature of their support to be given."

### ONTARIO

H. C. Facey, Russelldale, Ont., has disposed of his general business to T. Ferguson, of Downie, Ont., who has secured it for his son-in-law, Mr. Grant, who is a returned soldier, and who lost an arm in the war.

The Niagara District Industrial Co-operative Society of Niagara Falls received its charter from the Government, dated January 12, and the allotment of share capital preparatory to obtaining a certificate to commence business is being carried out.

A committee of the Tobacco Growers' Association met the Ridgetown council recently, and asked them what concessions they would offer for the erection of a drier and warehouses at Ridgetown in connection with the European tobacco market. They were promised two acres of land and exemption from taxes for a period of ten years, also any other concessions that any small town could offer.

D. W. Harmer, who went to St. Catharines from Winnipeg a year ago and purchased the Merriman wholesale grocery establishment, died Saturday last, after a brief illness, of pneumonia. In Winnipeg, he was connected with Western Grocers, Limited.

William Ketcheson, Belleville, Ont., at one time in the grocery business there, was found dead in a refrigerator car at Grafton, on January 31st. He had been in the produce business, and had gone, on Friday last, to Grafton to ship potatoes to Belleville. It is thought that he over-exerted himself during the day. He stayed in the car overnight, and was found dead in the morning.

## HIGHLY HONORED

*"JACK" McLELLAN*

At the annual meeting of the Dominion Commercial Travellers' Mutual Benefit Association, held in Montreal last week, John McLellan, known to his friends as "Jack," was elected to the presidency. Mr. McLellan has been associated with the benefit section of the Association for the past four years, and in this work has taken a keen interest. In addition to having been a director of the benefit section for four years, he was, for the same period, a director of the Dominion Commercial Travellers' Association, and for the past year was vice-president of the former. He covers Eastern Townships territory for the Thos. Davidson Mfg. Co., Ltd., Montreal.

### ONTARIO BUSINESS CHANGES

Edgar Bilton has discontinued his grocery business in the City of Toronto.

Mrs. M. Cournoyea, Stoco, Ont., has opened a new grocery store.

J. Thompkins, Hamilton, Ont., has disposed of his grocery store.

Boyce and Boyce, grocers, Ottawa, Ont., have discontinued business.

The United Farmers of Victoria County are co-operating with the labor unions of Lindsay, Ont., with the object of establishing a store.

Mrs. M. Hill, Welland, Ont., has sold her grocery store to H. H. Miner.

R. S. Vogan, grocer and confectioner, Welland, Ont., has discontinued business.

James Hunter, Wiarton, Ont., grocery and flour and feed, is disposing of his business.

A. G. St. Jean, Hull, Quebec, has retired from business, disposing of his stock by auction.

J. I. Steen, Carleton Place, Ont., has purchased the Knox building and will re-open his grocery there as soon as it is vacated and remodelled.

R. H. Humphries & Co., Wiarton, Ont., who have been in the hardware and grocery business, are offering their business for sale.

### LARGE QUANTITY OF VEGETABLES STOLEN

Anthony Morton, 61 Dundas Street East, and Herbert Bontoft, 37 Sackville street, Toronto, were arrested recently on a charge of shopbreaking and theft.

It is alleged that the pair broke into the warehouse of George Ferrier, at 16 Market street, on January 8 and carted away fifty bags of potatoes and 100 bags of onions. At the present rate for these commodities the value of the haul was considerable.

### MANAGER OF McCORMICK MFG. CO. IS DEAD

The death occurred suddenly yesterday, at the age of 63 years, of Mr. George M. Clarke, of 340 Beaconsfield Avenue, Montreal. Mr. Clarke was manager of the McCormack Biscuit Company for the past seven years, and had been connected with the company for the past twelve years. He was formerly a school teacher in Sarnia. He is survived by his wife and one daughter, Mrs. W. E. Workman, of Sarnia, Ont.

### ADAMS GUM EMPLOYEES HAVE A GOOD TIME

An elaborate program of entertainment for the employees of the Canadian Chewing Gum Co., Toronto, is being scheduled by the A-Chicle-A Club, a social organization made up of the factory and office staff of the manufacturers of "Adams Chiclets."

The social season of 1920 was given a good start when two large vans carried the members for a sleigh ride. Those who were unable to pile into the vans remained in the club rooms, beguiling their time with sundry games of euchre and 500.

To give the members who braved the cold ride a chance to thaw out, a dance was put on after their return to the club rooms, and refreshments were served.

Among other social features planned by the A-Chicle-A Club are a Valentine Leap Year party on February 14, and an "Irish" party on March 17. These were decided upon at a recent meeting of the club, at which the following officers were elected: T. J. McElroy, president; Mrs. M. M. Heusler, vice-president; Miss A. Newlands, treasurer; W. Bateman, secretary; W. Smart, chairman entertainment committee.

### MERCANTILE ASSOCIATION IN PETERBOROUGH, ONT.

The merchants of Peterborough, Ont., have organized a Mercantile Association for the development of the retail trade within the city. The merchants are meeting together in their various sections, and the president of the new organization, Frank Whitehouse, states that several important matters bearing on the development of the retail trade, will be taken up, with the object of making Peterborough the economic trading centre for miles around. All the merchants, he states, feel that they are dependent on the buying public for their business, and that they are at the service of the customers, and a good substantial basis for the Buy-at-Home Campaign will assist in developing the retail trade.

### FLOUR KEG AT MONS

An interesting war souvenir was received by the County Council of Grey County, Ontario, from the Georgian Bay Milling Company. It was a bag what had contained flour from the company's mill, sent as part of Canada's first contribution to the relief of starving Belgium. Found in Mons by a Meaford, Ontario, man, a member of the First Grey County Battalion, it was brought home by him, returned to the company, and by it presented to the county.

### A RECORD RAISIN CROP

FRESNO, Cal., Feb. 4.—Total payment for the 1919 raisin crop here will amount to between $38,000,000 and $40,000,000 to the growers, the largest return ever made, according to an announcement today by W. M. Giffen, president of the California Association Raisin Company.

## Early Closing By-law is Quashed

**City of Toronto, However, Will Appeal Judgment of Magistrate Kingsford in Setting Aside By-law**

Magistrate Kingsford, of Toronto, has quashed the early-closing by-law for fruit and grocery stores that has been in force in Toronto since Christmas. He ruled that he was not prepared to convict in the cases which have come up recently. The city has entered an appeal against the judgment of Magistrate Kingsford, and the same will be heard this week. In the meantime the grocers of the city continue to observe the by-law and are hopeful that the appeal of the city will be sustained.

Magistrate Kingsford found that only about one-third of the grocers and fruiterers of the city had signed the petition, and stated in his finding that in his opinion the by-law would work hardship and would merely transfer some men's business to others. The law required three-fourths to sign the petition for early closing.

With the early closing in force it was Magistrate Kingsford's opinion that people living in the suburbs would purchase before 7 o'clock near their place of employment, and that this would mean driving out of business the outlying shops.

### CREDITORS' LEAGUE IN ST. THOMAS

**Retail Merchants Are Going to Wage War Against All "Dead Beats" of the City**

St. Thomas, Feb. 4.—In conjunction with the branch of the Retail Merchants' Association of Canada, recently organized in St. Thomas, Ont., the members are forming what is to be known as a "Creditors' League," the one and all-important object being to wage a determined war against all "dead-beats" of the city. The strongest supporters of this movement are the grocers, who have suffered in greater proportion from such undesirable portions of humanity than any other branch of the retail trade.

The idea involved in the organization of the league is for every member to carefully prepare a list of his "no good" accounts, with the amounts owing in each case, and present them to the secretary of the association, who will then compile the combined lists and tender each member a printed copy for reference. In this manner, each merchant will be furnished with a complete category of all the "dead-beats" in the city. The names of the business houses submitting the lists will be omitted in the general compilation.

The league is to be introduced with plenty of publicity, explaining its aims and objects clearly to the public. And, to emphasize the point and intimidate the "dead-beats," conspicuous signs will be posted in all the stores involved, informing the general public that the proprietor is a member of the "Creditors' League," and has the names of all "doubtful" customers in the municipality. By adopting such methods, the retail merchants feel that the credit system can be reduced to the minimum.

### COURT ADMITTED THE ACT IS A HARDSHIP

Ottawa.—Bains, Limited, of Montreal, was convicted under the Adulteration Act of selling an article labelled maple butter which was not either pure maple sugar or maple syrup. The magistrate imposed a fine of $25 and costs.

Both W. J. Simms, who appeared for the prosecution, counsel for the defense and the court admitted that the act was a hardship and it was admitted that the maple butter was a wholesome food, and in the nature of a godsend to the poor people, who were unable to purchase butter or oleomargarine at higher price.

### CALENDAR FOR 1920

Armour & Co., Hamilton, Ont., have issued an attractive 1920 calendar for dealers. There is a different illustration for each month of the year, each illustration showing in appetizing colors various lines of foods made by this company. For instance, January shows their prepared meats in natural colors; February their canned vegetables and cereals; March, sea-foods, etc. The calendar for this month appears in the lower right-hand corner. The entire page is 20 inches by 12 inches in dimensions.

### NEWSPRINT MARKET AFFECTS CHECK BOOKS

Merchants using counter check books should bear in mind that the difficulty in the newspaper market, and the shortage of paper will affect the sales pad situation. Many paper mills are experiencing great delays in filling orders, and some are refusing to accept orders at all for current delivery of paper.

The prices of books are bound to advance consideraly over present prices because many of the mills have advanced their prices of paper from $10 to $25 per ton since January 1.

### HOLDING BACK POTATOES

**Growers in Western States Wait for Higher Prices**

Investigation conducted by the U. S. Department of Justice has disclosed that thousands of tons of potatoes are held at Yakima, Wash., and at points near Seattle by growers who are waiting for higher prices.

No steps can be taken against the growers, Mr. Moore said, as the Lever Food Control Act expressly exempts them from its provisions.

Potatoes are listed to dealers at $100 a ton here.

### A NEW DELIVERY PLAN

Arthur Beland, grocer in Three Rivers, Que., recently decided to deliver only purchases of $1 and upwards. He has also announced that he will sell for cash only.

# NEWS FROM WESTERN CANADA

### WESTERN

MacKenzie & Co. have moved to new premises at 2707 Main Street, Vancouver, B.C.

Finucane and Cie, Watrous, Sask., have opened a new butcher shop and grocery.

T. S. McDonald, Smith's Falls, Ont., has disposed of his business to T. Bennett.

J. F. Richardson & Son, Elora, Ont., have disposed of their business to E. C. Grimes, who has now taken possession.

Wm. Pearce, of Pearce and Sitzer, Tillsonburg, Ont., has disposed of his interest in the business. The new firm will be known as Sitzer and Curtis.

Kenneth Doolittle has taken over a general store at Outram formerly operated by Mr. Erickson. He will also act as postmaster.

The butcher business of Tom Smith, Shaunavon, has been disposed of to Thos. East. Mr. Smith intends going East on a holiday.

W. W. Thomson, director of the co-operative branch of the Saskatchewan Department of Agriculture, is advocating that Western sheep men should consider the advisability of establishing a woollen mill as a co-operative enterprise.

A co-operative store has been opened at Estevan by the View Hill Grain Growers' Association. The association has for some time been engaged in buying in car lots and selling to members of the association. They have opened a store on Fifth Street, where flour and feed and groceries will be sold. At the end of each year, customers will receive a share of the profits. Business will be done on a cash basis. J. J. Lamb is the manager.

After eight years at Steelman, as general merchant and postmaster, Lewis Hirt will take over the Leader store, at Estevan, on February 1st. He was the first merchant at Steelman, locating there prior to the G.T.P. steel being laid, and for over a year teamed his goods in by wagon. Mr. Reider, late manager of the Leader store, is retiring, after eight years in the one business. He will remain at Estevan.

At the annual meeting of the Moose Jaw Board of Trade, W. F. Thorn was elected president and W. W. Shaw, local candy manufacturer, vice-president. Among the councillors are S. D. McMicken, president of the Saskatchewan Retail Merchants' Association, and W. F. MacBean, of the Robinson, MacBean departmental store.

Wm. Sellers, proprietor of the North Side departmental store, Regina, announces the building of an addition to their store, to cost about $50,000. The building will be basement and three storeys brick. The basement and first floor will be used in taking care of the developing business of the firm, and the second and third will be given over to apartments. The contract has been let to Geo. Minkley, and work will be commenced in the spring.

In order to conform to the requirements of the Provincial statute, limiting the time of employment for the female staffs to 48 hours each week, the big Weyburn departmental stores of McKinnons, Limited, and F. W. Smith, Limited, have decided to close their stores in future at 12.30 o'clock on Thursday afternoons. The new arrangements came into effect on January 22.

Another important business deal was put through, a few days ago, at Humboldt, when W. Heinz disposed of the building and property, at present occupied by Mr. Duke as a bakery and confectionery, to Mr. Almaer Sigvordson, of Paswegin. The new proprietor is also a baker, and will establish a similar business about February 1.

Winnipeg.—The Crescent Creamery Company was fined $100 in Police Court for disobeying the Board of Commerce order in respect to the price of milk. James Carruthers, general manager of the company, was fined $1 on a similar charge. Charges against both parties of hoarding milk to enable them to increase the price were dismissed to enable a bearing in the Manitoba Court of Appeals.

## Splendid Speakers For Merchants' Course

**Will be Held at University of Manitoba During the Last Week of February—Will Embrace Many Subjects**

The Third Annual Merchants' Short Course will be held at the University of Manitoba under the direction of the advisory committee on Commercial Education during the last week of February 1920. The course will be conducted with a view to giving the best possible information on salesmanship, business building, store system, advertising, analysis of merchandising, store policies, accounting, income tax returns, window dressing, show card writing, commercial law, and the Bankruptcy Act.

A partial list of instructors and speakers include: Robert C. Line, formerly Professor of Marketing in the University of Minnesota, now conducting five general stores in Montana; Thomas Lewis Arnett, of Souris, Manitoba, manufacturer, formerly a retail merchant for many years; H. P. Grundy, K.C., solicitor for the Canadian Credit Men's Trust Association; Edwin Loftus, K.C., lecturer for the Manitoba Law School; Thomas Baxter, expert on show card writing and window display; W. D. Glendinning, chartered accountant and instructor in accounting; C. E. Lawrence, advertising manager for Finch, Van Slyck and McConville, wholesale dry goods, St. Paul, Minn.; John S. Taylor of Minneapolis, special lecturer on salesmanship at the Y.M.C.A. of Minneapolis; John J. C. Shelly, chartered accountant, and F. C. Middleton, secretary of the Community Organization of the Social Service Council.

The Window Display Men's Association of Winnipeg will place specimens of backgrounds on the walls of the lecture room for examination by the students. During the week of the short course, the members of this organization will put in special window displays for the benefit of visiting merchants and their clerks.

### NEW ACCOUNT FOR RICHARDSON AND GREEN

Richardson and Green, wholesale grocery brokers, McIntyre Block, Winnipeg, have secured the account of the United Fig and Date Co., of Chicago, importers of figs, dates, nuts, etc., also manufacturers of nut products. Their territory will be from the head of the Great Lakes to the Rockies.

### U.S. GOING DRY MAKES BRITAIN PAY MORE FOR SUGAR

Prohibition in America has helped materially in raising the price of sugar two cents a pound in England, according to the economic experts. This is the way the situation is explained:

Since the American has been cut off from his cocktails, he has been consuming prodigious quantities of candy, and has been drinking oceans of nondescript but sugary concoctions which are vended over the soda fountain bar. At least, such is the observation of his British brethren. In other words, the American is making sugar a substitute for alcohol. Because of this, the United States has less sugar to export, and because there is a general shortage of sugar throughout the world.

### NEW MANAGER FOR WHALING CORPORATION

VICTORIA.—Capt. George Le Marquand has been appointed manager of the Consolidated Whaling Corporation's plant, succeeding Sidney C. Ruck, who has severed his connection with the whaling concern.

## B.C. BUSINESS CHANGES

Meston & Co., at Davie and Burnaby, have sold to Coats & Co.

Sam Osmundson has bought out J. J. Carson at Squamish, B. C.

The Idea Grocery has changed hands at Chilliwack. The new owners are Colling and Knox.

From Lillooet comes the word that P. Santini & Co. have sold their business to Hurley and Prosser.

L. Lashwood has purchased from H. T. Jackson the business at 6602 Victoria Road, Vancouver.

Todd and McIntyre, West Vancouver, have sold out their business to Greenwood and Crawford.

O. B. Fennell has sold his grocery business at 1806 4th W., Vancouver, to A. Johnston.

Another co-operative store is noted, the Princeton Co-operative Association having bought out A. Bell at Princeton.

C. W. Stelfox has sold out his Lynn Valley business at North Vancouver to W. J. LaBelle.

Another change is noted in West Vancouver, where J. Watt bought out T. A. Brereton.

Mrs. Murie has sold her business at 20th and Fraser, Vancouver, to Mrs. A. Swanbinck.

Golden, B. C., reports that J. T. Woods has sold out his business at that point to N. N. Bentley.

F. O. T. Hodges has sold his business at Robert and David Streets, Victoria, to T. C. Preston.

J. Presby has bought the business conducted at 3637 4th West, Vancouver, known as Healey's Yorkshire Bakery and Grocery.

Watters & Boyd, of Vananda, have taken over the business operated under the name of Watters and Lumaro at Westminster Junction.

W. H. Urquhart has acquired a very valuable location, in purchasing the grocery business of F. E. French & Co., 2441 Granville Street, Vancouver.

Hackett & Regby are the new proprietors of the store at 1205 Kingsway, Vancouver, having purchased the business from Pierce and Beasant.

The Manitoba Grocery, 2875 Manitoba Street, Vancouver, has changed hands; E. Clare having purchased from Bruish & Muhoe.

The grocery business at the corner of Hamilton and Dunsmuir Streets, Vancouver, has been sold by R. Gibson to S. Collin.

Duke's Grocery has been formed into a stock company, and this grocery business, at 1588 Commercial Drive, Vancouver, will be conducted under the new name, Duke's Limited.

Efford Brothers, probably the oldest grocers in the Mount Pleasant district Vancouver, have sold their business to A. D. Shrimpton. The premises, in the Broadway Theatre building, are being remodelled.

## ALBERTA

John Atherton, Edmonton, has disposed of his business to the Sullivan grocery.

## SASKATCHEWAN WILL LICENSE PRODUCE MEN

### New Bill Provides Regulations for Dealing With Produce Dealers

On and after May 1, any person desiring to carry on the business of a produce dealer in the province of Saskatchewan will have to have a license for that purpose from the Provincial Minister of Agriculture, assuming that a bill introduced in the Provincial Assembly recently becomes law at this session of the Legislature. He will also be required to enter into a bond for $3,000, with such sureties as may be prescribed by the Lieutenant-Governor in Council, and such bond will have to be approved by the Minister of Agriculture. The Minister will also have the power to demand additional bond as he may deem necessary.

"Upon the approval of the bond and upon payment of a license fee of ten dollars, the Minister shall issue a license authorizing the applicant to carry on the business of produce dealer until the expiration of the current license year.

"The license shall be in such form as may be prescribed by the Lieutenant-Governor in Council.

"If at any time the Minister considers that it is in the public interest that a license under this act should be suspended or revoked, he may so recommend to the Lieutenant-Governor in Council, who may suspend or revoke the same.

"No person who is not the holder of a valid and subsisting license shall act or engage in business within Saskatchewan as a produce dealer."

## U. S. EXPORT OF RICE INCREASES 10 TIMES

The rice growers of the United States are sending out of the country ten times as much domestic rice as in the year before the war and receiving thirty times as much money for it. The exports of rice in the ten months ending with October, 1919, the latest available figures, are 282,000,000 pounds, against 26,420,000 pounds in the ten months ending with October, 1913, the year immediately preceding the war. The value of the rice exported in the ten months ending with October, 1919, is stated by the Government at $25,182,000, against $833,000 as the value of the rice exported in the corresponding months of 1913.

This tremendous increase in the export of rice, says a statement by the National City Bank of New York, is due in part to an increased production and in greater part to a growing recognition abroad of the value and availability of American rice, for the selling price has trebled while the quantity exports was so enormously increasing. The export prices of American rice in the latest months of 1919 for which figures are available averaged 10c per pound, against 3½c per pound in September and October, 1913, being thus about three times as much per pound in 1919 as in the months immediately preceding the war.

## STANDARDIZING THE RETAIL TRADE

A. G. Box, president of the Manitoba Board of the Retail Merchants' Association, speaking recently on how the retail trade could be improved to meet the service now demanded by the public, stated: "In my travels throughout the West during the past number of years, I have more and more realized the fact that many of our merchants are not giving adequate service owing to lack of knowledge of the lines they are carrying. Too many enter the field with the idea that merchandising is something that anyone can go into by merely buying goods with the idea of selling them again. It takes the average man about two years to realize that he should have had previous experience to quaify to become a merchant. Times have changed; a man cannot go into business now the same as he could twenty years ago and make a success of it. The public know as much about retail prices as the merchants themselves, consequently a merchant must continuously watch the markets to see that his purchases are right.

"I am convinced that standards should be established for each line of the retail trade. What I mean is, that a man should have certain qualifications before he is allowed to enter the retail field. He should be required to have a knowledge of the merchandise he proposes to sell. He should know how to keep a record of his business. He should be required to pass a simple examination set by a trade commissioner assisted by an advisory committee in each line."

## PACIFIC MILK COMPANY EXPANDS

Comox "Argus" states that the business of the Courtenay Condensed Milk Co., Vancouver, has been taken over by the Pacific Milk Co. of Ladner. Until a new building for which plans have been prepared has been erected, the Vancouver Island company will continue to operate with its present plant.

The new building will be 60 by 140 feet and will be used for condensing purposes alone.

In this plant will be installed the present plant of the Courtenay Condensed Milk Co., supplemented by more machinery.

David Connor, the salmon broker, will probably leave for the Old Country about the middle of February. When he starts out for the Old Country it is a pretty sure sign that a good many salmon will spend next winter in Europe. He says he wants his copy of the CANADIAN GROCER sent to him, care of the Union Bank of Canada, Princess Street, London.

# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

MARKET conditions throughout Canada have shown an inclination for higher prices. Many lines of commodities have advanced. Molasses and corn syrups are higher and the prospects are for even further advances. Rice and raisins continue to be a main feature on all markets; spot stocks of these lines are almost nil and higher prices are expected on shipments to arrive.

**MONTREAL**—The labor troubles in Cuba are stated to be getting worse and trade is badly hampered by the present shortage of raws. One refinery has been obliged to close down on this account and the present situation is considered serious. Local prices are unchanged and the market rules very firm. Canned goods are quiet. Prices are unchanged Business is not heavy in this line just now, but dealers say they are doing as much as can be expected at a time of year when so many firms are busy taking inventories of their stocks on hand. Although prices remain unchanged in the dried fruit market there is a somewhat easier feeling. Spanish figs are quoted by one dealer as being the best purchase on the market at present on account of their comparatively lower price and good quality. Currants are in active demand owing to the growing scarcity of raisins. Shelled almonds are easier under an active demand and peanuts continue to hold very firm. Beans and peas are unchanged. Activity is being felt in the rice market and prices are fluctuating. Rangoons and Sparkling have advanced, but Carolina rice is unaffected and stands firm. All feeds are very firm and although no changes have been effected in the local markets, higher prices are inevitable. Rolled oats have advanced and package goods generally are very firm. Little change is shown in the spice market and the situation is pretty much as last week. General advances have been made on all corn syrups and very brisk business is reported. Oats and hay are easier and supplies are now stated to be almost normal. Teas are very firm with upward tendencies. All coffees except Rios have advanced one cent per pound and cocoa stands very firm under recently advanced prices. There is little activity in the fruit market. Oranges and lemons are in good demand and the undertone is decidedly firm. Potatoes have declined. Quotations are from $3.75 to $4.25 per 90-lb. bag. Onions are very scarce and prices are again advanced.

**TORONTO**—A number of changes have taken place in grocery commodities this week and the market generally has an upward tendency. The large advance in the price of flour this week is probably the feature of the markets; many other lines of which flour forms a part of their make-up can be expected to advance to higher levels. The sugar market remains very firm. A great deal of labor trouble is occurring in Cuba which is greatly retarding shipments of new raws. New molasses will arrive about March 1st. Brokers are not quoting prices on molasses for future delivery; the market is very firm and indications from primary markets point to higher prices. Corn syrups have advanced. Paper bags and wrapping paper is quoted five per cent. higher. Mincemeat is up in price, due to the higher cost of dried fruits and sugar. All brands of laundry soaps have advanced twenty-five cents a case. Spot supplies of raisins are almost nil; some wholesalers will not sell more than one dozen packages to a customer. One large importer of raisins told CANADIAN GROCER that it was very doubtful whether any more shipments of raisins would arrive as more money could be made by selling in the U.S.A. The tea market is showing a tendency to go higher, especially on the better grades. Coffee also has an upward trend; one line of package coffee has advanced one cent per pound.

The produce and provision market is fairly steady. Hogs and hog products are firm with a trend towards higher levels. Fresh eggs are gradually lowering in price as supplies are becoming larger. Butter remains very firm. The cheese market has a tendency to become easier, apparently waiting for export business to be resumed.

**WINNIPEG**—All commodities this week show an upward tendency. Sugar supplies are very limited. Molasses is expected to advance. Syrups have advanced as likewise have biscuits. Cereals are higher and the demand has been heavy. Supplies of rice are very low. Raisins and evaporated apple stocks are reported almost exhausted and prices are quoted higher. Pork and pork products have a tendency to firmness. Butter and eggs have declined. The cheese market remains steady.

# QUEBEC MARKETS

MONTREAL, Feb. 4—The Montreal markets are firm with an easier undertone to some lines. Sharp advances have been effected on corn syrups and rolled oats. Potatoes are somewhat easier, although the supplies are stated to be little improved. Sugar is steady, but the labor troubles in Cuba have so affected the output of refined sugar that there is again a shortage. Business in general is stated to be rather quiet, but this condition is expected by the trade at this season of the year.

## *Baking Powder Advances; Pork and Beans Also*

**Montreal.**

BAKING POWDER.—Coleman's baking powder has recently advanced and the new quotations are given as follows: 4-oz. tins, $1.30 per dozen; 6-oz., $1.80 per dozen, and 9 and 16-oz., $2.30 and $3.60, respectively.

PORK AND BEANS.—3-lb. tins of Clarke's pork and beans have advanced from $2.75 to $2.90 per dozen, and all other sizes advanced in proportion.

## *Cotton Twine is Advanced*

**Montreal.**

TWINE.—Several advances have been made on cotton twine and the following quotations rule:

4-ply (balls) advance 1c to 79c per pound; 3-ply (balls) advance 2c to 76c per pound; 3-ply (in cones) advance 4c to 75c per pound; 4-ply (in cones) advance 4c to 79c per pound.

By bale of 120 lbs. price is 1 cent less per pound.

## *Trade Curtailed by Raw Sugar*

**Montreal.**

SUGAR.—The labor troubles in Cuba are said to be getting worse and the situation grows serious. One refinery informed CANADIAN GROCER that they were obliged to close down again owing to the fact that sufficient raw sugar cannot be had to continue melting. In the meantime, sugar remains very firm and business is good, but badly hampered by the shortage of raws.

| | |
|---|---|
| Atlantic Sugar Company, extra granulated sugar, 100 lbs. | 14 50 |
| Acadia Sugar Refinery, extra granulated. | 14 50 |
| Canada Sugar Refinery | 14 50 |
| Dominion Sugar Co., Ltd., crystal granulated | 14 50 |
| St. Lawrence Sugar Refineries | 14 50 |
| Icing, barrels | 14 70 |
| Icing, 25-lb. boxes | 15 10 |
| Icing, 50-lb. boxes | 14 90 |
| Do. (50 1-lb. boxes) | 16 20 |
| Yellow, No. 1 | 14 10 |
| Do., No. 2 (Golden) | 14 00 |
| Do., No. 3 | 13 90 |
| Do., No. 4 | 13 70 |
| Powdered, barrels | 14 60 |
| Do., 50s | 14 80 |
| Do., 25s | 15 00 |
| Cubes and Dice (asst. tea), 100-lb. boxes. | 15 10 |
| Do., 50-lb. boxes | 15 20 |
| Do., 25-lb. boxes | 15 40 |
| Do., 2-lb. package | 16 50 |
| Paris lumps, barrels | 15 10 |
| Do., 100 lbs. | 15 20 |
| Do., 50-lb. boxes | 15 30 |
| Do., 25-lb. boxes | 15 50 |
| Do., cartons, 2 lbs. | 16 50 |
| Do., cartons, 5 lbs. | 17 00 |
| Crystal diamonds, barrels | 15 10 |
| Do., 100-lb. boxes | 15 20 |
| Do., 50-lb. boxes | 15 30 |
| Do., 25-lb. boxes | 15 50 |
| Do., cases, 20 cartons | 16 25 |

## *Canned Goods Fairly Active*

**Montreal.**

CANNED GOODS.—There is not much movement this week in this market which remains firm. Dealers state that at this time of year little business in this line is expected, owing to the fact that jobbers do not seem anxious to take goods. Another reason given is that most of the trade is taking inventories of the stocks on hand. Prices are unchanged and supplies are said to be quite adequate to meet present demands.

**CANNED VEGETABLES**

| | | |
|---|---|---|
| Asparagus (Amer.), mammoth green tips | 4 50 | 4 85 |
| Asparagus, imported (2½s) | 5 50 | 5 55 |
| Beans, Golden Wax | 1 75 | 1 85 |
| Beans, Refugee | 1 70 | 1 75 |
| Beets, new, sliced, 2-lb. | 1 00 | 1 35 |
| Corn (2s) | 1 62½ | 1 65 |
| Carrots (sliced), 2s | 1 45 | 1 75 |
| Corn (on cob), gallons | 7 00 | 7 50 |
| Spinach, 3s | 2 85 | 2 90 |
| Squash, 2½-lb., doz. | .... | 1 50 |
| Succotash, 2 lb., doz. | .... | 1 80 |
| Do., Can. (2s) | .... | 1 80 |
| Do., California, 2s | 3 15 | 3 50 |
| Do. (wine gals.) | 8 00 | 10 00 |
| Sauerkraut, 2½ lb. tins | .... | 1 60 |
| Tomatoes, 1s | 1 45 | 1 50 |
| Do., 2s | .... | 1 50 |
| Do., 2½s | 1 80 | 1 85 |
| Do., 3s | 1 90 | 2 15 |
| Do., gallons | 6 50 | 7 00 |
| Pumpkins, 2½s (doz.) | 1 50 | 1 55 |
| Do., gallons (doz.) | .... | 4 00 |
| Peas, standards | 1 85 | 1 90 |
| Do., Early June | 1 92½ | 2 05 |
| Do., extra fine, 2s | .... | 3 00 |
| Do., Sweet Wrinkle | .... | 2 00 |
| Do., fancy, 20 oz. | .... | 1 57½ |
| Do., 2-lb. tins | .... | 2 75 |
| Peas, Imported— | | |
| Fine, case of 100, case | .... | 27 50 |
| Ex. Fine | .... | 30 00 |
| No. 1 | .... | 23 00 |
| Apricots, 2½-lb. tins | 6 25 | 6 50 |
| Apples, 2½s, doz. | 1 40 | 1 65 |
| Do., new pack, doz. | .... | 2 20 |
| Do., 3s, doz. | 1 80 | 1 95 |
| Do., new pack | .... | 6 75 |
| Do., gallons, doz. | 5 25 | 5 75 |
| Blueberries, ½s, doz. | 0 95 | 1 00 |
| Do., 2s | 2 40 | 2 45 |
| Do., 1-lb. talls, doz. | 1 85 | 1 90 |
| Currants, black, 2s, doz. | 4 00 | 4 05 |
| Do., gallons, doz. | .... | 16 00 |
| Cherries, red, pitted, heavy syrup, No. 2½ | 4 80 | 5 15 |
| No. 2 | .... | 20 00 |

**CANNED FRUITS**

| | | |
|---|---|---|
| doz. | 4 75 | 4 80 |
| Do., white, pitted | 4 50 | 4 75 |
| Gooseberries, 2s, heavy syrup, doz. | .... | 2 75 |
| Peaches, heavy syrup— | | |
| No. 2 | 3 65 | 4 00 |
| Do., gallon, "Pie," doz. | .... | 9 50 |
| Do., gallon, table | .... | 10 00 |
| Pears, 2s | 4 25 | 4 50 |
| Do., 2½s | .... | 5 25 |
| Do., 2s (light syrup) | .... | 1 90 |
| Pineapples (grated and sliced), 1-lb. flat, doz. | .... | 1 90 |
| Do., 2-lb. talls, doz. | .... | 2 80 |
| Do., 2½s | 4 00 | 4 50 |
| Plums, Lombard | 2 00 | 2 20 |
| Do., in heavy syrup | 2 40 | 2 45 |
| Do., in light syrup | .... | 2 45 |
| Gages, green, 2s | 2 40 | 2 4. |
| Raspberries, 2s, black or red, heavy syrup | 4 50 | 4 8. |
| Strawberry, 2s, heavy syrup | 4 50 | 4 65 |
| Rhubarb, 2-lb. tins | .... | 2 25 |

**CANNED FISH, MEATS, ETC.**

| | | |
|---|---|---|
| Salmon— | | |
| Chums, 1-lb. talls | .... | 2 00 |
| Do., ½s, flat | .... | 1 20 |
| Sockeye, 48, 1s, doz. | .... | 4 75 |
| Do., 96, ½s, doz. | .... | 2 50 |
| Red Springs, 1-lb. tall | 4 10 | 4 30 |
| Do., ½ lb. | ... | 2 00 |
| Cohoes, 1-lb. tall | ... | 3 65 |
| Do., ½-lb. flat | .... | 1 90 |
| Pinks, 1 lb. | .... | 2 60 |
| Do., ½ lb. | .... | 1 80 |
| White Springs, 1s | .... | 2 00 |
| Chums, 1 lb., talls | .... | 2 00 |
| Do., ½s, flat | .... | 1 10 |
| Gaspe, Niobe Brand (case of 4 doz.), per doz. | .... | 2 25 |
| Alaska, red, 1-lb. tall | 4 25 | 4 50 |
| Herrings, imported, tomato sauce | .... | 3 25 |
| Do., kippered | 2 85 | 2 90 |
| Do., tomato sauce, ½s | .... | 1 85 |
| Do., kipp., Canadian, 48, 1s | .... | 1 .5 |
| Do., plain, case of 4 doz. | .... | 6 75 |
| Do., ½s | .... | 1 65 |
| Haddies (lunch), ½-lb. | .... | 1 00 |
| Haddies, chicken (4 doz. to case), doz. | 2 25 | 2 35 |
| Canadian sardines, case | 6 25 | 6 75 |
| Whale Steak, 1-lb. flat | .... | 2 00 |
| Pilchards, 1-lb. talls | 1 90 | 2 00 |
| Norwegian sardines, per case of 100 (¼s) | 24 00 | 25 00 |
| Oysters (canned), 5 oz., doz. | .... | 2 60 |
| Do., 10 oz., doz. | .... | 4 20 |
| Lobsters, ¼-lb., doz. | .... | 3 40 |
| Do., ½-lb. tins, doz. | 5 50 | 6 00 |
| Do., 1-lb. talls | .... | 12 00 |
| Do., ½-lb., doz. | .... | 6 00 |
| Do., 1-lb. flats | .... | 12 00 |
| Lobster pas . ½-lb. tins | .... | 2 40 |
| Sardines (Amer. Norweg'n style) | .... | 14 50 |
| Do., Canadian brands (as to quality), case | 6 25 | 17 50 |
| Do., French | 32 00 | 34 00 |
| Do., (gen. Norwegian) | 21 00 | 22 25 |
| Do., Portuguese, case | .... | 24 00 |
| Scallops, 1-lb., doz. | .... | 3 25 |
| Do., Eastern trade | .... | 2 65 |
| Do., Winnipeg and Western | .... | 2 85 |
| Scotch Snack, No. 2, doz. | .... | 4 50 |
| Shrimps, No. 1 | 2 40 | 2 80 |
| Do., 1½s | .... | 4 50 |
| Crabs, No. 1 (case 4 doz.) | .... | 6 75 |
| Crab meat (Japanese), doz. | .... | 6 50 |
| Clams (river), 1 lb., doz. | .... | 1 90 |
| Scotch Snack, No. 1, doz., Montreal | .... | 2 35 |
| Meats, English potted, doz. | .... | 2 00 |

## *Spanish Figs Good Sellers*

**Montreal.**

DRIED FRUITS.—Although prices have not been affected, the feeling in this market is a little easier in connection with all dried fruits, save raisins One dealer states that Spanish figs are undoubtedly the best purchase on the market just now. Prices in comparison with other fruit are lower. Dates are getting scarce. The first shipment from London, due this week, has already been sold, and one dealer at least states that prices will advance. Owing to the scarcity of raisins there is an active demand for currants, which are being sold before shipments arrive in this market Business in all lines is very good and the local market rules firm.

| | | |
|---|---|---|
| Apricots, fancy | .... | 0 40 |
| Do., choice | .... | 0 34 |
| Do., slabs | .... | 0 30 |
| Apples (evaporated) | 0 23½ | 0 24 |
| Peaches, (fancy) | 0 28 | 0 30 |
| Do., choice, lb. | .... | 0 28 |
| Pears, choice | 0 30 | 0 35 |
| Drained Peels— | | |
| Choice | .... | 0 26 |
| Ex. fancy | .... | 0 30 |
| Lemon | .... | 0 45 |
| Orange | .... | 0 46 |
| Citron | .. | 0 68 |
| Peels (cut mixed), doz. | ... | 3 25 |

| | | |
|---|---|---|
| **Raisins —** | | |
| **Bulk, 25-lb. boxes, lb.** | **0 13** | **0 23** |
| Muscatels, 2 Crown | .... | 0 23 |
| Do., 1 Crown | .... | 0 25 |
| Do., 3 Crown | .... | 0 24 |
| Do., 4 Crown | 0 19½ | 0 20 |
| **Cal. seedless, cartons, 16 oz.** | .... | **0 23** |
| Cal. seedless, cartons, 16 oz. | 0 22 | 0 23 |
| Fancy seeded | .... | 0 17 |
| 15 oz. | 0 21 | 0 22 |
| Currants, loose | 0 22 | 0 26 |
| Do., Greek, 15 oz. | .... | 0 25 |
| Dates, Excelsior (36-10s), pkg. | .... | 0 15½ |
| Fard, 12-lb. boxes | .... | 3 25 |
| Packages only | 0 19 | 0 20 |
| Do., Dromedary (36-10 oz.) | .... | 0 19 |
| Packages only, Excelsior | .... | 0 20 |
| Figs (layer), 10-lb. boxes, 2s, lb. | .... | 0 40 |
| Do., 2¼s, lb. | .... | 0 45 |
| Do., 2½s, lb. | .... | 0 48 |
| Do., 2¾s, lb. | .... | 0 50 |
| Figs, white (70 4-oz. boxes) | .... | 5 40 |
| Figs, Spanish (cooking), 28-lb. boxes, each | .... | 0 14 |
| Figs, Turkish, 3 crown, lb. | .... | 0 44 |
| Do., 5 Crown, lb. | .... | 0 46 |
| Do., 7 Crown, lb. | .... | 0 52 |
| Figgs, mats | .... | 4 75 |
| Do., 28 8-oz. boxes) | .... | 3 50 |
| Do. (12 10-oz. boxes) | .... | 2 20 |
| Prunes (25-lb. boxes)— | | |
| 20-30s | .... | 0 38 |
| 30-40s | .... | 0 30 |
| 40-50s | .... | 0 27 |
| 50-60s | .... | 0 23 |
| 60-70s | .... | 0 22 |
| 70-80s (25-lb. box) | .... | 0 20 |
| 80-90s | .... | 0 19 |
| 90-100s | .... | 0 17½ |
| 100-120s | 0 16 | 0 17 |

## *Almonds Easier; Peanuts Firm*

**Montreal.**

NUTS.—Shelled almonds are somewhat easier, although no definite change has been made over last week's quotation. There is stated to be a very heavy demand for almonds and business is brisk. Peanuts continue to hold very firm and higher prices may be expected. Bordeaux shelled walnuts (1919 crop) have arrived on the Montreal markets. Owing to the rate of exchange on the French franc at the present time they are selling at a slightly lower figure.

| | | |
|---|---|---|
| Almonds, Tarragona, per lb. | 0 35 | 0 36 |
| Do., shelled | .... | 0 60 |
| Do., Jordan | .... | 0 75 |
| Brazil nuts (new) | .... | 0 26 |
| Chestnuts (Canadian) | .... | 0 27 |
| Filberts (Sicily), per lb. | 0 28 | 0 29 |
| Do., Barcelona | 0 25 | 0 26 |
| Hickory nuts (large and small), lb. | 0 10 | 0 15 |
| Pecans, No. 4, Jumbo | .... | 0 35 |
| Peanuts, Jumbo | .... | 0 24 |
| Do., "G" | 0 19 | 0 20 |
| Do., Coons | .... | 0 16 |
| Do., Shelled, No. 1 Spanish | 0 24 | 0 25 |
| Do., Salted, Spanish, per lb. | 0 29 | 0 30 |
| Do., Shelled, No. 1, Virginia | 0 16½ | 0 18 |
| Do., No. 1 Virginia | .... | 0 14 |
| Peanuts (Salted)— | | |
| Fancy wholes, per lb. | .... | 0 38 |
| Fancy splits, per lb. | .... | 0 33 |
| Pecans, new Jumbo, per lb. | 0 32 | 0 35 |
| Do., large, No. 2, polished | 0 32 | 0 35 |
| Do., Orleans, No. 2 | 0 21 | 0 24 |
| Do., Jumbo | .... | 0 60 |
| Pecans, shelled | 1 60 | 1 70 |
| Walnuts | 0 29 | 0 35 |
| Do., new Naples | .... | 0 25 |
| Do., shelled | 0 82 | 0 85 |
| Do., Chilean, bags, per lb. | .... | 0 33 |

**Note—Jobbers sometimes make an added charge to above prices for broken lots.**

## *Beans Unchanged; Peas Remain Steady*

**Montreal.**

BEANS.—This market remains firm on an unchanged price basis with upward tendencies. One large dealer is quoting Canadian white beans at $5.40 per bushel.

PEAS. — There remains to be a fairly active demand for peas, but no changes have been made this week and business is said to be reasonably good.

| | | |
|---|---|---|
| **BEANS—** | | |
| Canadian, hand-picked, bush. | 5 40 | 5 75 |
| Japanese | 5 25 | 5 50 |
| Japanese Lima, per lb. (as to quality) | 0 10 | 0 12 |
| Lima, California | 0 17 | 0 20 |
| **PEAS—** | | |
| White soup, per bush. | 4 80 | 5 00 |
| Split, new crop (98 lbs.) | 5 40 | 5 50 |
| Boiling, bushel | 4 80 | 5 00 |
| Japanese, green, lb. | 0 10½ | 0 11 |

## *Rice Fluctuates; Rangoons Advance*

**Montreal.**

RICE.—There is a deal of fluctuation in this market, and while Rangoons and Sparkling have advanced, Caroline rice is unaffected and stands firm. The markets are still reported rather bare, but supplies are found to be ample to meet the demands which are not heavy just now. Rangoon "B" have advanced ¾c per pound, 14c on 100-lb. bag, and Sparkling is now selling at 1 cent more per pound. Texas broken rice has also advanced one cent per pound.

| | | |
|---|---|---|
| **RICE—** | | |
| Carolina, ex. fancy | 17 50 | 20 00 |
| Do. (fancy) | .... | 17 00 |
| Do., No. 2 | .... | 16 50 |
| Siam, No. 2 | .... | 12 50 |
| Siam (fancy) | .... | 16 00 |
| Rangoon "B" | 11 75 | 13 25 |
| Rangoon CC | 11 75 | 13 00 |
| Mandarin | .... | 18 75 |
| Sparkling | .... | 15 75 |
| Japan | .... | 13 50 |
| Do., special | .... | 9 50 |
| Patna | 0 14¾- 0 15½ | 0 17 0 18 |
| Broken rice, fine | .... | 7 00 |
| Do., coarse | .... | 9 00 |
| Tapioca, per lb. (seed) | 0 12½ | 0 16 |
| Do. (pearl) | 0 12½ | 0 14 |
| Do. (flake) | 0 11 | 0 13 |

**Note.—The rice market is subject to frequent change and the price bases is quite nominal.**

## *Feeds Stand Very Firm*

**Montreal.**

FEEDS.—This market is very firm, and although it is stated that advances have been effected in some quarters, the local market stands unchanged, but with undoubtedly upward tendencies. There is a continued active demand for all feeds and business is stated to be good.

| | | |
|---|---|---|
| FEEDS— | | |
| Bran, mixed cars | .... | 45 00 |
| Shorts, mixed cars | .... | 52 00 |
| Crushed oats | 63 00 | 71 00 |
| Barley chop | .... | .... |
| Special Middlings | .... | .... |
| Feed Flour, 98 lbs. | .... | 3 80 |
| Gluten Feed— | | |
| F.o.b. Cardinal | .... | 64 00 |
| F.o.b. Fort William | .... | 62 00 |

## *90-cent Advance On Rolled Oats*

**Montreal.**

PACKAGE GOODS.—The outstanding change in this market is the advance that has been made on rolled oats. This advance does not come as a surprise to the trade, who, for some time past, have been expecting it. The oat market has been uncertain for some time and is still unsettled, with upward tendencies, and this feeling is reflected naturally in goods composed chiefly of oats. The market stands firm under recent advances.

| **PACKAGE GOODS** | | |
|---|---|---|
| **Breakfast food, case 18** | .... | 2 85 |
| **Cocoanut, 2 oz. pkgs., doz.** | .... | 0 73½ |
| **Do., 20-lb. cartons, lb.** | .... | 0 36 |
| Corn Flakes, 3 doz. case 3 50 3 65 3 50 | | 4 25 |
| **Oat Flakes, 20s** | .... | 5 40 |
| Rolled oats, 20s | .... | 6 50 |
| Do., 18s | .... | 2 42½ |
| **Do., large, doz.** | .... | 3 00 |
| Oatmeal, fine cut, pkgs., case | .... | 6 75 |
| Puffed rice | .... | 5 70 |
| Puffed wheat | .... | 4 25 |
| Farina, case | .... | 2 35 |
| Hominy, pearl or granu., 2 doz. | .... | 3 65 |
| Health bran (20 pkgs.), case | .... | 2 60 |
| Scotch Pearl Barley, case | .... | 2 60 |
| Pancake Flour, case | .... | 3 60 |
| Pancake Flour, self-raising, doz. | .... | 1 50 |
| Wheat food, 18-1½s | .... | 3 25 |
| Buckwheat Flour, case | .... | 3 60 |
| Wheat flakes, case of 2 doz. | .... | 2 80 |
| Oatmeal, fine cut, 20 pkgs. | .... | 6 75 |
| Porridge wheat, 36s, case | .... | 7 30 |
| Do., 20s, case | .... | 7 50 |
| Self-raising Flour (3-lb. pack.) doz. | .... | 2 95 |
| Do. (6-lb. pack.), doz. | .... | 5 80 |
| Corn starch (prepared) | .... | 0 11¾ |
| Potato flour | .... | 0 16½ |
| Starch (laundry) | .... | 0 12 |
| Flour, Tapioca | 0 15 | 0 16 |

## *Winter Wheat Scores Advance*

**Montreal.**

FLOUR.—By order of the Canadian Wheat Board, winter wheat flour was recently advanced to $11.25 per barrel. No other changes are reported on this market, which remains very firm under a steady and heavy demand.

| | | |
|---|---|---|
| **Standard Wheat Flours—** | | |
| **Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2)** jute bags, 98 lbs. | .... | 13 25 |
| Per bbl., in(2)cotton bags, 98 lbs. | .... | 13 45 |
| **Small lots, per bbl. (2) jute** bags, 98 lbs. | .... | 13 55 |
| Winter wheat flour (bbl.) Jute bags | .... | .... |

## *Good Demand For Spices*

**Montreal.**

SPICES.—No definite changes have been effected in the market this week and although, in one quarter, whole cloves are advanced 20c per pound, there are no general changes. The market is firm and supplies are said to be coming in better, although the volume of business is not great at this present time.

| | | |
|---|---|---|
| **Allspice** | .... | 0 22 |
| **Cassia (pure)** | 0 33 | 0 35 |
| Cocoanut, pails, 20 lbs., unsweetened, lb. | .... | 0 46 |
| Do., sweetened, lb. | .... | 0 36 |
| Chicory (Canadian), lb. | .... | 0 20 |
| Cinnamon— | | |
| **Rolls** | .... | 0 35 |
| Pure, ground | 0 35 | 0 40 |
| Cloves | 0 85 | 0 90 |
| Cream of tartar (French pure) | 0 75 | 0 80 |
| American high test | 0 80 | 0 85 |
| Ginger | .... | 0 40 |
| Ginger (Cochin or Jamaica) | .... | 0 31 |
| Mace, pure, 1-lb. tins | .... | 1 00 |
| Mixed spice | 0 30 | 0 32 |
| Do., 2½ shaker tins, doz. | .... | 1 15 |
| Nutmegs, whole | 0 60 | 0 70 |
| 64, lb. | .... | 0 45 |
| 80 lb. | .... | 0 43 |
| 100, lb. | .... | 0 40 |
| Ground, 1-lb. tins | .... | 0 65 |
| Pepper, black | 0 38 | 0 40 |
| Do., special | .... | 0 32 |
| Do., white | .... | 0 50 |
| Pepper (Cayenne) | 0 35 | 0 37 |
| Pickling spice | 0 28 | 0 30 |
| Paprika | 0 65 | 0 70 |
| Tumeric | 0 28 | 0 30 |
| Tartaric acid, per lb. (crystals or powdered) | 1 00 | 1 10 |
| Cardamon seed, per lb., bulk | .... | 2 00 |
| Carraway (nominal) | 0 30 | 0 35 |
| Cinnamon, China, lb. | .... | 0 20 |
| Do., per lb. | .... | 0 35 |
| Mustard seed, bulk | 0 35 | 0 40 |
| Celery seed, bulk (nominal) | 0 75 | 0 80 |
| Pimento, whole | 0 18 | 0 |

For spices packed in cartons add 4½ cents a

lb., and for spices packed in tin containers add 10 cents per lb.

## General Advance in Corn Syrups

Montreal.

SYRUPS. — General advances have been made this week on corn syrups. So great is the present demand for corn syrup at this time that CANADIAN GROCER was informed by one of the largest companies that they are refusing to take fresh orders until they have caught up with the huge outstanding ones. There is no actual change in maple syrup, although the market is very firm. The new crop will be upon the market about two weeks from now and it is thought that there will be little movement manifested until then.

| | | |
|---|---|---|
| **Corn Syrups—** | | |
| **Barrels, about 700 lbs., per lb.** | .... | **0 08¼** |
| Half barrels | .... | 0 08½ |
| **Kegs** | .... | **0 08¾** |
| **2-lb. tins, 2 doz. in case, case** | .... | **5 45** |
| **5-lb. tins, 1 doz. in case, case** | .... | **6 05** |
| **10-lb. tins, ½ doz. in case, case** | .... | **5 75** |
| **20-lb. tins, ¼ doz. in case, case** | .... | **5 70** |
| 2-gal. 25-lb. pails, each | .... | 2 70 |
| 3-gal. 38½-lb. pails, each | .... | 3 80 |
| 5-gal. 65-lb. pails, each | .... | 6 50 |
| **White Corn Syrup—** | | |
| 2-lb. tins, 2 doz. in case, case | .... | 6 30 |
| 5-lb. tins, 1 doz. in case, case | .... | 7 15 |
| 10-lb. tins, ½ doz. in case, case | .... | 6 85 |
| **20-lb. tins, ¼ doz. in case, case** | .... | **6 20** |
| **Cane Syrup (Crystal) Diamond—** | | |
| case (2-lb. cans) | .... | 8 50 |
| Barrels, per 100 lbs. | .... | 12 25 |
| Half barrels, per 100 lbs. | .... | 12 50 |
| **Glucose, 5-lb. cans (case)** | .... | **4 80** |

| | Prices for Island | of Montreal |
|---|---|---|
| **Barbadoes Molasses—** | | |
| Puncheons | 1 30 | 1 35 |
| Barrels | 1 33 | 1 36 |
| Half barrels | 1 35 | 1 40 |
| Fancy Molasses (in tins)— | | |
| 2-lb. tins, 2 doz. in case, case | .... | 6 00 |
| 3-lb. tins, 2 doz. in case, case | .... | 8 25 |
| 5-lb. tins, 1 doz. in case, case | .... | 6 80 |
| 10-lb. tins, ½ doz. in case, case | .... | 6 65 |

**Note—Prices on molasses to outside points average about 3c per gallon less. In gallon lots 2c above ½ barrel prices.**

## Heavy Demand For All Teas

Montreal.

TEAS—There is practically no change this week in this market. Prices show no change, but a decidedly upward tendency is being felt. It is stated that there is at the present time an enormous consumption of this beverage, and one dealer informed CANADIAN GROCER that in view of this heavy demand and the bare condition of the markets, higher prices are inevitable.

| | | |
|---|---|---|
| JAPAN TEAS— | | |
| Choice (to medium) | 0 65 | 0 75 |
| Early picking | 0 65 | 0 70 |
| Finest grades | 0 80 | 1 00 |
| Javas— | | |
| Pekoes | 0 46 | 0 48 |
| Orange Pekoes | 0 49 | 0 51 |
| Broken Orange Pekoes | 0 48 | 0 50 |

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

## Coffee Rules Firm; Cocoa Good Seller

Montreal.

COFFEE.—All coffees with the exception of Rios have been advanced one cent per pound, and brisk business is reported. Otherwise the situation is pretty much as it was last week. Supplies are still rather short, but dealers state that no difficulty is experienced in meeting the prevailing heavy demands.

COCOA.—This market stands very firm, and although prices have recently been advanced, active business is being done in this product.

| | | |
|---|---|---|
| COFFEE— | | |
| Rio, lb. | 0 33½ | 0 35½ |
| Mexican, lb. | 0 47 | 0 48 |
| Jamaica, lb. | 0 44 | 0 46 |
| Bogotas, lb. | 0 47 | 0 49½ |
| Mocha (types) | 0 47 | 0 49 |
| Santos, Bourbon, lb. | 0 46 | 0 48 |
| Santos, lb. | 0 45 | 0 47 |
| COCOA— | | |
| In 1-lbs., per doz. | .... | 5 80 |
| In ½-lbs., per doz. | .... | 3 00 |
| In ¼-lbs., per doz. | .... | 1 60 |
| In small size, per doz. | .... | 1 15 |

## Oats Are Easier; Hay is Steady

Montreal.

HAY AND OATS.—Although there is a little advance on oats (No. 2 C.W.), there is an easier feeling manifested in this market. Trade is stated to be fairly good.

HAY.—No changes have been effected this week and the market stands steady. Supplies are stated to be almost normal and the moderate demands of the present can be met. This market remains very firm.

| | | |
|---|---|---|
| Hay— | | |
| Good, No. 1, per 2,000 lb. ton. | .... | 28 00 |
| Do., No. 2 | .... | 27 00 |
| Do., No. 3 | .... | 24 00 |
| Straw | .... | 15 00 |
| Oats— | | |
| No. 2 C.W. (34 lbs.) | .... | 1 16 |
| No. 3 C.W. | .... | 1 06 |
| Extra feed | .... | .... |
| No. 1 feed | .... | 1 12 |
| No. 2 feed | .... | .... |
| Tough 3 C.W. | .... | 1 09½ |
| Barley— | | |
| No. 3 C. W. | .... | .... |
| No. 3 | .... | .... |
| No. 4 C.W. | .... | .... |
| Feed barley | .... | 1 65 |

Prices are at elevator.

## Good Demand For Oranges and Lemons

Montreal.

FRUIT.—Little activity has been manifested in the local markets this week, and although prices are unchanged the undertone is decidedly firm, especially in the case of oranges and lemons, for which there is an active demand. Grapefruit are good sellers at this season, and a general fair business is being done in all fruits.

| | | |
|---|---|---|
| Apples— | | |
| Baldwins | 7 50 | 8 00 |
| Ben Davis, No. 1 | 6 00 | 7 00 |
| MacIntosh Red | .... | 12 00 |
| Fameuse, No. 1 | 14 00 | 15 00 |
| Greenings | 7 50 | 8 00 |
| Gravenstein | .... | .... |
| Spies | .... | 10 00 |
| Winter Reds | 6 50 | 7 00 |
| Apples in boxes | .... | 4 00 |
| Bananas (as to grade), bunch | 6 00 | 7 00 |
| Cranberries, bbl. | 12 00 | 13 50 |
| Do., gal. | .... | 0 75 |
| Grapes, Tokay (box), 30 lbs. | .... | .... |
| Grape, Emperor, kegs | .... | 13 00 |
| Grapefruit, Jamaican, 64, 80, 96 | .... | 4 25 |
| Do., Florida, 54, 64, 80, 96 | .... | 4 25 |
| Lemons, Messina | .... | 6 00 |
| Pears, Cal. | .... | 6 50 |
| Pomegranates (boxes of about 80), box | .... | 3 00 |
| Keiffer Pears (box) | .... | 2 75 |
| Pears, Cal. | .... | 5 00 |
| Oranges, Cal., Valencias | .... | 7 00 |
| Cal. Navels | 7 00 | 7 50 |
| Florida, case | .... | 4 00 |

## Potatoes Decline; Onions Advance

Montreal.

VEGETABLES.—Potatoes are a little easier in this market and are now quoted at from $3.75 to $4.25 per 90-lb. bag. Supplies are still very poor, but some little improvement is manifested. Onions are very scarce and have scored another sharp advance. Spanish are selling at $8.50 per case and red onions are quoted at from $8.50 to $9.00 per 75 lbs. Montreal turnips have advanced to from $1.50 to $1.75 per bag. Trade is very good.

| | | |
|---|---|---|
| Artichokes, bag | .... | .... |
| **Beans, new string (imported) hamper** | .... | 7 00 |
| Beets, new, bag (Montreal) | .... | 2 00 |
| Cucumbers (hothouse), doz. | .... | 4 00 |
| Chicory, doz. | .... | 0 75 |
| Cauliflower, Am., doz. dble crate | .... | 7 00 |
| Do., single crate | .... | 3 50 |
| Cabbage (Montreal), barrels | .... | 5 50 |
| Carrots, bag | .... | 1 25 |
| Celery, Canadian, doz. | .... | .... |
| Do., California, 5-7 doz. crate | .... | 13 00 |
| Garlic, lb. | .... | 0 50 |
| Horseradish, lb. | .... | 0 20 |
| Lettuce (Boston), head crate | .... | 3 25 |
| Leeks, doz. | .... | 3 00 |
| Mint | .... | 0 60 |
| Mushrooms, lb. | .... | 1 50 |
| Do., basket (about 3 lbs.) | .... | 4 00 |
| Onions, Yellow, 75-lb. sack | .... | 6 50 |
| Do., red, 75 lbs. | 8 50 | 9 00 |
| Do., crate | .... | 2 75 |
| Do., Spanish, case | .... | 8 50 |
| Oyster plant, doz. | .... | 0 50 |
| Parsley (Canadian) | .... | 0 60 |
| Peppers, green, doz. | .... | 0 50 |
| Parsnips, bag | .... | 1 75 |
| Potatoes, Montreal (90-lb. bag) | 3 75 | 4 25 |
| Do., New Brunswick | .... | 4 00 |
| Do., sweet hamper | 3 50 | 3 75 |
| Radishes, American, doz. | .... | 0 75 |
| Spinach, barrel | .... | 6 00 |
| Turnips, Quebec, bag | .... | 2 00 |
| Do., Montreal | 1 50 | 1 75 |
| Tomatoes, hothouse, lb. | .... | 0 65 |

# ONTARIO MARKETS

TORONTO, Feb. 6—A general firmness is felt in the markets this week. All commodities have an upward tendency. Stocks of rice and raisins are almost nil. All laundry soaps have advanced 25 cents per case. Old Dutch Cleanser is up 25 cents a case. Corn syrups are up 60 cents per case. Flour has advanced $1.15 per barrel. Fruits and vegetables are in good demand and prices remain firm. Bitter oranges are expected to be on the market in about two weeks.

## Sugar Prices Remain Firm

Toronto.

SUGAR.—The sugar market remains very firm. Supplies are coming forward very slowly, due to the labor troubles in Cuba, which is retarding shipments of new raws. Prices are unchanged.

| | |
|---|---|
| St. Lawrence, extra granulated, cwt. | 14.71 |
| Atlantic, extra granulated | 14 71 |
| Acadia Sugar Refinery, extra granulated | 14 71 |
| Can. Sugar Refinery, extra granulated | 14 71 |

**Dom. Sugar Refinery, extra granulated.. 14 71**

**Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2, 55c.**

**Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c**

**Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10, 50c; cartons, 20/5s, 60c; cartons, 50/2, 70c Yellows same as above.**

## *Corn Syrup Has Advanced*

**Toronto.**

CORN SYRUPS AND MOLASSES.—Last week CANADIAN GROCER pointed out that corn syrups would be higher. The advance has taken place, the two-pound tins are up 45 cents a case; the 5- and 10-pound tins are quoted 60 cents a case higher. Barbadoes molasses is not being quoted this week; it is practically off the market. Brokers are not quoting future prices on new molasses, which are due to arrive about March first.

| | | |
|---|---|---|
| Corn Syrups— | | |
| Barrels, about 700 lbs., yellow | .... | 0 08½ |
| Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls. | | |
| Cases, 2-lb. tins, white, 2 doz. in case | .... | 6 30 |
| Cases, 5-lb. tins, white, 1 doz. in case | .... | 7 15 |
| Cases, 10-lb. tins, white, ½ doz. in case | .... | 6 85 |
| Cases, 2-lb. tins, yellow, 2 doz. in case | .... | 5 70 |
| Cases, 5-lb. tins, yellow, 1 doz. in case | .... | 6 55 |
| Cases, 10-lb. tins, yellow, ½ doz. in case | .... | 6 25 |
| Cane Syrups— | | |
| Barrels and half barrels, lb. | 0 08 | .... |
| Half barrels, ¼c over bbls.; ¼ bbls., ½c over. | | |
| Cases, 2-lb. tins, 2 doz. in case | .... | 7 00 |
| Molasses— | | |
| Fancy, Barbadoes, barrels | .... | .... |
| Choice Barbadoes, barrels | .... | .... |
| West India, bbls., gal. | 0 40 | 0 45 |
| West India, No. 10, kegs | .... | 6 50 |
| West India, No. 5, kegs | 2 75 | 3 00 |
| Tins, 2-lb., table grade, case 2 doz., Barbadoes | .... | .... |
| Tins, 3-lb. table grade, case 2 doz. Barbadoes | .... | .... |
| Tins, 5-lb., 1 doz. to case, Barbadoes | .... | .... |
| Tins, 10-lb., ½ doz. to case, Barbadoes | .... | .... |
| Tins, No. 2, baking grade, case 2 doz. | 3 50 | 4 00 |
| Tins, No. 3, baking grade, case of 2 doz. | 4 70 | 6 50 |
| Tins, No. 5, baking grade, case of 1 doz. | 3 75 | 6 20 |
| Tins, No. 10, baking grade, case of ½ doz. | 3 60 | 6 00 |
| West Indies, 1½s, 48s | 4 60 | 6 95 |

## *Package Oats and Starch Higher*

**Toronto.**

PACKAGE GOODS.—Some weeks ago CANADIAN GROCER announced that higher prices would be quoted on package rolled oats about February first. The new prices are 90 cents a case higher for the round and square package. Laundry and corn starch are a quarter cent a pound higher.

**PACKAGE GOODS**

| | | |
|---|---|---|
| Rolled Oats, 20s, round, case | .... | 6 50 |
| Do., 20s, square, case | .... | 6 50 |
| Do., 36s, case | .... | 4 85 |
| Do., 18s, case | .... | 2 42½ |
| Corn Flakes, 36s, case | 4 00 | 4 25 |
| Porridge Wheat, 36s, regular, case | .... | 6 00 |
| Do., 20s, family, case | .... | 6 80 |
| Cooker Package Peas, 36s, case | .... | 4 20 |
| Cornstarch, No. 1, lb. cartons | .... | 0 12 |
| Do., No. 2, lb. cartons | .... | 0 10½ |
| Laundry starch | .... | 0 10¼ |
| Laundry starch, in 1-lb. cartons | .... | 0 12¼ |
| Do., in 6-lb. tin canisters | .... | 0 13¾ |
| Do., in 6-lb. wood boxes | .... | 0 13¾ |
| Potato Flour, in 1-lb. pkgs | .... | 0 16 |
| Fine oatmeal, 20s | .... | 6 75 |
| Cornmeal, 24s | .... | 3 65 |
| Farina, 24s | .... | 2 90 |
| Barley, 24s | .... | 2 60 |
| Wheat flakes, 24s | .... | 5 60 |
| Wheat kernels, 24s | .... | 4 50 |
| Self-rising pancake flour, 24s | .... | 3 30 |
| Buckwheat flour, 24s | .... | 3 30 |
| White flour, 24s | .... | 1 65 |
| Graham flour, 24s | .... | .... |

MISCELLANEOUS. — Old Dutch Cleanser is up 25 cents a case. Goblin soap now quoted at $6.00 per case; all other laundry soaps are up 25 cents per case. Wethey's mince meat has advanced to $1.95 per dozen. Bird gravel is higher, the large size quoted at $1.35 per dozen, the small size at 70 cents per dozen. Paper bags and wrapping paper is quoted 5 per cent. higher. Chase and Sanborn's coffee quoted one cent per pound higher.

Clark's pork and beans have advanced 3 to 15 cents per dozen. Potted meats are up 10 cents per dozen. There is a good demand for all lines of canned fruit and vegetables. The prices for the most part remain unchanged.

## *Upward Tendency on Breakfast Foods*

**Toronto.**

CEREALS.—There is an active demand for all lines of cereals and the market remains firm, with an upward tendency.

| | Single Bag Lots F.o.b. Toronto | |
|---|---|---|
| Barley, pearl, 98s | .... | 8 00 |
| Barley, pot, 98s | .... | 6 50 |
| Barley Flour, 98s | .... | 4 50 |
| Buckwheat Flour, 98s | .... | 6 25 |
| Cornmeal, Golden, 98s | 5 75 | 6 00 |
| Do., fancy yellow, 98s | .... | 6 50 |
| Hominy grits, 98s | 5 50 | 6 00 |
| Hominy, pearl, 98s | 5 25 | 5 75 |
| Oatmeal, 98s | 5 75 | 6 00 |
| Oat Flour | .... | .... |
| Corn Flour, 98s | .... | 5 50 |
| Rye Flour, 98s | .... | 5 00 |
| Rolled Oats, 90s | 5 25 | 5 50 |
| Rolled Wheat, 100-lb. bbl. | 6 50 | 7 25 |
| Cracked wheat, bag | .... | 6 50 |
| Breakfast food, No. 1 | .... | 7 75 |
| Do., No. 2 | .... | 7 75 |
| Rice flour, 100 lbs. | .... | 10 00 |
| Linseed meal, 98s | .... | 6 75 |
| Peas, split, 98s | .... | 0 08½ |
| Blue peas, lb. | 0 09 | 0 10 |
| Marrowfat green peas | .... | 0 11¾ |
| Graham Flour, 98s | .... | 6 60 |
| Farina, 98s | .... | 6 20 |

## *Dried Fruits Are Very Active*

**Toronto.**

DRIED FRUITS.—No new developments are reported in the dried fruit market this week, although the trend of the market is upwards. Stocks of raisins in wholesalers' warehouses are becoming very small. Brokers state that it will be very doubtful whether any more shipments of raisins will arrive in Canada, due to the high exchange rate. They also claim that more money can be made by selling in the United States.

| | | |
|---|---|---|
| Evaporated apples | .... | 0 24 |
| Apricots, cartons, 11 oz., 48s | .... | 4 55 |
| Candied Peels, American— | | |
| Lemon | 0 44 | 0 46 |
| Orange | 0 44 | 0 46 |
| Currants— | | |
| Grecian, per lb. | 0 22 | 0 23 |
| Australians, 3 Crown, lb. | 0 22 | 0 23 |
| Dates— | | |
| Excelsior, pkgs., 3 doz. in case | .... | 5 50 |
| Dromedary, 9 doz. in case | .... | 7 25 |
| Fard, lb. | .... | .... |
| New Hallowee dates, per lb. | 0 19½ | 0 20 |
| Figs— | | |
| Taps, lb. | .... | 0 17 |
| Malagas, lb. | .... | .... |
| Comarde figs, mats, lb. | .... | .... |
| Smyrna figs, in bags | 0 16 | 0 18 |
| Cal., 4 oz. pkgs., 70s, case | .... | 5 00 |
| Cal., 8 oz., 20s, case | .... | 3 25 |
| Cal., 10 oz., 12s, case | .... | 2 25 |
| Prunes— | Per lb. | |
| 30-40s, 25s | .... | 0 31 |
| 40-50s, 25s | .... | 0 28 |
| 50-60s, 25s | .... | 0 24 |
| 60-70s, 25s | .... | 0 22 |
| 70-80s, 25s | .... | 0 21½ |
| 80-90s, 25s | .... | 0 17¾ |
| 90-100s, 25s | .... | 0 16¾ |
| Sunset prunes in 5-lb. cartons, each | .... | 1 15 |
| Peaches— | | |
| Standard, 25-lb. box, peeled | 0 26½ | 0 28 |
| Choice, 25-lb. box, peeled | 0 27 | 0 30 |
| Fancy, 25-lb. boxes | 0 29 | 0 30 |
| Raisins — | | |
| California bleached, lb. | .... | .... |
| Extra fancy, sulphur blch., 25s | .... | 0 28½ |
| Seedless, 15-oz. packets | .... | 0 26½ |
| Seedless, 15-oz. packets | 0 24 | 0 25½ |
| Seedless, Thompson's, bulk | 0 25 | 0 26 |
| Crown Muscatels, No. 1s, 25s | .... | 0 25 |
| Turkish Sultanas | 0 25½ | 0 28½ |

## *Shelled Nuts Remain Firm*

**Toronto.**

NUTS.—The demand for nuts is keeping up exceptionally well. The market remains firm at unchanged prices.

| | | |
|---|---|---|
| Almonds, Tarragonas, lb. | 0 31 | 0 33 |
| Butternuts, Canadian, lb. | .... | 0 08 |
| Walnuts, Cal., bags, 100 lbs. | 0 40 | 0 45 |
| Walnuts, Bordeaux, lb. | 0 28 | 0 30 |
| Walnuts, Grenobles, lb. | .... | 0 33 |
| Do., Marbot | .... | 0 30 |
| Filberts, lb. | .... | 0 25 |
| Pecans, lb. | 0 30 | 0 32 |
| Cocoanuts, Jamaica, sack | .... | 10 00 |
| Cocoanut, unsweetened, lb. | .... | 0 45 |
| Do., sweetened, lb. | .... | 0 45 |
| Peanuts, Jumbo, roasted | 0 18 | 0 19 |
| Brazil nuts, large, lb. | 0 32 | 0 33 |
| Mixed Nuts, bags 50 lbs. | .... | 0 32 |
| Shelled— | | |
| Almonds, lb. | 0 62 | 0 65 |
| Filberts, lb. | 0 50 | 0 65 |
| Walnuts, Bordeau lb. | 0 88 | 0 90 |
| Do., Manchurian | .... | 0 68 |
| Peanuts, Spanish, lb. | .... | 0 25 |
| Do., Chinese, 30-32 to oz. | 0 18 | 0 19 |
| Brazil nuts, lb. | .... | 0 88 |
| Pecans, lb. | .... | 1 10 |

## *Canned Goods Moving Freely*

**Toronto.**

CANNED GOODS.—All canned goods, both fruit and vegetable, are in active demand. A shortage of canned peas is reported, but some wholesalers are practically cleaned up. New prices on jams are announced this week. Strawberries in 16 oz. sizes are quoted at $5.10 per dozen. The fours are $1.30. Black currants in 16 oz. sizes are $4.85 per dozen, and the fours $1.25 each.

| | | |
|---|---|---|
| Salmon— | | |
| Sockeye, 1s, doz. | .... | 4 75 |
| Sockeye, ½s, doz. | .... | 2 75 |
| Alaska reds, 1s, doz. | 4 25 | 4 50 |
| Do., ½s | .... | 2 50 |
| Lobsters, ½ lb., doz. | .... | 6 50 |
| Do., ¼-lb. tins | .... | 3 90 |
| Whale Steak, 1s, flat, doz. | 1 75 | 1 90 |
| Pilchards, 1-lb. talls, doz. | 1 75 | 2 10 |
| Canned Vegetables— | | |
| Tomatoes, 2½s, doz. | 1 95 | 2 00 |
| Peas, standard, doz. | 2 35 | 2 50 |
| Do., Early June, doz. | .... | 2 40 |
| Do., Sweet Wrinkle, doz. | 2 50 | 2 70 |
| Beets, 2s, dozen | .... | 1 45 |
| Do., extra sifted, doz. | 2 77½ | 2 82½ |
| Beans, golden wax, doz. | .... | 2 00 |
| Asparagus, tins, doz. | 3 85 | 4 25 |
| Asparagus butts, 2½s, doz. | .... | 2 50 |
| Canadian corn | 1 75 | 2 10 |
| Pumpkins, 2½s, doz. | .... | 1 25 |
| Spinach, 2s, doz. | .... | 2 15 |
| Do., 2½s, doz. | 2 52½ | 2 80 |
| Do., 10s, doz. | .... | 10 00 |

| | | |
|---|---|---|
| **Pineapples, sliced, 2s, doz.** | **4 50** | **4 75** |
| **Do., shredded, 2s, doz.** | **4 50** | **4 75** |
| **Rhubarb, preserved, 2s, doz.** | **2 07½** | **2 10** |
| **Do., preserved, 2½s, doz.** | **2 65** | **4 52½** |
| **Do., standard 10s doz.** | .... | **5 00** |
| **Apples, gal., doz.** | | **6 25** |
| **Peaches, 2s, doz.** | **3 55** | **3 90** |
| **Pears, 2s, doz.** | **3 00** | **4 25** |
| **Plums, Lombard, 2s, doz.** | **3 10** | **6 25** |
| **Do., Green Gage** | **3 25** | **3 40** |
| **Cherries, pitted, H. S.** | **4 35** | **4 40** |
| **Blueberries, 2s** | **2 25** | **2 40** |
| **Strawberries, 2s, H. S.** | **4 90** | **5 25** |
| **Blueberries, 2s** | **2 10** | **2 35** |
| **Jams—** | | |
| Apricots, 4s, each | .... | **1 03** |
| Black Currants, 16 oz., doz. | .... | **4 85** |
| Do., 4s, each | .... | **1 25** |
| Gooseberry, 4s, each | .... | **0 98** |
| Do., 16 oz., doz. | .... | **4 10** |
| Peach, 4s, each | .... | **0 97** |
| Do., 16 oz., doz. | .... | **4 00** |
| Red Currants, 16 oz. doz. | .... | **4 15** |
| Raspberries, 16 oz., doz. | .... | **4 90** |
| Do., 4s, each | .... | **1 30** |
| Strawberries, 16 oz., doz. | .... | **5 10** |
| Do., 4s, each | .... | **1 30** |

## *Upward Tendencies Reported on Teas*

**Toronto.**

TEAS.—Although there are no new developments in the tea market, prices remain very firm, with an upward tendency. Supplies are coming forward very slowly and are disposed of almost immediately upon arrival. A large quantity of the poorer grades have been arriving, which are quoted at a lower price, but the better grades, which are in greater demand, show quite a firmness.

| | | |
|---|---|---|
| **Ceylons and Indians—** | | |
| **Pekoe Souchongs** | **0 48** | **0 54** |
| **Pekoes** | **0 52** | **0 60** |
| **Broken Pekoes** | **0 56** | **0 64** |
| **Broken Orange Pekoes** | **0 58** | **0 66** |
| **Javas—** | | |
| **Broken Orange Pekoes** | **0 58** | **0 65** |
| **Broken Pekoes** | **0 45** | **0 50** |
| **Japans and Chinas—** | | |
| **Early pickings, Japans** | **0 63** | **0 65** |
| **Do., seconds** | **0 50** | **0 55** |
| **Hyson thirds** | **0 46** | **0 50** |
| **Do., pts.** | **0 58** | **0 67** |
| **Do., sifted** | **0 67** | **0 72** |

**Above prices give range of quotations to the retail trade.**

## *Coffee Prices Are Unchanged*

**Toronto.**

COFFEES. — Although no actual changes have been made in the prices of bulk coffee, the market is very firm. One package coffee has advanced one cent per pound.

| | | |
|---|---|---|
| **Java, Private Estate** | **0 51** | **0 53** |
| Java, Old Government, lb. | .... | .... |
| **Bogotas, lb.** | **0 49** | **0 50** |
| **Guatemala, lb.** | **0 48** | **0 52** |
| Mexican, lb. | .... | **0 55** |
| **Maracaibo, lb.** | **0 47** | **0 48** |
| **Jamaica, lb.** | **0 45** | **0 46** |
| **Blue Mountain Jamaica** | .... | **0 53** |
| Mocha, lb. | .... | **0 55** |
| **Rio, lb.** | **0 36** | **0 37** |
| **Santos, Bourbon, lb.** | **0 46** | **0 47½** |
| Ceylon, Plantation, lb. | .... | **0 54** |
| Chicory, lb. | .... | **0 25** |
| **Cocoa—** | | |
| **Pure, lb.** | .... | **0 31** |
| **Sweet, lb.** | .... | **0 21** |

## *Spices Are Decidedly Firm*

**Toronto.**

SPICES.—An unsettled condition is manifest in the spice market, due to the uncertainty of supplies. The best quality mace is quoted at $1.00 per pound, and cream of tartar is 5 cents per pound higher.

| | | |
|---|---|---|
| Allspice | **0 22** | **0 25** |
| Cassia | **0 35** | **0 40** |
| Cinnamon | .... | **0 55** |
| Cloves | **0 85** | **0 90** |
| Cayenne | **0 35** | **0 37** |
| Ginger | **0 32** | **0 40** |
| Herbs — sage, thyme, parsley, mint, savory, Marjoram | **0 40** | **0 70** |
| Pastry | **0 35** | **0 38** |
| Pickling spices | **0 22** | **0 30** |
| Mace | **0 95** | **1 00** |
| Peppers, black | **0 39** | **0 41** |
| Peppers, white | **0 50** | **0 52** |
| Paprika, lb. | **0 80** | **0 85** |
| Nutmegs, selects, whole 100s. | .... | .... |
| Do., 80s | .... | .... |
| Do., 64s | .... | .... |
| Mustard seed, whole | **0 20** | **0 40** |
| Celery seed, whole | .... | **0 75** |
| Coriander, whole | **0 25** | **0 30** |
| Carraway seed, whole | **0 35** | **0 45** |
| Turmeric, whole | .... | **0 28** |
| Cream of Tartar— | | |
| French, pure | **0 80** | **0 85** |
| American high-test, bulk | **0 80** | **0 85** |
| 2-oz. packages, doz. | .... | **1 75** |
| 4-oz. packages, doz. | **2 75** | **3 00** |
| 8-oz. tins, doz. | .... | **5 75** |

## *Rices Remain Firm and Unchanged*

**Toronto.**

RICES.—No new developments are reported in the rice market this week. Supplies are getting low and prices are very firm.

| | | |
|---|---|---|
| **Honduras, fancy, per 100 lbs.** | .... | .... |
| **Blue Rose, lb.** | **0 16** | **0 17** |
| **Siam, fancy, per 100 lbs.** | **15 00** | **16 00** |
| **Siam, second, per 100 lbs.** | **13 50** | **14 50** |
| **Japans, fancy, per 100 lbs.** | .... | **17 00** |
| Do., seconds, per 100 lbs. | .... | **15 00** |
| **White Sago** | .... | **0 14** |
| **Do., Pakling** | .... | **14 00** |
| Chinese, XX., per 100 lbs. | .... | .... |
| Do., Simiu | .... | .... |
| **Do., Mujin, No. 1** | .... | .... |
| **Tapioca, per lb.** | **0 14½** | **0 15** |

## *Maple Syrup Has Advanced*

**Toronto.**

HONEY AND MAPLE SYRUP.—The market for honey is showing a briskness, probably due to epidemic of colds which prevails at the present time. Maple syrup is quoted higher.

| | | |
|---|---|---|
| **Honey, Clover—** | | |
| 5-lb. tins | .... | **0 28** |
| 2½s, tins | .... | **0 29** |
| 10-lb. tins | .... | **0 27** |
| 60-lb. tins | .... | **0 26** |
| Buckwheat, 50-lb. tins, lb. | .... | **12 20** |
| Comb, No. 1, fancy, doz. | .... | **4 50** |
| Do., No. 2, doz. | .... | .... |
| **Maple Syrup—** | | |
| 8½-lb. tins, 10 to case, case | .... | **18 00** |
| Wine qt. tins, 24 to case, case | .... | **23 00** |
| Wine, 1 gal. tins, 6 to case, case | .... | **24 00** |
| Imp. 5 gal. cans. 1 to case, case | .... | **20 00** |
| **Maple Sugar—** | | |
| 50 1-lb. blocks to case, lb. | .... | **0 29** |

## *Beans Are Quoted Higher*

**Toronto.**

BEANS.—The market for beans is fairly brisk, and the prices are quoted 50 cents a bushel higher.

| | | |
|---|---|---|
| Ontario, 1-lb. to 2-lb. pickers, bu. | **5 25** | **5 50** |
| Do., hand-picked, bu. | .... | **6 00** |
| Marrowfats, bu. | **6 00** | **6 50** |
| Japanese Kotenashi, per bu. | **4 50** | **5 00** |
| Rangoons, per bushel | **3 00** | **3 50** |
| Limas, per lb. | **0 16** | **0 17** |
| Madagascars, per lb. | **0 14** | **0 15** |

## *Cal. Lemons Are Quoted Higher*

**Toronto.**

FRUITS.—All citrus fruits are moving very freely. California lemons are quoted $7.00 to $7.50 per case. This is probably due to the epidemic of flu in the U.S.A. Canadian apples in barrels are in good demand, likewise fancy apples in boxes. Bitter oranges are expected to arrive about the 15th of the month.

| | | |
|---|---|---|
| Valencia Oranges— | | |
| 216s, 250s, 288s, 324s | .... | .... |
| Cal. Navels— | | |
| 100s, 126s, 150s, 176s, 200s | **5 00** | **6 75** |
| 216s, 250s, 288s, 324s | .... | **6 75** |
| Florida Oranges— | | |
| 176s, 200s, 216s, 250s | **5 50** | **6 00** |
| Bananas, Port Limons | .... | **0 07½** |
| Lemons, Cal., 300s, 360s | **7 00** | **7 50** |
| Lemons, Messinas, 300s | .... | **4 50** |
| Grapefruit, 54s, 64s, 70s, 80s, 96s | **4 50** | **5 00** |
| Apples— | | |
| Ontario Spys, bbl. | .... | **8 00** |
| Blenheims, bbl. | .... | **7 50** |
| Other varieties | **4 50** | **7 00** |
| Winesaps, box | .... | **4 25** |
| Delicious, box | .... | **4 75** |
| Kings, box | .... | **3 25** |
| Spys, Ont., box | .... | **2 75** |
| Rome Beauty, sizes 88s, 96s, 104s, 113s, 125s, 138s, 150s. | **3 75** | **4 00** |
| Cal. Pears | .... | **5 50** |
| Florida Tangarines, 144s, 168s, 196s, 216s, 224s | | **4 25** |
| Do., Spanish Malagas, keg | **15 00** | **17 00** |
| Cranberry, Cape Cod, bbl. | .... | **13 50** |
| Do., half bbl. | .... | **7 50** |
| Do., boxes | .... | **4 50** |
| **Pomegranates, boxes** | .... | **4 00** |

## *Stocks of Potatoes Are Not Heavy*

**Toronto.**

VEGETABLES.—Stocks of Canadian vegetables are about nil. Local potato stocks are just fair and the price remains steady at $4.50 per bag. California and Florida vegetables are in brisk demand. Cauliflowers are quoted at $4.25 per case. Cabbage at $5.50 per case and hothouse tomatoes at 42 cents per pound.

| | | |
|---|---|---|
| Cabbage, bbl. | .... | .... |
| Carrots, per bag | .... | **2 25** |
| Parsnips, per bag | .... | **2 50** |
| Radishes, Cal., doz. | .... | **0 75** |
| Cabbages, Cal., case | **6 50** | **7 00** |
| Lettuce, Cal., head, crate 8 doz. | .... | **5 50** |
| Hothouse Tomatoes, lb. | .... | **0 42** |
| Onions, Yellow Danvers, 100 lb. sacks | .... | **8 00** |
| British Columbia Onions, 75 lb. sacks | .... | **7 50** |
| Spanish Onions, large cases | .... | **7 50** |
| Do., small crates | .... | **2 75** |
| Onions, white, large sacks | .... | **7 50** |
| Green Onions, doz. bunches | .... | **1 00** |
| Celery, 8 doz. | .... | **7 00** |
| Cauliflower, Cal., case | .... | **4 25** |
| Potatoes— | | |
| Ontario, 90-lb. bags | .... | **4 50** |
| Quebec, 90-lb. bags | .... | **4 50** |
| Jersey Sweet Potatoes, hamper | .... | **3 00** |
| Do., bbl., double-headers | .... | **7 50** |
| Turnips, bag | .... | **1 25** |
| Mushrooms, 4-lb. basket | .... | **3 50** |

## *Winter Wheat Flour Higher*

**Toronto.**

FLOUR.—According to an order from the Canada Wheat Board, the price of winter wheat flour has advanced $1.15 per barrel.

| | | |
|---|---|---|
| **Ontario winter wheat flour, in carload shipments, on track, in** | | |
| cotton bags | .... | .... |
| Do., in jute bags | .... | .. |

## *No Change in Prices of Millfeeds*

**Toronto.**

MILLFEEDS.—No change in the price of millfeeds is quoted, but an advance can be looked for, following the advance of 25 cents per bushel on wheat.

| | |
|---|---|
| MILLFEEDS | |
| Bran, per ton | **45 25** |
| Shorts, per ton | **52 25** |

# WINNIPEG MARKETS

WINNIPEG, Feb. 6—The markets in general grocery lines are very active. Quotations on many lines of commodities are higher. Sugar is very scarce, barely enough to meet local demands. Syrups are quoted higher and molasses is very firm with higher prices expected. The situation in the tea market is very strong and prices are sure to be higher. Rices are steadily advancing.

## *Granulated Sugar is Very Scarce*

**Winnipeg.**

SUGAR.—Jobbers report that it is impossible to get sufficient quantities of sugar through to fill orders. Only a very small percentage of orders are being filled in most cases. Market is very firm, but it is impossible to forecast the future market, but it looks like high prices for the balance of this year.

## *Syrups Show Strong Advance*

**Winnipeg.**

CORN SYRUPS.—Syrups have been showing a very strong market for some time. Report just to hand at time of writing shows an advance of 25 cents per case on 2s, and 50 cents per case on 5s and 10s, also 10 cents over and above this on Lily White. In bulk there is an advance of ¼ cent.

| | |
|---|---|
| Sugar Syrup— | |
| 2-lb. tins, 2 doz. to case, case | 6 35 |
| 5-lb. tins, 1 doz. to case, case | 7 40 |
| 10-lb. tins, ½ doz. to case, case | 7 00 |
| 20-lb. tins, ¼ doz. to case, case | 6 90 |
| Corn Syrup— | |
| Half barrels, 350 lbs., per cwt. | |
| 2-lb. tins, 2 doz. to case, case | 6 00 |
| 5-lb. tins, 1 doz. to case, case | 6 90 |
| 10-lb. tins, ½ doz. in case, case | 6 65 |
| 20-lb. tins, ¼ doz. to case, case | 6 65 |
| Pure Maple Syrup— | per case |
| Quarter tins, 2 doz. to case.. | 19 30 |
| Half gals., 1 doz. to case ... | 17 50 |
| Gal. tins, ½ doz. to case.... | 16 35 |
| Quarter bottles, 2 doz. to case.. | 18 55 |
| Pint bottles, 3 doz. to case.... | 15 60 |

## *Advance Looked For on Molasses*

**Winnipeg.**

In sympathy with advances in syrups and sugars, molasses has shown a decided firmer tendency. While the market has been steadily advancing it would not be surprising to see another sharp advance any time now.

## *Tea Market is Very Strong*

**Winnipeg.**

TEA.—The tea market is very strong, Higher prices are bound to come. Blenders have not advanced their prices anything like on a parity with quotations from primary markets. The world demand for tea is increasing enormously and production is far below pre-war days. Tea is exceptionally good buying at present prices. Rupee exchange is still advancing.

## *Coffee Steadier; Mild Coffee Firm*

**Winnipeg.**

COFFEE.—There has not been much change the past week in the coffee market. The market is irregular but well described. Coffees are getting scarce and fetch one or two cents per pound more than ordinary quotations. All mild coffees hold very firm.

| | | |
|---|---|---|
| Rio, green | 0 24 | 0 26 |
| Santos, green | | 0 37 |
| Bourbon, green | 0 37 | 0 38 |
| Rio, roasted | 0 32 | 0 33 |
| Santos, roasted | 0 42 | 0 44 |
| Mocha, roasted | 0 44 | 0 46 |
| Java, roasted | 0 47 | 0 48 |

## *Seedless Raisins in Scant Supply*

**Winnipeg.**

DRIED FRUITS.—Seedless raisins are very closely cleaned up from first hands, Resales as previously stated have been made at an advance of 6½ cents per pound over opening prices. A continued firm market will exist. Evaporated apples are very scarce and a much firmer market is reported.

| | |
|---|---|
| Evaporated Apples— | |
| Choice No. 1 stock— | |
| 50-lb. boxes, faced, per lb... | 0 25½ |
| 25-lb. boxes, faced, per lb... | 0 26 |
| 3-lb. cartons, 16 to cs., carton | 0 85 |
| Apricots, extra choice, 5-lb. cartons, per carton | 1 85 |
| Currants— | |
| Australian, 3 crown, half case, per lb. | 0 27½ |
| Greek Filiatras, dry cleaned, lb | 0 24¼ |
| Dates— | |
| Royal Excelsior, 10 oz., case.. | 0 18½ |
| Do., broken cases, per pkg... | 0 19 |
| Dromedary, 10 oz., case lots.. | 0 22 |
| Do., less quantities | 0 22½ |
| Fard, 12-lb. boxes, per box.... | 3 15 |
| Figs— | |
| Spanish cooking, recleaned, mats, lb. | 0 16½ |
| Black, in cartons, 5 lbs., carton | 1 16 |
| California White Roedings, 25-lb. case, lb. | 0 23 |
| Grapes, dried, black, 25-lb. boxes, per lb. | 0 17 |
| Peaches, peeled, 25-lb. boxes, lb. | 0 27½ |
| Do., unpitted, whole, 25-lb. boxes, lb. | 0 22 |
| Pears, extra choice, 25-lb. boxes, lb. | 0 28 |
| Prunes— | |
| 90-100, 25-lb. case, per lb..... | 0 19 |
| 80-90, 25-lb. case, per lb..... | 0 20 |
| 70-80, 25-lb. case, per lb..... | 0 21 |
| 60-70, 25-lb. case, per lb..... | 0 22 |
| 50-60, 25-lb. case, per lb..... | 0 23 |
| 40-50, 25-lb. case, per lb..... | 0 26 |
| Raisins— | |
| Cal. Muscatels, 3 crown, 25s, lb. | 0 16 |
| Cal. package seeded, 11 oz., pkg. | 0 14 0 15 |
| Do., 15 oz., pkg. | 0 22 |
| Do., seedless, 11 oz., pkg..... | 0 17 |
| Do., 15 oz., pkg. | 0 22 |
| Cal. bulk, seedless, 25-lb. boxes, per pkg. | 0 22 |
| Cal. bleached Sultanas, 25-lb. box, per lb. | 0 24 |

## *Beans Continue Very Firm*

**Winnipeg.**

BEANS.—The bean market has been active the past few weeks and is showing a considerable firmness. Michigan beans, which pretty well control quotations, have been advanced. Higher prices on Canadian beans are looked for.

## *Rice Reported Steadily Advancing*

**Winnipeg.**

RICE.—The rice market has been holding very firm, with a slight advance noted the past week in Oriental rices. American market remains unchanged, but higher prices are looked for on all grades.

| | | |
|---|---|---|
| No. 1 Japan, 50-lb. sacks | | 0 18 |
| Do., 100-lb. sacks | | 0 17¾ |
| No. 2 Japan, 100-lb. sacks | | 0 14 |
| Patna, 100-lb. sacks | | 0 15¼ |
| Fancy head, 100-lb. sacks | | 0 18 |
| Ground Rice, 50-lb. bags | | 0 11½ |
| Do., 100-lb. bags | | 0 11 |
| Do., 10-lb. bags, per bag | | 1 00 |
| Tapioca, pearl, 160-lb. sacks, per lb. | 0 13½ | 0 14 |
| Sago, 130-lb. sacks, per lb. | 0 13¼ | 0 14 |

## *Cereals Show Firmer Market*

**Winnipeg.**

CEREALS.—Barley and split peas show a slight advance. All cereal lines are very firm with advances looked for.

| | |
|---|---|
| Rolled oats, 98s | 7 50 |
| Do., 49s | 3 80 |
| Do., 24s | 1 95 |
| Standard oatmeal, 98s | 6 00 |
| Do., 49s | 3 08 |
| Do., 24s | 1 55 |
| Granulated same as standard. | |
| Wheat granules, 98s | 6 00 |
| Do., 49s | 3 08 |
| Do., 24s | 1 55 |
| Barley, Ont., pot, 98s | 6 85 |
| Do., 38s | 3 55 |
| Do., pearl, 98s | 8 10 |
| Do., 49s | 4 10 |
| Do., 24s | 2 10 |
| Cornmeal, yellow, half sack | 2 75 |
| Do., quarter sack | 1 40 |
| Do., bales | 6 15 |
| Dried peas, yellow, whole, per lb. | 0 04 |
| Do., green | 0 10½ |
| Split peas, 98s | 8 00 |
| Do., 49s | 4 05 |
| Do., small lots | 0 09 |

## *Canned Goods Remain Unchanged*

**Winnipeg.**

CANNED GOODS.—All lines of canned goods are selling freely. Prices remain unchanged.

| | |
|---|---|
| Strawberry, 1s, 2 doz. case, per dz. | 4 50 |
| Raspberry, 1s | 4 45 |
| Black Currant, 1s | 4 45 |
| Raspberry and Red Currant, 1s. | 4 00 |
| Strawberry, 4s, 1 doz., per tin... | 1 15 |
| Raspberry, 4s | 1 10 |
| Gooseberry, 4s | 0 95 |
| Raspberry and Red Currants, 4s | 0 92 |
| Red Currant, 4s | 0 92 |
| Plum, 4s | 0 85 |
| Assorted, 4s | 1 00 |
| Mixed Fruit and Apple— | |
| Apple and Strawberry, 4s, per cs. | 8 60 |
| Do and Raspberry, 4s | 8 60 |
| Do., 30-lb. pails, per lb. | 0 15 |
| Do. and Strawberry, 30-lb. pails, per lb. | 0 15 |
| Jelly, 1s, 2 doz. to case, per doz. | 4 10 |
| Preserved Fruits in Glass— | per doz. |
| Strawberries, 1s | 6 80 |
| Raspberries, 1s | 5 90 |
| Pears, 1s | 5 80 |
| Peaches, 1s | 5 90 |
| Cherries Red, 1s | 4 90 |
| Cherries, white, 1s | 5 90 |
| Greengages, 1s | 4 10 |
| Blue Plums, 1s | 4 10 |

## *All Vegetables in Good Demand*

**Winnipeg.**

VEGETABLES.—There are no changes reported in the vegetable market this week. The demand is steady.

| | |
|---|---|
| Beets, per lb. | 0 03 |
| Turnips, per lb. | 0 02 |
| Carrots, per lb. | 0 03½ |

| | | |
|---|---|---|
| Cabbage, per lb. | | 0 05 |
| Potatoes, per bushel | | 2 25 |
| Onions, B.C., yellow, per sack | | 6 00 |
| Man. Red, per sack | | 5 50 |
| Valencia Onions, per sack | | 9 00 |
| Tomatoes, per case, six boxes | | 17 00 |
| Cauliflower, per case | | 4 25 |
| Celery, per case | | 15 00 |

## *All Confectionery Lines Advance*

**Winnipeg.**

CONFECTIONERY.—All confectionery lines have advanced from two to three cents per pound. Other advances are looked for, manufacturers state. They are working on a smaller margin of profit than during normal conditions.

## *Advances Looked For in Toilet Soaps*

**Winnipeg.**

MISCELLANEOUS. — Advances are looked for in all lines of toilet soaps. It is reported manufacturers now have new prices under consideration as toilet soaps did not advance at the time higher prices on laundry soaps were quoted. All lines of starch, both laundry and culinary, have advanced one-quarter cent per pound.

## *Fresh Fruit is Selling Freely*

**Winnipeg.**

FRESH FRUIT.—Lemons and oranges are selling quite freely. All other lines of fresh fruit are in good demand. No change in prices are noted this week.

| | | |
|---|---|---|
| Cal. Oranges, Navels, per case | 6 75 | 7 25 |
| Valencia | 7 25 | 7 50 |
| Cal. Lemons | 7 00 | 7 50 |
| Grapefruit | 5 25 | 6 00 |
| Cranberries, per box | .... | 5 00 |
| Bananas, per lb. | .... | 0 09½ |
| Grapes, Spanish, per keg. | .... | 16 00 |
| Apples, B.C., Jonathans | 3 00 | 3 50 |
| Do., Northern Spies | 3 25 | 3 75 |
| Washington, wrapped | 2 25 | 2 50 |

# VANCOUVER MARKETS

VANCOUVER, Feb. 6—A general firmness is felt in the markets this week. Rice continues scarce and prices are quoted higher. Spices have all advanced. One line of baking powder is higher. New prices on marmalade are announced. Lemons have again advanced 50 cents a case. Oranges and grapefruit are in active demand and prices are expected to be higher.

## *Sugar Prices Ruling Firm*

**Vancouver.**

SUGAR.—The supplies of sugar continue at low ebb, barely enough to meet local demands. The market is very firm at unchanged prices.

## *Package Oats Have Advanced*

**Vancouver.**

PACKAGE GOODS.—An advance of $1.00 per case is announced on Robin Hood and Quaker package oats. All other lines of package goods remain firm, with a steady demand.

## *Dried Fruits Unchanged Prices*

**Vancouver.**

DRIED FRUITS.—There is a good demand for all dried fruits. Raisins are scarce. Prices remain unchanged.

## *New Prices Quoted on Marmalade*

**Vancouver.**

MARMALADE.—The new season's marmalade is now on the market, the price being $10.25 per dozen 4s. The Eastern marmalade is quoted at $11.50.

## *Rice Market Very Strong*

**Vancouver.**

RICE.—The situation in the rice market is very acute, stocks are becoming small and prices are advancing. Number one Siam quoted at $260 a ton. Number two Siam quoted at $257. Number one Japan at $290, and China Simiu at $330.

## *Beans Are in Active Demand*

**Vancouver.**

BEANS.—Spot stocks of beans are very low and prices remain firm and unchanged.

| | | |
|---|---|---|
| White, hand-picked, selected, 100-lb. bags | .... | 7 75 |
| Limas, 80-lb. sacks, per lb. | .... | 0 13 |
| Lentils, Chelsea, 200-lb. sacks | .... | 0 16½ |

## *Honey Market Reported Active*

**Vancouver.**

HONEY.—The sugar shortage is given by the wholesalers as the reason for an unusual demand for honey. Honey is selling very freely.

## *Upward Tendency in Many Lines*

**Vancouver.**

MISCELLANEOUS. — Old Dutch Cleanser has advanced 25 cents per case. Magic baking powder, 20 cents to $1.80 per dozen. A general advance of 15 to 25 cents per dozen on all package spices. Bulk peas are 3 cents a pound higher. Sheet gelatine now quoted at $1.75 a pound. Jelly powders have advanced to $1.60 per dozen. Pork and beans are higher. Potted meats has advanced 10 cents per dozen. A further advance in soaps is expected.

## *Outlook For Next Season's Peaches*

**Vancouver.**

According to C. R. McKee, of the Thompson Fruit Co., Yakima, the recent frost on the Yakima fruit crop will result in the yield being about ten per cent. of normal. He also stated that it was incorrect, as stated, that there were quantities of potatoes east of the mountains in Washington.

## *Lemons and Grape Fruit Selling*

**Vancouver.**

FRUIT.—Lemons continue to be the feature of the fruit market. A further advance of 50c per case is noted this week. Apples are in fair demand at unchanged prices.

| | | |
|---|---|---|
| Lemons, Cal., case | .... | 8 50 |
| Oranges, Cal., Navels | 6 75 | 7 00 |
| Do., Valencia | 7 25 | 7 50 |
| Bananas, per lb. | .... | 0 09½ |
| Cranberries, per box | .... | 5 00 |
| Grapefruit, per case | 5 50 | 6 00 |
| Grapes, Malaga, per keg | 15 50 | 16 00 |
| Apples, B.C., 1st and 2nds | 3 00 | 3 50 |
| Do., Spies, 1st and 2nds | 3 25 | 3 75 |
| Do., MacIntosh Reds, 1st and 2nds | 3 00 | 3 25 |

## *Vegetables Are in Brisk Demand*

**Vancouver.**

VEGETABLES. — There are no changes in the vegetable market this week. The demand is brisk for all lines. Potatoes are firm, with no prospect of a decline.

| | | |
|---|---|---|
| Potatoes, bush. | 2 00 | 2 25 |
| Carrots, per lb. | .... | 0 03½ |
| Beets, per lb. | .... | 0 03 |
| Turnips, per lb. | .... | 0 02½ |
| Cabbage, per lb. | .... | 0 05 |
| Onions, B.C., sack | .... | 6 00 |
| Do., Man., sack | .... | 5 50 |
| Valencia Onions, sack | .... | 9 00 |
| Head lettuce, Cal., case | .... | 7 25 |
| Do., leaf, per doz. | .... | 0 70 |
| Tomatoes, per case | .... | 15 00 |
| Celery, per dozen | .... | 3 00 |
| Cauliflower | .... | 4 25 |

### TAKING NO CHANCES WITH THE REMAINS

A negro left his job as janitor to apply for a four-dollar-a-day job in a munition plant. Next day he came back.

"Didn't you care for your new job?" asked his boss.

"I quit befo' I got dat far," said the negro. "Yistiddy mornin' I goes over to dem munitions works and I tells de man in de little office at the gate dat I'se done come to get one of dem fo'-dollah-a-day jobs. He said, 'All right' and den he gits out a book and he axes me whut is my name? I tells him whut is my name; and den he say: 'Whar do you want de remains sent?' And I look him in de eye an' I say: 'Boss, don't you pester yo's'ef 'bout de remains, 'ca'se I'se gwine take 'em with me right now'."

# WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

## *Alberta Markets*

FROM CALGARY, BY WIRE.

Calgary, Alta., Feb. 6.—All grocery commodities are very firm, and the tendency is for higher prices. Laundry and corn starch have advanced ¼ cent per pound. Corn syrups are quoted 25 cents per case higher. Seedless raisins in bulk are up 3 cents per pound, packages being quoted $1 per case higher. One brand of macaroni has advanced 75 cents per case. Twine is also up 3 cents per pound. Western pack strawberry jam in 4 pound tins quoted at $15.50 per case. Rolled oats selling at $4.75 a bag of 80 pounds. Fresh creamery butter has declined, now selling at 68 cents per pound. New-laid eggs are in good demand, but supplies are light.

| | | |
|---|---|---|
| Flour, 96s, per bbl. | .... | 12 95 |
| Beans, B.C. | 7 50 | 9 00 |
| Rolled oats, 80s | .... | 4 60 |
| Rice, Siam | 12 75 | 14 75 |
| Japan, No. 1 | 15 50 | 18 00 |
| Tapioca, lb. | .... | 0 14 |
| Sago, lb. | 0 13½ | 0 15½ |
| Sugar, pure cane, granulated, cwt | .... | 14 35 |
| Cheese, No. 1, Ontario, large | 0 32 | 0 33 |
| Butter, creamery, lb. | 0 67 | 0 68 |
| Do., dairy, lb. | 0 57 | 0 60 |
| Lard, pure | 21 00 | 21 60 |
| Eggs, new laid, local | .... | 0 70 |
| Do., No. 1, storage, case | .... | 17 00 |
| Tomatoes, 2½s, standard, case | 4 50 | 4 75 |
| Corn, 2s, case | 4 00 | 4 45 |
| Peas, 2s, standard, case | 4 20 | 4 75 |
| Strawberries, 2s, Ontario, case | .... | 10 30 |
| Raspberries, 2s, Ontario, case | .... | 10 30 |
| Cherries, 2s, red, pitted | 9 00 | 9 50 |
| Apples, evaporated | 0 22½ | 0 25½ |
| Do., 25s, lb. | .... | 0 26¾ |
| Peaches, evaporated, lb. | .... | 0 25¾ |
| Do., canned, 2s | .... | 7 50 |
| Prunes, 90-100s | .... | 0 16 |
| Do., 70-80s | .... | 0 17 |
| Do., 50-60s | .... | 0 20 |
| Do., 30-40s | .... | 0 26 |
| Do., 20-30s | .... | 0 31 |
| Raisins, bleached Sultanas | .... | 0 27 |
| Do., bulk, seedless | .... | 0 21 |
| Do., package, 11 oz. | .... | 0 16½ |
| Filiatras Currants, lb. | .... | 0 26 |
| Salmon, pink tall, case | .... | 10 25 |
| Do., Sockeye, tall, case | .... | 17 50 |
| Do., halves | 18 00 | 19 00 |
| Potatoes, Alta., per ton | .... | 65 00 |
| Oranges | 6 50 | 7 00 |
| Lemons | .... | 9 00 |
| Grapefruit | 6 00 | 6 50 |

## *Saskatchewan Markets*

FROM REGINA, BY WIRE.

Regina, Sask., Feb. 6.—The general market this week remains firm with an upward tendency. Eastern sugar is expected this week on the local market and dealers say it will retail at from 17 to 18 cents per pound. The wholesale price will be $16.04. Klim has taken a sharp advance. Tin cheese quoted at 33 cents. Beef has advanced 2 cents per pound, top steers bringing 18 cents per pound by the carcass. Hogs are firm.

| | | |
|---|---|---|
| Beans, small white, Japans, bus. | .... | 4 50 |
| Beans, Lima, per lb. | .... | 0 12½ |
| Rolled oats, brails | .... | 5 00 |
| Rice, Siam, cwt. | .... | 12 00 |
| Sago, lb. | .... | 0 11¾ |
| Flour | .... | 5 40 |
| Tapioca, lb. | .... | 0 14 |
| Sugar, pure cane, gran., cwt. | .... | 12 50 |
| Cheese, No. 1, Ontario, large | .... | 0 33 |
| Butter, Creamery | .... | 0 70 |
| Lard, pure, 3s, per case | .... | 21 60 |
| Bacon, lb. | .... | 0 47 |
| Eggs, new laid | 0 75 | 0 80 |
| Tomatoes, 2½s, standard case | .... | 4 47 |
| Corn, 2s, standard case | .... | 3 96 |
| Peas, 2s, standard case | .... | 4 30 |
| Apples, gal. | .... | 3 25 |
| Apples, evaporated, per lb. | .... | 0 26 |
| Strawberries, 2s, Ont., case | .... | 9 75 |
| Raspberries, 2s, Ont., case | .... | 9 75 |
| Peaches, 2s, Ontario, case | .... | 7 85 |
| Plums, 2s, case | .... | 5 00 |
| Salmon, finest Sockeye, tall, case | .... | 17 80 |
| Salmon, pink, tall, case | .... | 10 25 |
| Peaches, Cal., 2½s | .... | 7 00 |
| Potatoes, bag | .... | 1 35 |

## *New Brunswick Markets*

FROM ST. JOHN, BY WIRE.

St. John, N.B., Feb. 6.—The market in general grocery lines is very firm. Rolled oats are higher, now quoted at $12.50. Soaps and milk powders are higher, also molasses has advanced. Dairy produce is somewhat easier, fresh creamery butter selling at 66 cents per pound. Dairy butter at 60 cents per pound. New-laid eggs have declined, now quoted at 70 cents per dozen. Bacon has advanced 2 cents per pound. Potatoes are holding firm at $7 per barrel, but a break is expected. Lemons have taken a big advance, now selling at $10 per case.

| | | |
|---|---|---|
| Flour, No. 1 patents, bbls., Man. | .... | 14 90 |
| Cornmeal, gran., bags | 6 00 | 6 10 |
| Cornmeal, ordinary | 3 85 | 3 90 |
| Rolled oats | .... | 12 50 |
| Rice, Siam, per 100 lbs. | .... | 14 75 |
| Tapioca, 100 lbs. | 13 50 | 15 00 |
| Molasses | .... | 1 30 |
| Sugar— | | |
| Standard, granulated | .... | 14 60 |
| No. 1, yellow | .... | 14 10 |
| Cheese, New Brunswick | .... | 0 32 |
| Cheese, Ont., twins | .... | .... |
| Eggs, fresh, doz. | .... | 0 70 |
| Eggs, storage | .... | 0 58 |
| Breakfast bacon | 0 40 | 0 42 |
| Butter, creamery, per lb. | .... | 0 66 |
| Butter, dairy, per lb. | .... | 0 60 |
| Butter, tub | 0 55 | 0 57 |
| Lard, pure, lb. | 0 32 | 0 32½ |
| Lard, compound | 0 31 | 0 31½ |
| American, clear pork | 58 00 | 63 00 |
| Beef, corned, 1s | 4 00 | 4 20 |
| Tomatoes, 2½s, standard case | .... | 4 20 |
| Raspberries, 2s, Ont., case | 4 40 | 4 45 |
| Peaches, 2s, standard, case | 7 25 | 7 35 |
| Corn, 2s, standard, case | .... | 3 75 |
| Peas, standard, case | .... | 4 10 |
| Apples, gal., N.B., doz. | 4 75 | 5 00 |
| Strawberries, 2s, Ont., case | .... | .... |
| Salmon, Red Spring, flats, cases | .... | 19 50 |
| Pinks | 11 00 | 11 50 |
| Cohoes | 15 00 | 15 50 |
| Chums | .... | 9 00 |
| Evaporated Apples, per lb. | 0 22½ | 0 23 |
| Peaches, per lb. | 0 27½ | 0 28 |
| Potatoes, Natives, per bbl. | .... | 7 00 |
| Onions, Can., 100-lb. bag | .... | 7 00 |
| Lemons, Cal., case | .... | 10 00 |
| Oranges, Cal., case | 6 00 | 7 50 |
| Grapefruit, Cal., case | .... | 6 50 |
| Apples, Western, box | 1 50 | 5 00 |
| Bananas, per lb. | 0 10 | 0 11 |
| Grapes, Malaga, keg | 11 00 | 13 00 |

### PROVISION MARKETS

Continued from page 56

## *Candled Eggs Have Declined*

**Winnipeg.**

EGGS.—Candled eggs show decline of two cents per doz. Supplies of fresh eggs are very scarce.

| EGGS— | | |
|---|---|---|
| Fancy, in cartons, per doz. | .... | 0 71 |
| Candled, per doz. | .... | 0 56 |
| Strictly fresh from farmers | 0 90 | 0 95 |

## *Fish Market is Unchanged*

**Winnipeg.**

FISH.—Fish market is holding very steady. Supplies are reported good, with fair demand.

# VANCOUVER

## *Fish Stands Firm; a Good Seller*

**Vancouver.**

FISH.—All lines of fish are moving briskly. Chicken halibut now quoted at 17 to 18 cents. Fresh spring salmon selling at 22 cents. Long cod quoted at 8 cents. Smoked and cured fish are selling freely in a firm market.

## *Fresh Eggs Are 65 Cents Per Dozen*

**Vancouver.**

EGGS.—Local fresh eggs are arriving more freely and in consequence prices continue to decline. New-laids are quoted this week at 65 cents per dozen.

## *Butter Market Has Declined*

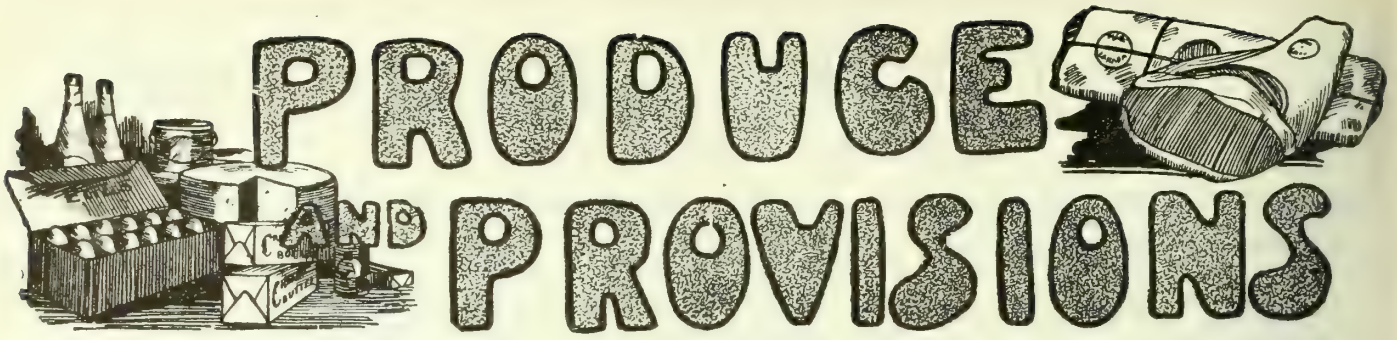
**Vancouver.**

BUTTER.—The market for butter this week has declined one cent per pound. Supplies are coming forward freely. There is an active demand. Prairie special quoted at 72 cents per pound.

## *Beef and Mutton Quoted Higher*

**Vancouver.**

FRESH MEATS.—A firmness in the fresh meat market is noted this week. Beef and mutton have advanced 2 cents per pound. Other prices remain unchanged.




# Eliminates Loss in Sale of Ends of Bacon and Hams

## Bradley Bros., St. Paul St., St. Catharines, Ont., Make Their Provision Department Render Its Full Share of Profit— A Slicer is Essential if Money is to be Made

BRADLEY BROS., with two stores on St. Paul Street, St. Catharines, Ont., and one in Niagara Falls, Ont., are making a success of the provision department in their stores. Very often the assertion is made by too many grocers that it is difficult to make the provision end of the business show fit and proper returns for the investment, work and outlay, generally. But George Bradley, the senior member of the firm, believes that it can be made a very profitable end of the trade, and their stores have never encountered a loss in handling bacon and hams. Sometimes, in selling jellied cooked meats, it is not an easy matter to cut them up advantageously, and to show a good profit; but, in the disposal of hams and bacon, there is no reason why a return may not be realized that will make it worth while to the grocer.

"I think it is absolutely essential to have a slicer," Mr. Bradley remarked, in speaking of the elimination of waste. "Of course, we have had slicers in our stores for years, and would consider the meat end of our business a losing proposition if we did not have them. Again, it is the only way to give satisfaction to the customer. The average customer demands service, and, in this regard, they want their meat cut evenly and uniform."

"How do you account for the ends of hams and bacon?" the CANADIAN GROCER representative asked.

"Well, they are not always saleable at the full price," Mr. Bradley replied; "but we always find customers who will purchase them at a fair figure, and, on the average selling price of the ham or bacon, we always reckon a profit. We do not believe in carrying any line that is not showing a fair margin of gain. The provision department is no exception, and, by watching the ends and careful slicing, we believe any possible loss can be reduced to a minimum. We are firmly convinced that, without a slicer, however, there would be no money in meats."

# WHAT IS MARGARINE?

By J. W. Wright, Winnipeg

HAVE you ever been asked, "What is margarine?" How many merchants, who are handling this product daily, could intelligently answer this question?

One of the most important products of the modern packing house plant is oleomagarine. It is made of solid milk or butter fat, vegetable oil, neutral or hog oil and oleo oil with salt added. Here is an approximate formula of a high-grade oleomagarine, or butterine as it is sometimes called:

| | |
|---|---|
| Oleo oil | 45 per cent. |
| Vegetable oil | 14 " |
| Neutral oil | 12 " |
| Butter fat | 15 " |
| Moisture and salt | 14 " |

### How It Is Made

Oleo oil, which is made by melting and pressing the finest beef fat, is indisputably wholesome. The vegetable oil is either peanut or cocoanut oil, according to the formula. Neutral oil is a hog product or, in other words, the finest quality of lard which contains nothing impure or harmful. It is known as a base for many medicinal purposes, besides serving as a body for oleomagarine. Moisture is necessary for the working of the oleomargarine and salt is used to add flavor and improve the keeping qualities of the food. Oleomargarine comes out of the churn snowy white, and it is the butter fat added that gives it the color as it is usually seen. Pure white oleomargarine contains little or no butter fat. In the U. S. A., if coloring is added before it is sold to the consumer, an additional tax is levied by the U. S. Government. In Canada it is illegal to use any artificial coloring in the manufacture of oleomargarine. The world's annual production of this product is about 2,000,000,000 pounds. Of this amount about 150,000,000 pounds are manufactured on this North American continent. England and Germany are the largest consumers of margarine, but Denmark, a land long famous for its fine butter, is the largest consumer per capita, each person using 25 lbs. per head per year. In the U. S. the average per capital consumption of oleomargarine is only 1.5 pounds per year.

# Sea Fish Are Valued at $1,282,203

### This Total For December Compares With $1,176,288 in 1918

OTTAWA.—The total value of sea fish at the point of landing on both the coasts of Canada during the past month was $1,282,203, as compared with a total value of $1,176,288 in December, 1918 This is shown by the monthly statement issued from the Naval Department, which states that fishing conditions during December on the Atlantic coast were difficult owing to severe storms. The stormy weather resulted in somewhat reduced landings of cod, haddock, hake and pollock. The aggregate total of these fish during the past month was 68,000 cwt., and for December, 1918, it was 84,000 cwt. The catch of smelts, however, was greater than in the previous year, as was also the lobster catch.

On the Pacific coast the herring catch for the past month was considerably greater than in December, 1918, amounting to 248,337 cwt., as against 130,589 cwt. in the previous year. The halibut landing by both Canadian and United States vessels totalled 14,044 cwt., as compared with 4,450 cwt. in the same month a year ago. The pilchard catch was also considerably greater.

# AN ECONOMY TAX

The following article is taken from the *Bache Review*, and will be found interesting by the trade:—

In recent issues of the *Review*, we have shown how a tax of one-half of one per cent. on each sale would affect a bushel of wheat from the farm to the bread eater. This was a demonstration that the loaf of bread, under a tax of this kind, would not be affected, and that the consumer would pay no more for the loaf than he does now. We have also shown how this tax of one-half of one per cent. on beef, covering sales from the farm to the consumer, would be also so fractionally small that it would not be possible to add it to the price per pound to the customer.

We have obtained from official figures on the cost of hogs and hog products, and have estimated the tax which, under this plan, would be levied from the time the animal was sold by the farmer until the various products reached the consumer. These figures further demonstrate the economical character and the wide beneficial results which the imposition of this scientific tax would have upon the whole country. We present the following figures:—

**Result on Hog—October 17, 1919**

| | | |
|---|---|---|
| Live weight, 306 lbs. @ 14.3c | $43.76 | |
| Expense and labor, buying, yarding, driving, killing, feeding, refrigeration, etc. | 4.59 | |
| Total cost | | $48.35 |

**Value of Products Resulting From Hog**

| | | | |
|---|---|---|---|
| Hams | 14% of live weight, | 42.84 lbs. @ 20½c | $8.78 |
| Bacon & Fat Backs | 31% " " | 94.86 " @ 21¼c | 20.16 |
| Shoulders | 12½% " " | 38.25 " @ 22½c | 8.61 |
| Lard | 8% " " | 24.48 " @ 29c | 7.10 |
| Leaf Lard | 3% " " | 9.18 " @ 29½c | 2.71 |
| Spare Ribs | 1% " " | 3.06 " @ 17½c | .53 |
| Trimmings | 1½% " " | 4.50 " @ 16½c | .74 |
| Blood | 3/10% " " | 1.00 " @ 2.75c | .03 |
| Tankage | 1.12% " " | 3.43 " @ 1.75c | .06 |
| Stick | 6/10% " " | 1.80 " @ 3c | .05 |
| Hair | ... | ... | .03 |
| | 72.52% | | $48.80 |
| Profit 20c per 100 lbs. based on dressed weight | | | .45 |
| Per cent. of marketable products to live weight | | | 72.52 |

**How the Tax on Sales Would Affect the Consumer**

| | Price | Tax |
|---|---|---|
| If we analyze these figures, we find that the cost to the packer of one hog would be | $43.76 | |
| The tax at one-half of 1%, to be paid by the farmer or the seller, would accordingly be | | $.24 |
| Following up the approximate 217 lbs. of consumable products of one hog, the selling price of this would be | 48.80 | |
| On which the tax paid by the packer would be | | .243 |
| The total tax which might be added thus far, first by the farmer and then by the packer, would be when the hog reached the retailing butcher | | $.483 |
| Dividing this tax through the 217 lbs. of consumable products, we find a tax on each lb. of | | .0022 |
| The tax thus far on the 217 lbs. of consumable products is, as we have seen, $.483, or at the rate of less than ¼ of one cent on each pound, and if the butcher sold the pork products at retail prices, he would receive about $107, on which his tax would be about ¼ of one per cent. per pound, namely | | .0025 |
| The total tax, if added to the price to be paid by the consumer, would, in all, amount per pound to | | $.0047 |

which is less than half a cent a pound on pork and pork products.

## Likes to Deal at the Small Butcher Shop

**Customer Expresses Preference Because She Thinks Everything Cut Sold the Same Day**

Vancouver, February 4.—N. Wiecker dispensed meats in the city market, and now he has opened a combined meat and grocery store at the corner of 12th and Main Street. Mr. Wiecker radiates good nature, and it is a study to note how quickly a customer responds to cheeriness—each customer served, while a CANADIAN GROCER representative was waiting, apparently left the store with their arms full, and well pleased with themselves, the store, and everything in general. One lady made a remark that would be a good slogan for the small meat shop. She said: "I like to deal at the small shop, where everything that is cut is sold the same day."

### OYSTERS ARE NOW CLASSED AS LUXURIES

Albany.—Oysters, once plentiful and considered a frugal repast, gradually are being classed as luxuries and soon will become a delicacy, if depletion of the natural growing areas continue, in the opinion of State Conservation Commissioner George D. Pratt, in his annual report, soon to be presented to the Legislature. Pollution of waters in which oysters ordinarily spawn is believed to be the reason for the decrease.

### IMPORTS OF SHELL FISH ARE FORBIDDEN

**Unless the Same Comply With Conditions Laid Down in Dominion Acts**

Ottawa.—It is announced by the Department of Naval Service that on and after the first of next April imports of shell fish preserved in cans or in other sealed containers will be forbidden unless the same comply with the conditions laid down in the Acts of the Dominion. Imports must be accompanied with an affidavit that the contents comply with these conditions. Provision is made that goods may be inspected at any time in Canada, and if it is found that they do not measure up to the requirements they are liable to forfeiture. The object of this step, says the Department, is to put canners shipping food into Canada in the same position as Canadian canners themselves.

### LICENSE STILL NEEDED FOR SUGAR AND WHEAT

In view of the Order-in-council, as contained in Memo., 2362-B, all previous instructions regarding licenses for exports prohibited under the War Measures Act, 1914, are hereby cancelled. Goods heretofore under such prohibition and subject to license for export may now be exported freely without license, except the following: sugar (not including maple sugar), wheat and wheat products. Licenses for the export of sugar are under the control of the Canadian Trade Commission, Ottawa. Licenses for the export of wheat and wheat products are now by statute under the control of the Canadian Wheat Board, Winnipeg.

### BUYERS OF BALED WASTE PAPER

Will you kindly give me the names and addresses of Canadian firms who are buying baled waste paper?—J. S., 920 6th, Brandon, Man.

Answer.—E. Pullan, Maud St., Toronto, Ont.; Western Rag and Metal Co., 442 King St. E., Toronto, Ont.; Frankel Bros., Toronto, Ont.; Murdock & McFarlane, 36 Ossington Ave., Toronto, Ont.; Canada Waste Paper Co., Montreal, Que.; H. Gray & Co., Montreal, Que.

# Produce, Provision and Fish Markets

## QUEBEC MARKETS

MONTREAL, Feb. 3—Although in the majority of cases prices are unchanged, there is a decidedly easier feeling in the Montreal markets and it is expected that prices are more likely to decline than advance in the near future. Despite this, hogs have scored another advance and rule firm at from $20.50 to $20.75 per cwt. The demand for hogs in the local market is far in excess of supplies coming in and in consequence a firm tone characterizes the present situation. Cured meats are firm and although no actual changes have been made the hog market will affect this to a certain extent. Cured and cooked meats are steady. There is little movement in the cheese market and the undertone is easier. Stocks of storage eggs are getting very short. New-laids are in limited demand owing to the comparatively high prices. Butter is easier and the tone is somewhat weaker, although no changes have been effected this week. Lard is selling well at unchanged prices. There is still only a fair demand for margarine. Shortening is a good seller, but the undertone is weaker and declines are to be expected rather than further advances. Poultry is in fairly good demand and slight advances are quoted on turkeys, geese and fowls. Trade in fresh and frozen fish is very active, particularly in haddock and halibut. Supplies of fresh haddock are not very large and prices were advanced one cent last week.

### *Live Hogs Are Again Advanced*

**Montreal.**

FRESH MEATS.—Live hogs have scored a sharp advance, now being quoted at from $20.50 to $20.75. On account of the demand in the local market being in excess of supplies of hogs coming forward, a very firm tone characterizes this market and even higher prices may be expected in the near future.

Beef remains steady with a firming tendency. Trade is said to be fairly good for the time of year.

| | | |
|---|---|---|
| **FRESH MEATS—** | | |
| Hogs, live (selects) | 20 50 | 20 75 |
| Hogs, dressed— | | |
| Abattoir killed, 65-90 lbs. | 25 00 | 26 00 |
| Fresh Pork— | | |
| Leg of Pork (foot on) | .... | 0 31½ |
| Loins (trimmed) | .... | 0 35 |
| Loins (untrimmed) | .... | 0 32 |
| Bone trimmings | 0 18 | 0 21 |
| Trimmed shoulders | .... | 0 25 |
| Untrimmed | .... | 0 23 |
| Pork sausage (pure) | .... | 0 23 |
| Farmer sausages | .... | 0 18 |
| Fresh Beef— | | |
| (Cows) | (Steers) | |
| $0 19 $0 22 Hind quarters | $0 26 | $0 28 |
| 0 12 0 14 Front quarters | 0 15 | 0 17 |
| .. 0 27 ..... Loins ..... | .... | 0 38 |
| .... 0 22 .... Ribs ..... | .... | 0 26 |
| .... 0 12 .... Chucks .... | .... | 0 14 |
| .... 0 18 .... Hips ..... | .... | 0 19 |
| Calves (as to grade) | 0 22 | 0 28 |
| Lambs, 50-80 lbs. (whole carcass), lb. | .... | 0 28 |
| No. 1 Mutton (whole carcass), 45-50 lbs., lb. | .... | 0 18 |

### *Cured Meats Very Firm*

**Montreal.**

CURED MEATS.—This market is very firm and although no actual changes are made this week, the present situation in the hog market will effect prices in this, and advances are to be expected in the near future. An active business is being transacted, and while supplies are not materially improved, there is enough on hand to meet the present demands.

| | | |
|---|---|---|
| Hams— | | |
| Medium, smoked, per lb.— | | |
| (Weights) 8-10 lbs. | | 0 35 |
| 12-14 lbs. | .... | 0 36 |
| 14-20 lbs. | .... | 0 35 |
| 20-25 lbs. | .... | .... |
| 25-35 lbs. | .... | 0 30 |
| Over 35 lbs. | .... | 0 28½ |
| Boneless (for slicing), 4c advance over above prices. | | |
| Bacon— | | |
| Breakfast | .... | 0 48 |
| Cottage Rolls | .... | 0 32½ |
| Picnic Hams | .... | 0 24 |
| Barrel Pork— | | |
| Canadian short cut (bbl.), 25-35 pieces | .... | 54 00 |
| Clear fat backs (bbl.), 40-50 pieces | .... | 55 00 |
| Heavy mess pork (bbl.) | .... | 52 00 |
| Plate Beef | .... | 30 00 |
| Mess Beef | 23 00 | 28 00 |
| Bean Pork | .... | 48 00 |

### *Cooked Meats Remain Active*

**Montreal.**

COOKED MEATS.—In view of the strong position assumed in the live and dressed hog market, cooked meat prices are firm, but there has been no advance over the week-end. This may come at any time, for there is a fairly good demand and sales have been satisfactory in spite of the high prices.

| | | |
|---|---|---|
| Jellied pork tongues | .... | 0 40 |
| Jellied Pressed Beef, lb. | .... | 0 32 |
| Ham and tongue, lb. | .... | 0 30 |
| Veal and tongue | .... | 0 28 |
| Hams, cooked | .. | 0 47 |
| Shoulders, roast | .... | 0 50 |
| Shoulders, boiled | .... | 0 43 |
| Pork pies (doz.) | .... | .... |
| Blood pudding, lb. | .... | 0 12 |
| Mince meat, lb. | 0 15 | 0 19 |
| Sausage, pure pork | 0 18 | 0 25 |
| Bologna, lb. | .... | 0 15 |

### *Cheese Dull; Easy Undertone*

**Montreal.**

CHEESE.—The cheese market is decidedly dull, and there is nothing new to report on the situation except that the undertone is easier. Prices remain steady, but little movement is reported.

| | | |
|---|---|---|
| CHEESE— | | |
| New, large, per lb. | .... | 0 31 |
| Twins, per lb. | .... | 0 31 |
| Triplets, per lb. | 0 31 | 0 32 |
| Stilton, per lb. | .... | 0 35 |
| Fancy, old cheese, per lb. | .... | 0 35 |

### *Storage Eggs Almost Finished*

**Montreal.**

EGGS.—Stocks of storage eggs are stated to be very low at the present time, but all demands for eggs have been filled. New-laids are coming into the market, but the prevailing high prices are found to greatly restrict the sales. Within the next three or four weeks it is expected that storage eggs stocks will be about finished and new-laids will not be cheaper until about that time.

| | | | |
|---|---|---|---|
| EGGS— | | | |
| No. 2 | | .... | 0 50 |
| No. 1 | | 0 53 | 0 54 |
| Selects | | 0 62 | 0 63 |
| New laids | 0 80 | 0 82 | 0 85 |

### *Butter Easier; Price Unchanged*

**Montreal.**

BUTTER.—Although the condition of the butter market is unchanged and prices rule on the same level, the tone is not as firm as that of last week. Brisk business is reported, and while supplies are none too plentiful, there is enough on the market to meet all demands.

| | | |
|---|---|---|
| BUTTER— | | |
| Creamery, prints, quality storage | 0 65 | 0 67 |
| Creamery, solids, quality storage | 0 63 | 0 64 |
| Dairy, in tubs, choice | 0 55 | 0 61 |
| Dairy prints | 0 55 | 0 61 |
| Bakers' | .... | 0 55 |

### *Brisk Demand Made For Lard*

**Montreal.**

LARD.—There is a continued active demand for lard which remains steady on an unchanged price basis. As with shortening, it is not expected that more advances are to be expected for some time to come, although the hog situation shows little improvement.

| | | |
|---|---|---|
| LARD— | | |
| Tierces | .... | 0 30½ |
| Tubs | .... | 0 31 |
| Pails | .... | 0 31¼ |
| Bricks | .... | 0 32½ |

### *Margarine is Fair Seller*

**Montreal.**

MARGARINE.—The situation is little changed from that of last week. Dealers state there is but a limited demand for this commodity, and are at a loss to ac-

count for this apparent unwillingness to use what is undoubtedly a wholesome article of food.

| | | |
|---|---|---|
| MARGARINE— | | |
| Prints, according to quality, lb. | 0 39 | 0 40 |
| Tubs, according to quality, lb.. | 0 31 | 0 34 |

## *Shortening is Active Seller*

**Montreal.**

SHORTENING.—There is little or no change in this market as far as prices are concerned. An easier feeling is manifest and it is felt that prices are more likely to decline than advance in the near future. Trade is very good.

| | | |
|---|---|---|
| SHORTENING— | | |
| Tierces, 400 lbs., per lb. | .... | 0 29 |
| Tubs, 50 lbs., per lb. | .... | 0 29 |
| Pails, 200 lbs., per lb. | .... | 0 29¼ |
| Bricks, 1 lb., per lb. | .... | 0 30½ |

## *Turkeys, Geese, Fowl Advance*

**Montreal.**

POULTRY—There is a fairly good demand for poultry this week, and prices are marked higher. Turkeys (old toms), are selling at 55c, and young at 58c. Geese have advanced to 34c per pound, and fowls are quoted at two cents per pound over the prices of last week. This market stands firm, with upward tendencies.

| | | |
|---|---|---|
| POULTRY (dressed)— | | |
| (Selling Prices) | | |
| Chickens, roasting (3-5 lbs.) | 0 37 | 0 40 |
| Chickens, roasting (milk fed) | 0 42 | 0 44 |
| Ducks— | | |
| Brome Lake (milk fed green) | .... | 0 46 |
| Young Domestic | .... | 0 42 |
| Turkeys (old toms), lb. | .... | 0 55 |
| Do. (young) | .... | 0 58 |
| Geese | .... | 0 34 |
| Old fowls (large) | 0 34 | 0 36 |
| Do. (small) | .... | 0 36 |
| (Buying Prices) | Live | Dressed |
| Chickens, light weights | 0 19 | 0 24 |
| Do., heavy weights | 0 22 | 0 27 |
| Ducks, young | 0 30 | 0 34 |
| Geese— | | |
| Young | 0 23 | 0 26-0 28 |
| Old | 0 17 | 0 20-0 21 |
| Fowls | 0 18 | 0 21 |
| Turkeys | 0 43 | 0 48-0 50 |

## *Brisk Demand For Haddock and Halibut*

**Montreal.**

FISH.—Trade in fresh and frozen fish is very active, particularly in haddock and halibut. Supplies of fresh haddock are not very large and prices were advanced one cent per lb. last week. Tommy cods also are scarce. Spawned cods, which are expected in about ten days' time, are quoted at $5.50 per barrel. With the exception of codfish and herrings the demand for salt and pickled fish is comparatively small. Situation regarding bulk oysters remains unsettled. Lobsters, prawns and scallops are in fairly good demand, but selling at almost prohibitive prices.

| | | |
|---|---|---|
| PICKLED FISH | | |
| Herrings, Scotch cured, half bbl. | .... | 12 00 |
| Do., Scotia, barrel | .... | 12 00 |
| Do., half barrel | .... | 6 50 |
| Mackerel, barrel | .... | 25 00 |
| Salmon, B.C., 200 lbs. | .... | 25 00 |
| Labrador Salmon, barrels | .... | 26 00 |
| Sea Trout, 200-lb. barrels | .... | 22 00 |
| Turbot, 200 lbs. | 20 00 | 22 00 |
| Codfish, tongues and sound, lb. | .... | 0 13 |
| Eels, lb. | 0 15 | 0 16 |
| SMOKED FISH | | |
| Haddies, BXs, per lb. | 0 11 | 0 12 |
| Fillets | 0 17 | 0 18 |
| Bloaters, box | .... | 2 50 |
| Kippers | 2 15 | 2 50 |
| Digby Chicks, in bundles, per box | .... | 0 24 |
| Boneless Smoked Herring, 10-lb. box, lb. | .... | 0 22 |
| OYSTERS | | |
| Cape Cod, per barrel | 13 00 | 15 00 |
| Batouche, per barrel | .... | 14 00 |
| Malpeques shell oysters, choice, bbl. | .... | 16 00 |
| Do., XXX, bbl. | .... | 15 00 |
| Scallops, gallon | .... | 4 00 |
| Can No. 1 (Solids) | 2 50 | 3 00 |
| Can No. 3 (Solids) | 7 50 | 8 40 |
| Can. No. 5 (Solids) | 11 20 | 12 00 |
| Can No. 1 (Selects) | 2 40 | 3 00 |
| Can No. 3 (Selects) | 6 75 | 9 00 |
| SUNDRIES | | |
| Paper Oyster Pails, ⅛ per 100 | .... | 1 50 |
| Paper Oyster Pails, quart size, per 100 | | 2 25 |
| Crushed Oyster Shells, 100-lbs. | | 1 50 |
| FRESH FISH | | |
| Haddock | 0 11 | 0 12 |
| Steak, cod | 0 12 | 0 13 |
| Market cod | 0 08 | 0 09 |
| Mackerel | .... | 0 18 |
| Flounders | 0 10 | 0 12 |
| Prawns | .... | 0 40 |
| Live Lobsters | .... | 0 70 |
| Salmon (B.C.), per lb., Red | .... | 0 30 |
| Skate | .... | 0 12 |
| Shrimps | .... | 0 40 |
| Whitefish | .... | 0 16 |
| FROZEN FISH | | |
| Gaspereaux, per lb. | 0 06½ | 0 07 |
| Halibut, large and chicken | 0 18½ | 0 19 |
| Halibut, Western, medium | 0 20 | 0 21 |
| Haddock | 0 07½ | 0 08 |
| Mackerel | 0 15 | 0 16 |
| Dore | 0 15 | 0 16 |
| Smelts, No. 1, per lb. | 0 16 | 0 18 |
| Smelts, No. 2, per lb. | 0 11 | 0 12 |
| Smelts, extra large | .... | 0 26 |
| Pike, headless and dressed | 0 11 | 0 12 |
| Market Cod | 0 07 | 0 07½ |
| Whitefish, small | 0 12 | 0 13 |
| Sea Herrings | 0 07 | 0 07½ |
| Steak Cod | 0 09 | 0 09½ |
| Gaspe Salmon, per lb. | 0 24 | 0 25 |
| Salmon, Cohoes, round | 0 19 | 0 20 |
| Salmon, Qualla, hd. and dd. | 0 13 | 0 14 |
| Whitefish | 0 15 | 0 16 |
| Lake Trout | 0 19 | 0 20 |
| Lake Herrings, bag, 100 lbs. | .... | 4 50 |
| Alewires | 0 05½ | 0 06 |
| SALTED FISH | | |
| Codfish— | | |
| Large bbls., 200 lbs. | .... | 18 00 |
| No. 1, medium, bbl., 200 lbs. | .... | 16 00 |
| No. 2, 200-lb. bbl. | .... | 15 00 |
| Strip boneless (30-lb. boxes), lb. | .... | 0 20 |
| Boneless (24 1-lb. cartons), lb. | .... | 0 20 |
| Ivory (2-lb. blocks, 20-lb. boxes) | .... | 0 16 |
| Shredded (12-lb. boxes) | 2 40 | 2 50 |
| Dried, 100-lb. bbl. | .... | 15 00 |
| Skinless, 100-lb. boxes | .... | 16 50 |
| Pollock, No. 1, 200-lb. barrel | .... | 13 00 |
| Boneless cod (2-lb.) | .... | 0 23 |

# ONTARIO MARKETS

TORONTO, Feb. 6—The provision and produce market remains firm. Live hogs show a slight increase, being quoted at $19.25 on the fed and watered basis. Hog products are in steady demand and prices are firm. New-laid eggs are declining in price, as supplies are arriving more freely. American new-laids are quoted as low as 70 cents per dozen. Storage eggs are about cleaned up, the price quoted is 60 cents per dozen, but the demand is slight. The cheese market is inclined to be easier. Butter remains firm at unchanged prices.

## *Hog Prices Continue to Soar*

**Toronto.**

FRESH MEATS.—The hog market is very firm and indications point to higher prices. All other fresh pork cuts remain at the same prices. Beef supplies are arriving freely and the prices show a tendency to be easier.

| | | |
|---|---|---|
| FRESH MEATS | | |
| Hogs— | | |
| Dressed, 70-100 lbs., per cwt. | 25 00 | 27 00 |
| Live off cars, per cwt. | .... | 19 50 |
| Live, fed and watered, per cwt. | .... | 19 25 |
| Live f.o.b., per cwt. | .... | 18 25 |
| Fresh Pork— | | |
| Legs of pork, up to 18 lbs. | .... | 0 30½ |
| Loins of pork, lb. | .... | 0 38 |
| Tenderloins, lb. | .... | 0 50 |
| Spare ribs, lb. | .... | 0 22 |
| Picnics, lb. | .... | 0 28 |
| New York shoulders, lb. | .... | 0 27 |
| Boston butts, lb. | .... | 0 31½ |
| Montreal shoulders, lb. | .... | 0 27 |
| Fresh Beef—from Steers and Heifers | | |
| Hind quarters, lb. | 0 24 | 0 26 |
| Front quarters, lb. | 0 15 | 0 17 |
| Ribs, lb. | 0 24 | 0 28 |
| Chucks, lb. | 0 14 | 0 16 |
| Loins, whole, lb. | 0 32 | 0 36 |
| Hips, lb. | 0 20 | 0 22 |
| Cow beef quotations about 2c per pound below above quotations. | | |
| Calves, lb. | 0 25 | 0 28 |
| Spring lamb, lb. | 0 28 | 0 33 |
| Sheep, whole, lb. | 0 18 | 0 23 |
| Above prices subject to daily fluctations of the market. | | |

## *Bacon and Hams Remain Firm*

**Toronto.**

PROVISIONS.—The market for hams and bacon is very firm and the demand is keeping steady. Prices are unchanged.

| | | |
|---|---|---|
| Hams— | | |
| Medium | 0 34 | 0 35 |
| Large, per lb. | 0 29 | 0 30 |
| Heavy | 0 28 | 0 29 |
| Backs— | | |
| Skinned, rib, lb. | 0 49 | 0 50 |
| Boneless, per lb. | 0 52 | 0 55 |
| Bacon— | | |
| Breakfast, ordinary, per lb. | 0 40 | 0 45 |
| Breakfast, fancy, per lb. | 0 48 | 0 52 |
| Roll, per lb. | 0 29 | 0 30 |
| Wiltshire (smoked sides), lb. | 0 33 | 0 35 |
| Dry Salt Meats— | | |
| Long clear bacon, av. 50-70 lbs. | .... | 0 27 |
| Do., av., 80-90 lbs. | .... | 0 25 |
| Clear bellies, 15-30 lb. | .... | 0 28 |
| Sausages in brine, keg, 35 lbs. | .... | 7 35 |
| Fat backs, 16-20 lbs. | .... | 0 30 |
| Out of pickle prices range about 2c per pound below corresponding cuts above. | | |
| Barrel Pork— | | |
| Mess pork, 200 lbs. | .... | 42 00 |
| Short cut backs, bbl. 200 lbs. | .... | 50 00 |
| Picked rolls, bbl., 200 lbs.— | | |
| Heavy | .... | 50 00 |
| Lightweight | .... | 60 00 |
| Above prices subject to daily fluctuations of the market. | | |

## *Jellied Meats Selling Freely*

**Toronto.**

COOKED MEATS.—The demand for cooked meats is keeping up exceptionally well. Packers report a brisk business in all lines of jellied meats. Prices remain the same.

| | | |
|---|---|---|
| Boiled hams, lb. | 0 47 | 0 50 |
| Hams, roast, without dressing, lb. | 0 50 | 0 52 |
| Shoulders, roast, without dress- | | |
| Head Cheese, 6s, lb. | 0 12 | 0 14 |
| Choice jellied ox tongue, lb. | .... | 0 55 |

| | | |
|---|---|---|
| Jellied pork tongue | 0 49 | 0 50 |

Above prices subject to daily fluctuations of the market.

## New-Laid Eggs Lower in Price

**Toronto.**

EGGS.—The bottom is gradually dropping out of the egg market as supplies of new-laids are becoming more plentiful. American new-laids are arriving quite freely, and prices are subject to daily fluctuations.

| EGGS | | |
|---|---|---|
| No. 1 storage, doz. | .... | 0 60 |
| Special new laids, in cartons.. | 0 70 | 0 80 |

Prices shown are subject to daily fluctuations of the market.

## Cheese Market Slightly Easier

**Toronto.**

CHEESE.—The cheese market is very quiet and prices show a downward tendency. No exporting is being done at the present time, and stocks are fairly large.

| CHEESE— | | |
|---|---|---|
| Large | 0 30 | 0 32 |
| Stilton | 0 35 | 0 36 |

Twins 1c. higher than large cheese. Triplets 1½c. higher than large cheese.

## Butter Market Holding Steady

**Toronto.**

BUTTER.—The butter market is firm and steady. Prices are unchanged.

| BUTTER— | | |
|---|---|---|
| Creamery prints (fresh made) | 0 68 | 0 70 |
| Dairy prints, fresh, lb. | .... | 0 59 |
| Dairy prints, No. 1, lb. | .... | 0 56 |

## Shortening Has Active Demand

**Toronto.**

SHORTENING. — The demand for shortening is active. Prices are unchanged.

| SHORTENING— | | |
|---|---|---|
| 1-lb. prints | .... | 0 31 |
| Tierces, 400 lbs. | .... | 0 28½ |

## Lard Market is Unchanged

**Toronto.**

LARD.—There are no changes reported in the lard market this week. Stocks are fairly large and the demand is steady.

| LARD— | | |
|---|---|---|
| Tierces, 400 lbs. lb. | 0 31½ | 0 32 |

In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces.

## Smoked Fish is Reported Scarce

**Toronto.**

FISH.—There is a good demand for all kinds of fresh fish and frozen fish. Smoked fish has a tendency to be scarce. Prices are firm and unchanged.

| FRESH SEA FISH. | | |
|---|---|---|
| Cod Steak, lb. | 0 12 | 0 14 |
| Do., market, lb. | .... | 0 07 |
| Haddock, heads off, lb. | .... | .... |
| Do., heads on, lb. | 0 08 | 0 11 |
| Halibut, chicken | .... | .... |
| Do., medium | .... | .... |
| Fresh Whitefish | .... | .... |
| Fresh Herring | .... | .... |
| Flounders, lb. | .... | .... |
| Oysters, No. 1 can | .... | 3 40 |
| Do., No. 3 can | .... | 10 10 |
| Do., No. 5 can | .... | 16 50 |
| Blue Point oysters, 800s | .... | 15 75 |
| Do., 1000s | .... | 14 00 |
| FROZEN FISH | | |
| Salmon, Red Spring | .... | 0 24 |
| Do., Cohoe | 0 20 | 0 22 |
| Do., Qualla | 0 13 | 0 14 |
| Halibut, chicken | 0 18 | 0 19 |
| Do., medium | 0 20 | 0 21 |
| Do., jumbo | 0 19 | 0 20 |
| Whitefish, lb. | .... | 0 12 |
| Herring | 0 05 | 0 09 |
| Mackerel | 0 12 | 0 13 |
| Flounders | 0 10 | 0 11 |
| Trout | 0 17 | 0 18 |
| Pickerel, dressed | 0 14 | 0 15 |
| Smelts | 0 16 | 0 25 |
| Spanish Mackerel | .... | 0 30 |
| Pike, round | .... | 0 10 |
| Do., headless and dressed | 0 10 | 0 11 |
| SMOKED FISH | | |
| Haddies, lb. | .... | 0 13 |
| Fillets, lb. | .... | 0 18 |
| Kippers, box | .... | 2 50 |
| Bloaters, box | .... | 2 50 |
| Ciscoes, lb. | .... | 0 20 |

## Margarine Selling Freely

**Toronto.**

MARGARINE.—The continued high price of butter is creating a larger demand for margarine. Dealers report a brisk sale. Prices this week remain the same.

| MARGARINE— | | |
|---|---|---|
| 1 lb. prints, No. 1 | .... | 0 38 |
| Do., No. 2 | 0 34 | 0 36½ |
| Do., No. 3 | 0 30 | 0 32½ |
| Nut margarine, lb. | 0 34 | 0 35 |

## Poultry is Tending Higher

**Toronto.**

POULTRY.—All poultry is selling freely, with prices slightly advanced Supplies are fair.

| Prices paid by commission men at Toronto: | Live | Dressed |
|---|---|---|
| Turkeys, old, lb. | -$0 35 | -$0 45 |
| Do., young, lb | - 0 35 | - 0 45 |
| Roasters, lb. | - 0 30 | 0 30- 0 36 |
| Fowl, over 5 lbs. | - 0 33 | - 0 36 |
| Fowl, 4 to 5 lbs. | - 0 30 | - 0 30 |
| Fowl, under 4 lbs. | - 0 25 | - 0 28 |
| Ducklings, 3½ lbs. up | - 0 30 | - 0 32 |
| Geese | - 0 25 | - 0 26 |
| Guinea hens, pair | - 1 25 | - 1 50 |
| Spring chickens, live | 0 24- 0 26 | - 0 34 |

Prices quoted to retail trade:—

| | Dressed | |
|---|---|---|
| Hens, heavy | .... | 0 34 |
| Do., light | 0 28 | 0 32 |
| Chickens, spring | 0 28 | 0 35 |
| Ducklings | 0 34 | 0 35 |
| Geese | 0 28 | 0 33 |
| Turkeys | 0 50 | 0 58 |

# WINNIPEG MARKETS

WINNIPEG, Feb. 6—The feature of the produce and provision market this week is the firming tendency of pork and all pork products. Storage eggs have shown a decline. Butter likewise is easier. Tallow has advanced one cent per pound. Cheese market is steady.

## Pork Shows Tendency to Advance

**Winnipeg.**

FRESH MEATS.—Dressed hogs show an advance of $1.00 per hundredweight. Select hogs quoted at $19.50 and light hogs at $16.00 to $17.00. The market is reported to be firm.

## Light Hams Quoted Higher

**Winnipeg.**

PROVISIONS.—Light hams have advanced this week from 38½c per lb. to 40c per lb. Other pork products remain firm, but unchanged.

| | | |
|---|---|---|
| Hams, average, 8-16 lbs. | .... | 0 40 |
| Do., 16-20 lbs. | .... | 0 40 |
| Do., 20-25 lbs. | .... | .... |
| Bellies, average, 6-12 lbs. | 0 38½ | 0 49½ |
| Do., 12-14 lbs. | .... | 0 38½ |
| Do., 14-16 lbs. | 0 36 | 0 47 |
| Cottage Rolls | .... | 0 30½ |
| Briskets | .... | 0 24½ |
| Picnics | .... | 0 21 |
| HAMS, ENGLISH CURED. | | |
| Hams, 8-12 lbs., average | .... | 0 40 |
| Do., 12-16 lbs. average | .... | 0 40 |
| Do., 16-20 lbs., average | .... | 0 35½ |
| Breakfast bacon, 4-6 lbs. average | 0 41 | 0 51½ |
| Do., 8-10 lbs. average | 0 41 | 0 51½ |

## Lard Market Remains Firm

**Winnipeg.**

LARD.—Lard remains unchanged in price. Packers report a firmer tendency.

| | | |
|---|---|---|
| 1 lb. bricks | .... | 0 34½ |
| 3 lb. tins, per case | .... | 19 50 |
| 5 lb. tins, per case | .... | 19 43 |
| 10 lb. tins, per case | .... | 19 35 |
| 20 lb. tins, per case | .... | 25 50 |
| 20 lb. wood pails, each | .... | 6 90 |
| 50 lb. tins, each | .... | 15 88 |
| Tierces | .... | 0 31½ |

## Tallow Advances One Cent Pound

**Winnipeg.**

TALLOW.—Edible tallow shows an advance of one cent per pound over last week.

## Creamery Butter Market Declines

**Winnipeg.**

BUTTER.—Creamery butter shows a decline of one cent per lb. Dairy butter remains unchanged, market strong.

| BUTTER— | | |
|---|---|---|
| Finest creamery, 1s | .... | 0 68 |
| Do., solids | .... | 0 67 |
| Do., choice | .... | 0 67 |
| Do., solids | .... | 0 66 |
| Dairy, finest, No. 1, prints | .... | 0 62 |
| Do., solids | .... | 0 61 |
| Margarine, 1s | .... | 0 39 |

## Cheese Market Remains Firm

**Winnipeg.**

CHEESE. — Cheese market, while firm, remains unchanged. Heavy demand is reported with fair supplies.

| CHEESE— | | |
|---|---|---|
| Large, Ontario | .... | 0 33 |
| Twins, Ontario | .... | 0 33½ |
| Large, Manitoba | .... | 0 31 |
| Twins, Manitoba | .... | 0 31½ |

Continued on page 51

DAVIES QUALITY PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED TORONTO

# DAVIES Wiltshire Bacon

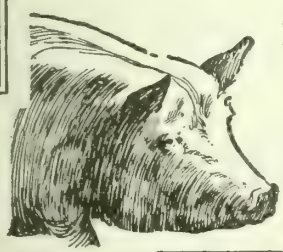
## Is the Kind of Bacon that Brings Customers Back to Your Store for More

IF YOU could see how carefully each side of Davies Wiltshire Bacon is selected and cured, then smoked just the right length of time over fragrant hardwood fires—which process not only preserves but actually *enhances* its sweet natural flavor—you would easily understand why this bacon is so much appreciated.

The Canadian housewife who is on the lookout for *good* bacon will be delighted to buy "Davies' Wiltshire," once she realizes how much superior it is to ordinary bacon—and one sale always leads to more.

Feature *Davies Wiltshire Bacon* in your provision department and watch your business grow !

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO
MONTREAL CHICAGO



# Sorting and Grading Brunswick Brand Sardines

The above is a reproduction of the sorting and grading machine used by Connors Bros. in their large plant at Black's Harbor, N.B.

The small, freshly-caught sardines are carefully selected, then sorted and graded in sizes and quality by this machine before they are processed and packed in pure olive oil under the "Brunswick Brand" label.

Brunswick Brand Sardines have long held the record as leaders of Canadian-packed sardines.

The public has confidence in Brunswick Brand sea foods and this confidence is winning big, profitable sales for grocers.

*This is the sixth of a series of advertisements depicting the most up-to-date method employed by Connors Bros., Ltd., in preparing Brunswick Brand Celebrated Fish Foods.*

## Connors Bros., Limited

**BLACK'S HARBOR, N.B.**

CUT the size of your grocery bill by using 3X Oleomargarine. One pound will prove its wholesome goodness and its economy! You will enjoy its fine sweet flavor on hot biscuits, in creamed vegetables, and baked foods. It is of highest satisfaction for every table or cooking use. Order today.

# Armour's 3X OLEOMARGARINE

ARMOUR AND COMPANY

4382

## Armour Advertising Works for You

The above reproduction is one of a series of newspaper advertisements featuring Armour's 3X Oleomargarine. The advertisements work for you right in your own neighborhood.

Co-operate with their selling effort. Feature Armour's 3X Oleomargarine. And be sure to display other Armour food products. Let your customers know that you carry a generous assortment of these foods that take the guesswork out of buying.

Here is a partial list of other products sold under the quality guarantee of Armour's Oval Label:

*Veribest* Hams with the stockinet covering.

*Veribest* Bacon, Sides and Sliced.

**Devonshire** Pure Pork Sausage, Frankfurts, Dry Sausage (many kinds), Bologna, etc.

*Veribest* Leaf Lard.

*Veribest* Rolled Oats.

*Veribest* Corn Flakes.

ARMOUR AND COMPANY

General Offices and Plant:
HAMILTON, ONT.

Branch Offices:
Toronto Montreal
Sydney, N.S. St. John: N B.

MARIGOLD

MARIGOLD

**"The Greatest Seller of Its Kind in the World"**

MORRIS & COMPANY, Chicago, U. S. A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

SALT PLANT, WINDSOR, ONTARIO

For years and years, the purity and quality of Windsor Salt have been the standby in the grocery trade of Canada

This is why practically every grocer sells

**Windsor Table Salt**
Made in Canada

THE CANADIAN SALT CO., LIMITED
WINDSOR, ONT.

## Something New in Appetizers

Made in conjunction with our famous Blue Seal Products and made from the very finest ingredients.

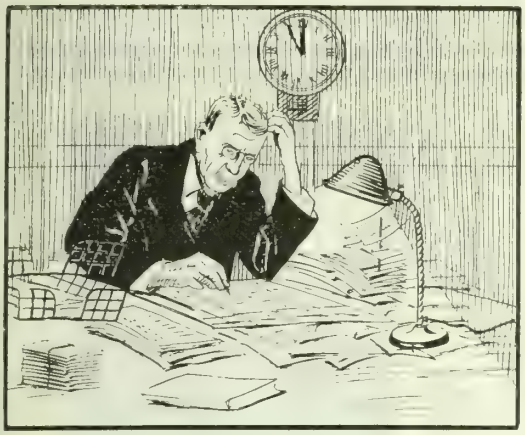
Fine for Fish and all kinds of grilled meats, and gives a delicious piquancy to salad dressings, Mayonnaise Sauce, etc.

Maroma will captivate your most particular customer. Try a little display.

E. W. Jeffress
Limited
Walkerville, Canada

W. G. Patrick & Co., Limited
Toronto and Winnipeg
Selling Agents for our Blue Seal Lines

## THIS

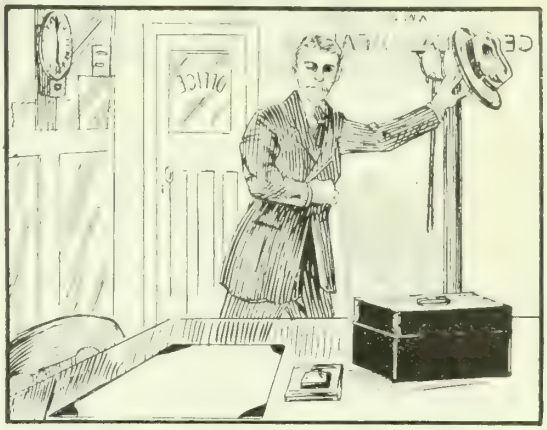


Everything disorder and worry.

*Why Spend, Money, Time and Energy in Keeping Credit Records?*

OR

## THIS



Everything in order and contentment.

*If You Must Keep Credit Records, Then*

## THE SECURITY ENVELOPE FILE CHECK SYSTEM OF KEEPING ACCOUNTS

Will save your Money, Time and Energy and give you **PROTECTION.**
The cost is small, and we will be glad to send you our Catalogue explaining in detail and also tell you what our customers have to say about it.

**EASTERN CANADA**
**The Security Envelope File Check System**
**29 Ontario St. - - Stratford, Ont.**

?

**WESTERN CANADA**
**The Western Distributors**
**205 McIntyre Block - - Winnipeg**

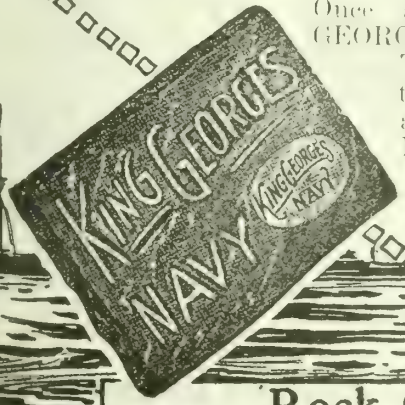
# KING GEORGE'S NAVY

**CHEWING TOBACCO**

## makes steady customers of the men

Once a discriminating chewer gets KING GEORGE'S NAVY he will "stick" with it. That's why grocers who value a real tobacco department are never without a good stock of KING GEORGE'S NAVY. Are you one of them?

*Handled by the Wholesale Trade*




Rock City Tobacco Co., Ltd.

# ARCTIC REFRIGERATORS

## *For a Life-time of Profit-Saving—*

A number of merchants still have in use to-day Arctic Refrigerators they bought forty or fifty years ago. Arctic Refrigerators are built that way intentionally. And the Arctic possesses the most direct system of cold, dry air circulation evenly distributed to all parts of the storage compartments.

Instal an Arctic. You may not use it forty or fifty years, but it is good to know that even after a life-time of profit-saving service an Arctic is still a useful, valuable piece of equipment.

The FREE Catalogue illustrates styles for every purpose and every size store. Write for it to-day.

**JOHN HILLOCK & CO., Limited,** Office, Showrooms and Factory 154 GEORGE ST., TORONTO

AGENCIES :—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Supply Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B. C.

## *It's Profitable Because—*

**100% PURE**

**COSGRAVE'S PURE MALT Vinegar**

Better to sell this branded, bottled vinegar than the bulk article. No waste — no loss — no deterioration. Easily handled—makes fine display. Quality guaranteed.

**RETAILS 15c and 25c**

**WELL ADVERTISED**

**Write us or ask your jobber for trade prices.**

# A New Drink

# Champagne de Pomme

Made from the juice of Canadian apples. A most delicious and refreshing drink.

Put up in pints, bottles or splits.

Every grocery store in Canada can sell this delicious beverage.

Packed 2 doz. to the case.

Order from your wholesaler or direct to

## Cie Canadien Importations

**140 St. Catherine St. E., Montreal**

# Baines Easter Eggs

CANADA'S TRADE MARK BEST

Our Easter specialty will retail at 10 and 15c. There is good profit for you by featuring this dainty confection.

No additional orders will be taken after Feb. 20.

Take advantage by placing your requirements at once.

**Baines Limited - Montreal**

---

Pure St. Vincent Arrowroot. Best of all the starches. Invaluable for invalids and indispensable in the manufacture of Cocoa, Chocolate, Biscuits, etc.

Direct from manufacturer, "Byera" brand.

For price, shipment, etc., apply to

**CLAUDE HADLEY**

**Mt. William Estate, St. Vincent, B.W.I.**

---

*THE PUBLIC LIKES QUAKER*

The little Quaker talks running in the west are creating a new interest in QUAKER BRAND

We need the Grocers' friendly co-operation

**DOMINION CANNERS B.C. LTD.**

**Vancouver, B.C.**

---

# Man Left You, Did He ?

**And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.**

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

**Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care.**
**Send your advertisement and remittance to**

**Canadian Grocer Want Ads.**

**143-153 University Avenue TORONTO**

# VLIT

## THE TIME AND LABOR-SAVING FURNITURE POLISH

**V**lit
**L**essens
**I**ndoor
**T**oil

Prevents dry rot and fills hair cracks

Improves all woodwork

**Best and**

Sold only through Wholesalers and Jobbers

R. C. HANNAN, Manager
(Formerly with Thomas J. Lipton)

VLIT
FURNITURE & AUTOMOBILE
POLISH
Velvet Finish Instantaneous.
Lighter Labour. Troubles Over.
VLIT is guaranteed to polish Paints, Varnishes, Enamelware, Pianos, Floors and Furniture. Also Burlap, Linoleum, Fancy Leathers and other things too numerous to mention.
VLIT does not contain one drop of acid which is the great destroyer of furniture.
VLIT prevents mud from adhering to automobiles.
VLIT makes old cars look new.
VLIT licks up dirt and polishes in one movement.
VLIT must make good or we will
Made in Canada
Direction-- Shake bottle, moisten lightly a soft clean cloth, rub briskly four or five movements are sufficient, when a brillant polish is the result DO NOT use a second cloth to polish.
The VLIT MFG. CO., Ltd.
MONTREAL

**V**elvet Finish
**L**ighter Labor
**I**nstantaneous
**T**roubles Over

A genuine furniture food

Contains no kerosene nor acids

Non-inflammable

**Goes Farthest**

**Order Today**

THE VLIT MANUFACTURING CO., LTD.
223 McGill St. MONTREAL
Main 4927

---

A Seasonable Line all the Time

There is always a demand for

# SIMMS

*BETTER BRUSHES AND BROOMS*

This is a line that does not stick on the shelf. The consumer must have brushes and brooms all the year round, and wants nothing but **the best.** Stock SIMMS' famous line of Better Brushes and Better Brooms, and you have a stock that will keep moving.

Every sale means a sure repeat.

Here is our line of trade-getters—

| | | |
|---|---|---|
| Brooms | Lather Brushes | Shoe Brushes |
| Whisk Brooms | Paint Brushes | Stove Brushes |
| | Scrubbing Brushes | |

Order from our nearest branch.

## T. S. SIMMS & CO., LIMITED

Makers of better Brushes and Brooms for 54 years

Head Office, St. John, N.B.

MONTREAL LONDON TORONTO

*Our national advertising campaign is educating your customers to the fact that this is —*

"the new way to buy PRUNES"

The trademarked package is the dominant idea in retailing today. It is a better way for you—and for the customer. It is directly in line with the consumer trend of today.

That's why it is to your profit-advantage to link your store with our powerful program of publicity that is making SUNSWEET a household word. Order from your jobber—and write us for live dealer-helps.

CALIFORNIA PRUNE AND APRICOT GROWERS INC.
San Jose, California
A cooperative growing, packing and marketing association of more than 7,500 growers

SUNSWEET
CALIFORNIA'S NATURE-FLAVORED PRUNES

SAINSBURY BROS. - Canadian Representatives - MONTREAL, TORONTO, WINNIPEG

# Worthy of Your Efforts

There is a lot of satisfaction to the dealer in selling a marmalade which draws enthusiastic customers, as well as a mighty nice profit. That's what

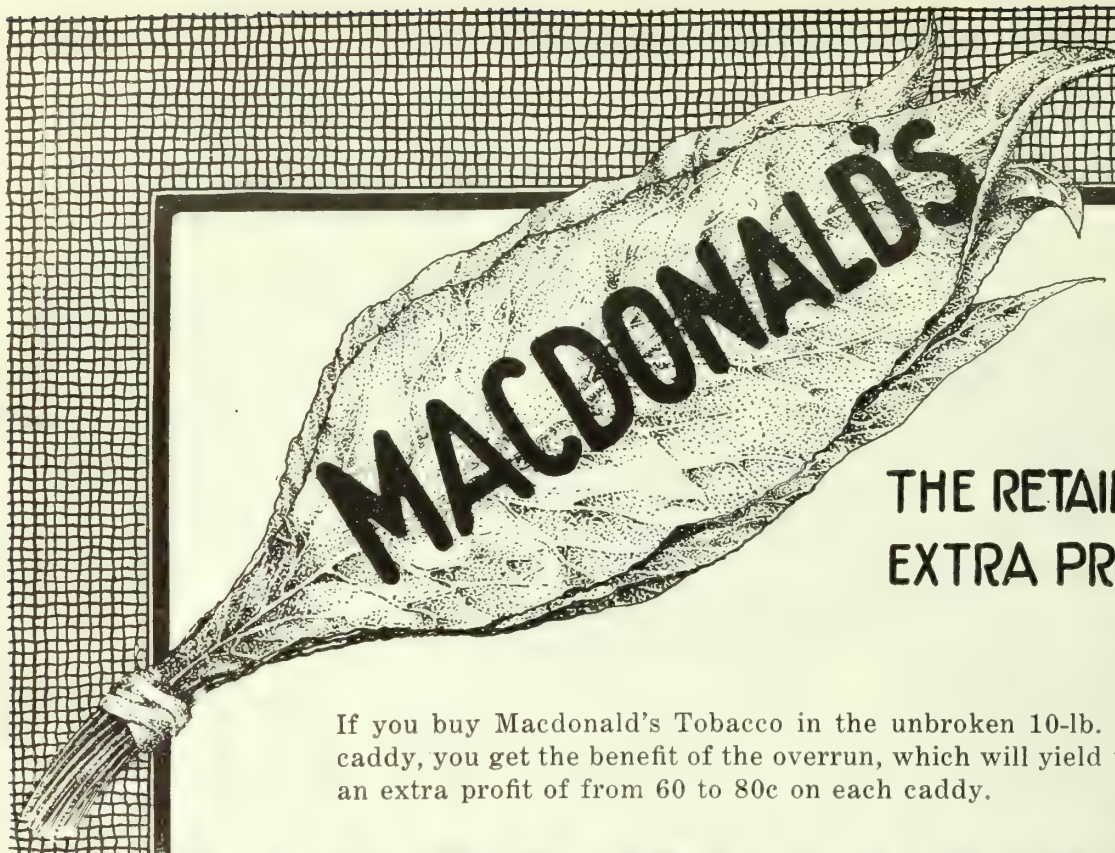
**Shirriff's** (True Seville) Orange Marmalade

will do. Put an attractive display of Shirriff's in your window or on your shelves. When your customers just ask for "marmalade" give them Shirriff's—next time they will emphasize "Shirriff's Marmalade."

Seville oranges from Spain, pure cane sugar, and many year's experience of specializing in marmalade — that's Shirriff's.

*Place your order to-day*

**Imperial Extract Company Toronto, Ont.**
*Selling Agents for Canada:* Harold F. Ritchie & Co., Ltd., Toronto and Montreal




THE RETAILERS EXTRA PROFIT

If you buy Macdonald's Tobacco in the unbroken 10-lb. caddy, you get the benefit of the overrun, which will yield an extra profit of from 60 to 80c on each caddy.

# MACDONALD'S TOBACCO

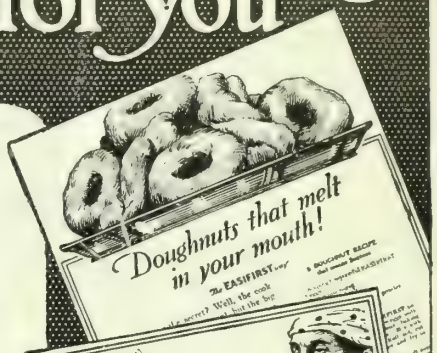
## Smoking and Chewing

*Selling Agents*

Hamilton—Alfrew Powis & Son.
London—D. C. Hannah.
Manitoba and North-West—The W. L. Mackenzie & Co., Limited, Winnipeg.
British Columbia—George A. Stone, Vancouver.
Quebec—H. C. Fortier, Montreal.
Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons.

W. C. MACDONALD, REG'D, Incorporated, MONTREAL

# Big EASIFIRST Advertising to make sales for you



a Successful Cook!
Here is a Splendid Gingerbread Recipe
Irresistible Lemon Pie!
The EASIFIRST way
A Lemon Pie Recipe Worth Keeping
Gunns Limited West Toronto

It will be good business for you to display EASIFIRST from now on. Let the people know you have it. Have your clerks bring it to your customers' attention.

In that way you will be "cashing in" on our big newspaper advertising. Many of the best papers will run these handsome, new, forceful advertisements which will make thousands of new EASIFIRST customers—and will send them to the store that displays and pushes "EASIFIRST"—the shortening that every woman likes.

**Gunns Limited**

**WEST TORONTO**

# Just To Show How It Pays To Use The "Wanted" Page Of Canadian Grocer

W. R. McCaw, Galley and Roncesvalles Ave., Toronto, had a coffee mill for sale.

Mr. McCaw says that after putting an advertisement in the daily papers and receiving no results, he tried Canadian Grocer for two insertions. He not only sold his coffee mill, but could have sold it "three times over." He had several replies.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

**Canadian Grocer Want Ads.** 143-153 University Ave. TORONTO

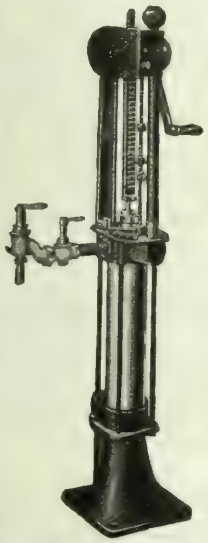
# Profit in Cleanliness

If, by chance, a customer looks into your oil room, what is revealed?

Cleanliness?

Neatness and order?

Or is the look within merely depressing and disgusting?



These views show the pump portion of the Bowser kerosene and gasoline system. These tanks for kerosene are in the basement, and for gasoline buried underground to insure safety. Note the cleanliness of the store.

BOWSER ESTABLISHED 1885
SYSTEMS

installed in your store for the storage and distributing of oils, kerosene and gasoline, assures your customer the cleanliness and orderly arrangement of your oil department are characteristics of your entire establishment.

Bowser pumps are accurate, clean and economical.

Bowser tanks are safe, clean and neat. A combination that means satisfaction and profit.

Signify your interest by asking for literature.

**S. F. BOWSER COMPANY, Ltd.**
**66-68 Fraser Ave., TORONTO, Ont.**

# Selling by the million!

Are you taking advantage of the big trade boom? The demand for OXO CUBES is growing day by day and is extending to every corner of the country. Get your share before the winter is out. There must be hundreds in your town or city who would become buyers of Oxo Cubes. Handy—cheap—and good,—they make an immediate and irresistible appeal to all classes—rich and poor alike.

***The Cubes that sell***

**OXO Limited**

**Montreal**
356 St. Antoine Street

**Toronto**
441 King Street West

**Winnipeg**
203 Bon Accord Block

# If We Eat

we are all concerned in the price of food—where it can be purchased, the quality, the quantity we get for our money, who makes it and whether it is advertised.

It is important for the manufacturer to know who is advertising his goods locally, where they are being pushed, what other brands are being advertised and how the demand is being created. We can supply this information.

The retailer who wishes to make his advertisements pull can get many real pointers from other progressive retailers' advertisements. We can send him a set of fifty ads, showing how other retailers, like himself, are putting their goods before the public.

The wholesaler and the jobber can have a traveller call on a man as soon as he fits up his store by getting our service on new stores.

We read the newspapers as a business and can supply information on any subject. A prompt service of special news coming to your office will help your sales department and open up new fields.

Service suggestions and rates gladly given.

Canadian
Press Clipping Service
143-153 UNIVERSITY AVE., TORONTO


# QUOTATIONS FOR PROPRIETARY ARTICLES

**SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR**

### JAMS
DOMINION CANNERS, LTD.
Hamilton, Ont.
"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac. Top Glass Jars, 16 oz

| | |
|---|---|
| Strawberry | $5 15 |
| Currant, Black | 5 05 |
| Pear | 4 40 |
| Peach | 4 40 |
| Plum | 4 20 |
| Apricot | 4 50 |
| Cherry | 4 85 |
| Gooseberry | 4 50 |

### "AYLMER" PURE ORANGE MARMALADE

| | Per doz. |
|---|---|
| 12 oz. Glass, Screw Top, 2 doz. in case | 3 15 |
| 16 oz. Glass, Screw Top, 2 doz. in case | 3 85 |
| 16 oz. Glass, Tall, Vacuum, 2 doz. in case | 3 85 |
| 2's Tin, 2 doz. per case | 5 95 |
| 4's Tins, 12 pails in crate, per pail | 0 95 |
| 5's Tin, 8 pails in crate, per pail | 1 18 |
| 7's Tin or Wood, 6 pails in crate | 1 64 |
| 30's Tin or Wood, one pail in crate, per lb. | 0 23 |

### PORK AND BEANS "DOMINION BRAND"

| | Per doz. |
|---|---|
| Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case | $0 85 |
| 1's Pork and Beans, Flat, Plain, 4 doz. to case | 0 92½ |
| 1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case | 0 95 |
| 1's Pork and Beans, Tall, Plain, 4 doz. to case | 0 95 |
| 1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case | 0 97½ |
| 1½'s (20 oz.), Plain, per doz. | 1 25 |
| Tomato or Chili Sauce | 1 27½ |
| 2's Pork and Beans, Plain, 2 doz. to the case | 1 59 |
| 2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case | 1 52½ |
| 2½'s Tall, Plain, per doz. | 2 00 |
| Tomato or Chili Sauce | 2 35 |

Family, Plain, $1.75 doz.; Family Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

### CATSUPS—In Glass Bottles

| | Per doz. |
|---|---|
| ½ Pts., Aylmer Quality | $1 90 |
| 12 oz., Aylmer Quality | 2 85 |
| | Per jug |
| Gallon Jugs, Aylmer Quality | $1 62½ |
| | Per doz. |
| Pints, Delhi Epicure | $2 70 |
| ½ Pints, Red Seal | 1 45 |
| Pints, Red Seal | 1 90 |
| Qts., Red Seal | 2 45 |
| Gallons, Red Seal | 6 45 |

### BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal, Can.

### CONDENSED MILK
Terms, net, 30 days.

| | |
|---|---|
| Eagle Brand, each 48 cans | $9 80 |
| Reindeer Brand, each 48 cans | 9 35 |
| Silver Cow, each 48 cans | 8 60 |
| Gold Seal, Purity, each 48 cans | 8 45 |
| Mayflower Brand, each 48 cans | 8 45 |
| Challenge Clover Brand, each 48 cans | 7 95 |

### EVAPORATED MILK

| | |
|---|---|
| St. Charles Brand, Hotel, each 24 cans | $7 15 |
| Jersey Brand, Hotel, each 24 cans | 7 15 |
| Peerless Brand, small, each 24 cans | 3 15 |
| St. Charles Brand, Tall, each 48 cans | 7 25 |
| Jersey Brand, Tall, each 48 cans | 7 25 |
| Peerless Brand, Tall, each 48 cans | 7 25 |
| St. Charles Brand, Family, 48 cans | 6 25 |
| Jersey Brand, Family, each 48 cans | 6 25 |
| Peerless Brand, Family, each 48 cans | 6 25 |
| St. Charles Brand, small, each 48 cans | 3 20 |
| Jersey Brand, small, each 48 cans | 3 80 |
| Peerless Brand, small, each, 48 cans | 3 30 |

### CONDENSED COFFEE

| | |
|---|---|
| Reindeer Brand, large, each 24 cans | $6 50 |
| Reindeer Brand, small, each 48 cans | 6 50 |
| Cocoa, Reindeer Brand, large, each 24 cans | 6 25 |
| Reindeer Brand, small, 48 cans | 6 50 |

### HARRY HORNE & CO.,
Toronto, Ont.

| | Per case |
|---|---|
| Cooker Brand Peas (3 doz. in case) | 4 20 |
| Cooker Brand Popping Corn (3 doz. in case) | 4 20 |

### B.C. HOPS

| | |
|---|---|
| Dominion Brand, quarters, per short weight pound | 0 30 |
| Dominion Brand, halves, per short weight pound | 0 29 |
| Maple Leaf Brand, ¼ lb. packages, per full weight pound | 0 40 |
| Maple Leaf Brand, ½ lb. packages, per full weight pound | 0 39 |

### COLMAN'S OR KEEN'S MUSTARD

| | Per doz. tins |
|---|---|
| D.S.F., ¼-lb. | $2 80 |
| D.S.F., ½-lb. | 5 30 |
| D.S.F., 1 lb. | 10 40 |
| F.D., ¼-lb. | .... |
| | Per jar |
| Durham, 1-lb. jar, each | $0 60 |
| Durham, 4-lb. jar, each | 2 25 |

### CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal
**KLIM**

| | |
|---|---|
| 8 oz. tins, 4 dozen per case | $12.50 |
| 16 oz. tins, 2 dozen per case | 11.50 |
| 10 lb. tins, 6 tins per case | 25.00 |

Prices f.o.b. Toronto.

### THE CANADA STARCH CO., LTD.

Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—

| Boxes | Cents |
|---|---|
| 40 lbs., Canada Laundry | $0 10 |
| 100-lb. kegs, No. 1 white | 0 10½ |
| 200-lb. bbls., No. 1 white | 0 10½ |
| 30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. | 0 12 |
| 40 lbs., Benson's Enamel, (cold water), per case | 3 25 |
| Celluloid, 45 cartons, case | 4 70 |

Culinary Starch.

| | |
|---|---|
| 40 lbs., W. T. Benson & Co.'s Celebrated Prepared | 0 11¾ |
| 40 lbs. Canada Pure or Challenge Corn | 0 10¼ |
| 20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. | 0 16½ |

(20-lb. boxes, ¼c higher, except potato flour.)

# *Big Business in Quebec and Eastern Provinces*

MANUFACTURERS

*if you want to market your Products in this rich territory, try our service. We guarantee to get distributions for you. Our travellers cover the country thouroughly.*

WRITE US TO-DAY WE CAN DO IT

**MARTIN M. SICHEL & CO. REGD.**

*Merchandise Brokers*

212 McGILL STREET, MONTREAL

It sells for **25c.**

It costs 18¾c.

**It DOES**

What it is claimed to do-

ABSOLUTELY

You Can Never Offend Your Customer

By showing her a way to save work

MAGIC Neutralizes Alkali

Sold Through All Jobbers

Herald Brokerage Co., Winnipeg, Western Distributors. Magic Manufacturing Co., Vancouver

# *SEASON 1919*

Many of the restrictions upon the exportation of our productions during the war have now been removed, and others are about to be rescinded.

We hope shortly to again be able to ship to our Canadian friends our

**"Old English Xmas Pudding," packed in tins and basins.**

**Silver Medal. Cream Stilton Cheese.**

*Particulars and enquiries from Hamblin Brereton, 256 Lemoine St., Winnipeg; Chapman, Montreal*

TUXFORD & NEPHEWS, MELTON MOWBRAY, ENGLAND

# RICE

# RICE FLOUR

# RICE MIDDLINGS

**Mount Royal Milling and Mfg. Coy., Limited**

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
*Agents*
MONTREAL

## Combine Two Sales in One

Tell customers of the delicious maple-tasting syrup they can make by diluting corn syrup with warm water and flavoring it with

# Mapleine

They will enjoy the flavor Mapleine gives to cakes, frostings, desserts, candies—the maple taste the American palate craves.

Order now of your jobber or

**F. E. Robson & Co., 25 Front St. East, Toronto**
**Mason & Hickey Box 2949 - Winnipeg**

M-530

## S.A.P. "The World's Premier Polishes"

Write off by next mail for our advantageous terms for these excellent preserves and polishes.

S.A.P. Boot Polishes.
In three sizes, No. 1, No. 8 and No. 9, and in four colors, Black, Light Brown, Dark Brown, and Mahogany.

S.A.P. White Preparation.
In one size only. Specially prepared for canvas shoes, equipment, cricket boots, etc.

S.A.P. Furniture and Floor Polish.
In two sizes, No. 8 and No. 9, Cleans, Polishes and Preserves at the same time.

S.A.P. Prepared Wax
In one size only, No. 9. This Polish has been specially prepared for Automobile Bodywork, Upholstery, Carriages, Woodwork, Leatherwork.

S.A.P. Harness Polish.
In two sizes, No. 8 and No. 9. In two colours, Black and Brown. Specially prepared for polishing harness, accoutrements, etc.

**HERBERT & CO. (S.A.P.) LTD.**

*Export* 41 Finsbury Square *Department* London, Eng.

Special Appointment

# TEA LEAD

*(Best Incorrodible)*

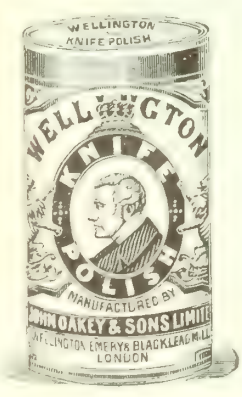
**Buy "PRIDE OF THE ISLAND" Brand**

as extensively used for years past by most of the leading packers of Tea in Canada.

## Island Lead Mills, Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used, 4th & 5th Editions. LONDON, E., England

Canadian Agents: HUGH LAMBE & CO., TORONTO.
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL.




# OAKEY'S
## "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

**John Oakey & Sons, Ltd.**

*Manufacturers of*

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

*Agents:*

F. Manley, 42 Sylvester-Willson Bldg., Winnipeg.

Sankey & Manson, 839 Beatty Street, Vancouver.


### CROWN BRAND CORN SYRUP

| | |
|---|---|
| 2-lb. tins, 2 doz. in case | $ 5 45 |
| 5-lb. tins, 1 doz. in case | 6 05 |
| 10-lb. tins, ½ doz. in case | 5.75 |
| 20-lb. tins, ¼ doz. in case | 5.70 |
| (Prices in Maritime Provinces 10c per case higher.) | |
| Barrels, about 700 lbs. | 0 08¼ |
| Half bbls., about 350 lbs. | 0 08½ |

### LILY WHITE CORN SYRUP

| | |
|---|---|
| 2-lb. tins, 2 doz. in case | $5 95 |
| 5-lb. tins, 1 doz. in case | 6 55 |
| 10-lb. tins, ½ doz. in case | 6 25 |
| 20-lb. tins, ¼ doz. in case | 6 20 |
| (5, 10, and 20-lb. tins have wire handles.) | |

### GELATINE

| | |
|---|---|
| Cox's Instant Powdered Gelatine (2-qt. size), per doz. | 1 50 |

### INFANTS' FOOD

MAGOR, SON & CO., LTD.

| | Doz. |
|---|---|
| Robinson's Patent Barley— | |
| 1 lb. | $4 00 |
| ½ lb. | 2 00 |
| Robinson's Patent Groats— | |
| 1 lb. | 4 00 |
| ½ lb. | 2 00 |

### NUGGET POLISHES

| | Doz. |
|---|---|
| Polish, Black, Tan, Toney Red and Dark Brown | $1 15 |
| Card Outfits, Black and Tan | 4 15 |
| Metal Outfits, Black and Tan | 4 85 |
| Creams, Black and Tan | 1 25 |
| White Cleaner | 1 25 |

### IMPERIAL TOBACCO CO. OF CANADA, LIMITED

EMPIRE BRANCH

| | |
|---|---|
| Black Watch, 10s, lb. | $1 20 |
| Bobs, 12s | 1 13 |
| Currency, 12s | 1 13 |
| Stag Bar, 9s, boxes, 6 lbs. | 1 08 |
| Pay Roll, thick bars | 1 30 |
| Pay Roll, plugs, 10s, 6-lb. ¼ caddies | 1 25 |
| Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs. | 1.25 |
| Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes | 1 30 |
| Forest and Stream, tins, 9s, 2-lb. cartons | 1 44 |
| Forest and Stream ¼s, ½s, and 1-lb. tins | 1 60 |
| Master Workman, 2 lbs. | 1 25 |
| Master Workman, 4 lbs. | 1 25 |
| Derby, 9s, 4-lb. boxes | 1 30 |
| Old Virginia, 12s | 1 70 |
| Old Kentucky (bars), 8s, boxes, 5 lbs. | 1 35 |

### JELL-O

Made in Canada

| | |
|---|---|
| Assorted case, contains 4 doz. | $5 40 |
| Lemons, 3 doz. | 4 05 |
| Orange, 3 doz. | 4 05 |
| Raspberry, 3 doz. | 4 05 |
| Strawberry, 3 doz. | 4 05 |
| Chocolate, 3 doz. | 4 05 |
| Cherry, 3 doz. | 4 05 |
| Vanilla, 3 doz. | 4 05 |
| Weight, 8 lbs. to case. Freight rate second class. | |

### JELL-O ICE CREAM POWDERS

Made in Canada.

| | |
|---|---|
| Assorted case, contains 2 doz. | $2 70 |
| Chocolate, 2 doz. | 2 70 |
| Vanilla, 2 doz. | 2 70 |
| Strawberry, 2 doz. | 2 70 |
| Unflavored, 2 doz. | 2 70 |
| Weights, 11 lbs. to case. Freight rate second class. | |

### BLUE

| | |
|---|---|
| Keen's Oxford, per lb. | $ 24 |
| In cases 12-12 lb. boxes to case | 0 26 |

### COCOA AND CHOCOLATE

THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.

### COCOA

| | |
|---|---|
| Perfection Cocoa, lbs., 1 and 2 2 doz. in box, per doz. | $5 80 |
| Perfection, ¼-lb. tins, doz. | 1 60 |
| Perfection, ½-lb. tins, doz. | 3 00 |
| Perfection, 10s size, doz. | 1 15 |
| Perfection, 5-lb. tins, per lb. | 0 42 |
| Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz. | 3 25 |
| Soluble Cocoa Mixture (Sweetened), 5 and 10-lb. tins, per lb. | 0 28 |
| (Unsweetened Chocolate) | |
| Supreme Chocolate, 12-lb. boxes, per lb. | 0 45 |
| Supreme Chocolate, 10c size, 2 doz. in box, per box | 2 25 |
| Perfection Chocolate, 10c size, 2 doz. in box, per box | 1 90 |

### SWEET CHOCOLATE

| | Per lb. |
|---|---|
| Eagle Chocolate, ¼s, 6-lb. boxes | 0 36 |
| Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case | 0 36 |
| Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case | 0 36 |
| Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case | 0 36 |
| Diamond Crown Chocolate, 28 cakes in box | 1 25 |

### CHOCOLATE CONFECTIONS

| | |
|---|---|
| Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. | $0 47 |
| Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. | 0 43 |
| Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. | 0 43 |
| No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. | 0 43 |
| No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. | 0 43 |
| No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. | 0 43 |
| No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. | 0 43 |
| No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. | 0 40 |
| Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. | 0 60 |
| Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. | 0 60 |

### NUT MILK CHOCOLATE, ETC.

| | |
|---|---|
| Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box | 2 35 |
| Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per lb. | 0 47 |
| Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb. | 0 47 |
| Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box | 2 48 |
| Fruit and Nut Milk Chocolate Slabs, per lb. | 0 47 |
| Milk Chocolate Slabs, with Assorted Nuts, per lb. | 0 47 |
| Plain Milk Chocolate Slabs, per lb. | 0 47 |

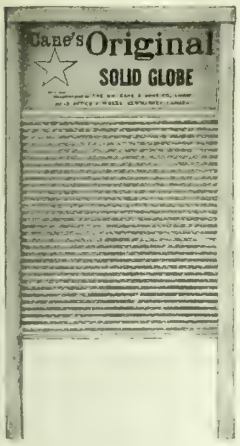
### MISCELLANEOUS

| | |
|---|---|
| Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz. | $6 00 |
| Maple Buds, fancy, ½ lb., 1 doz. in box, per doz. | 3 20 |
| Assorted Chocolate, 1 lb., ½ doz. in box, per doz. | 6 00 |
| Assorted Chocolate, ½ lb., 1 doz. in box, per doz. | 3 20 |
| Chocolate Ginger, full ½ lb., 1 doz. in box, per doz. | 4 35 |
| Crystallized Ginger, full ½ lb., 1 doz. in box, per doz. | 4 35 |
| Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box | 2 05 |
| Triumph Chocolate, ¼s, 4-lb. boxes, 35 boxes in case, per box | 2 05 |
| Triumph Chocolate, ½-lb. cakes, 4 lbs., 35 boxes in case, per box | 2 05 |
| Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross | 1 15 |
| 120—1c Milk Chocolate Sticks, 60 boxes in case | 0 80 |

### 6c LINES

Toronto Prices

| | Per box |
|---|---|
| Filbert Nut Bars, 24 in box 60 boxes in case | $1 05 |
| Almond Nut Bars, 24 in box, 50 boxes in case | 1 05 |
| Puffed Rice Bars, 24 in box, 50 boxes in case | 1 05 |
| Ginger Bars, 24 in box, 50 boxes in case | 1 05 |
| Fruit Bars, 24 in box, 50 boxes in case | 1 05 |
| Active Service Bars, 24 in box, 50 boxes in case | 1 05 |
| boxes in case | 1 05 |
| Queen's Dessert Bar, 24 in box, 50 boxes in case | 1 05 |




## Cane's Washboards

*Built to last a lifetime*

Skilled workmanship and the very best of materials are a guarantee of long and satisfactory service.

Try a small display to prove that they are good sellers.

The profit from this first order will convince you that Cane's Washboards are worth handling.

Write to-day.

**Wm. Cane & Sons Co.**
LIMITED
NEWMARKET, ONTARIO

SUPERIOR value, greater strength and absolute purity are three reasons why Canadian housewives invariably prefer Cow Brand Baking Soda.

Cow Brand lasts longer and gives better results than any other soda on the market. It pays to keep it well displayed.

**Church & Dwight, Ltd.**
MONTREAL

## Canada Beaver Brand Brooms

A broom that will give satisfactory service even beyond the extent of your customers' expectations will surely be to your advantage to carry.

Household Brooms—10 Different Grades.
Toy Brooms—3 Different Grades.
Whisks—10 Different Grades.
Warehouse Brooms—A Specialty.

**Make out a trial order to-day.**

**The Canada Broom & Brush Co., Ltd.**
RIDGETOWN, ONT.

Sales Manager—M. Webber, London, Ont.

Western Sales Agency—Messrs. Nicholson-Rankin, 707-708 Federation Life Building, Winnipeg, Man.

Toronto Agents—Messrs. Scott & Thomas, Foy Bldg., 32 Front St. West, Toronto, Ont.

# Y & S
# STICK LICORICE
## in 10c Cartons

**Everything in Licorice for all Industries using**

## LICORICE

**in any form.**

*Made in Canada by*

**National Licorice Company**
MONTREAL

# CHICKEN HADDIES

## (Lily Brand)

For breakfast you could not get a more delicious dish than a fillet of tender Chicken Haddies.

Try it in your own home and we know you will suggest them to your customers. A dainty dish for the Lenten season.

Packed 48 ones to the case

**Packed at Canso, N.S., by the**

# Maritime Fish Corporation

**Limited**

**Head Office and Sales Department, Montreal**

**Plants at Canso and Digby, N.S.**

**Packers of the celebrated MAPLE LEAF Canned Codfish Flakes**

# Raisins

Notwithstanding the large California crop, the extraordinary demand for Raisins in the United States has raised the market to a dizzy height. New York and Chicago are scrambling for any stocks that can be found anywhere. The prices they are paying are much above rates ruling in the Canadian market, but sooner or later their buying will compel a substantial advance here. In the meantime, anything that looks like a raisin has a value not seen for many a year. We quote:

| | | | |
|---|---|---|---|
| Griffin's Fancy Seeded, | 15 oz., | - | .26 |
| Sunmaid " " | 15 oz., | - | .26 |
| Easter Choice " | 15 oz., | - | .25 |
| Choice Bulk " | 25s, | - | .24 |
| Griffin's Seedless, | 15 oz., | - | .27 |
| Sunmaid " | 15 oz., | - | .27 |
| Griffin's " | 11 oz., | - | .22 |
| One Crown Muscatels, | - - - | | .25 |
| Three " " | - - - | | .24 |
| California Sultanas, | - - - - | | .24 |
| California Valencias, | - - - - | | .23½ |

*Send us an order*

**H. P. ECKARDT & CO**

**WHOLESALE GROCERS**

CHURCH STREET & ESPLANADE TORONTO

## CANADIAN GOODS WANTED

A prominent firm of English brokers (London) with important established connections in the United Kingdom and Europe is desirous of opening direct relations with Canadian packers of CANNED GOODS, DRIED FRUITS, Etc.

A representative of the firm will arrive in Canada about end of January to interview interested parties. Will owners of reliable brands desiring active representation please write "Conflict," c/o Canadian Grocer, 143-153 University Ave., Toronto.

## "FISH"

We have a full stock of Lake Superior herring in kegs and other pickled fish, also a quantity of frozen Georgian Bay trout, B.C. halibut and qualla salmon.

**LEMON BROS.**
**Owen Sound, Ont.**

We manufacture all kinds of

## Box Shooks

And Can Guarantee Prompt Delivery

*Write or Wire for Prices*

**W. C. Edwards & Co., Limited**
**Ottawa, Ontario**

## Dole BrosHops. &Malt Co.

**BOSTON, MASS., U.S.A.**

**"SUPERIOR" BRAND HOPS**
FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

**R. E. BOYD & COMPANY**
*Agents for the Province of Quebec*
15 STE. THERESE ST. - - MONTREAL


| | |
|---|---|
| Cream Bars, 24 in box, 50 boxes in case | 1 05 |
| Victory Bar, 24 in box, 60 | |
| Regal Milk Chocolate Bar, 24 in box, 50 boxes in case | 1 05 |
| Royal Milk Cakes, 24 in box, 50 boxes in case | 1 05 |
| Maple Buds, 5c display boxes, 5c pyramid packages, 5c glassine envelopes, 4 doz. in box | 2 10 |

**W. K. KELLOGG CEREAL CO.**

| | |
|---|---|
| Kellogg's Toasted Corn Flakes, Waxtite | 4 15 |
| Kelogg's Toasted Corn Flakes, Ind. | 2 00 |
| Kellogg's Dominion Corn Flakes | 4 15 |
| Kellogg's Dominion Corn Flakes, Indiv. | 2 00 |
| Kellogg's Shredded Krumbles. | 3 50 |
| Kellogg's Shredded Krumbles, Ind. | 2 00 |
| Kellogg's Krumbled Bran | 1 85 |

**BRODIE AND HARVIES**

| | |
|---|---|
| XXX Self-Raising Flour, 6 lb. packages, doz. | 5 80 |
| Do., 3 lbs. | 2 95 |
| Superb Self-Raising Flour, 6 lb. | 5 60 |
| Do., 3 lb. | 2 85 |
| Crescent Self-Raising Flour, 6 lb. | 5 70 |
| Do., 3 lb. | 2 90 |
| Perfection rolled oats (50 oz.) | 3 00 |
| Brodie's Self-Raising Pancake Flour, 1½ lb. pack., doz. | 1 50 |

**BLACKWOODS' BAKING POWDER**

| | Per doz. |
|---|---|
| 8-oz. tins, 4 doz. to case | $ 1 50 |
| 12-oz. tins, 4 doz. to case | 2 25 |
| 16-oz. tins, 4 doz. to case | 2 50 |
| Qt. Sealers, 1 doz. to case | 5 00 |
| 3-lb. tins, 1 doz. to case | 6 50 |
| 5-lb. tins, 1 doz. to case | 10 50 |

**CORDIALS**

| | |
|---|---|
| Black Cherry | St. Julien Claret |
| Mondego Port | Grape Vine |
| Hot Todd | Ginger Wine |
| Sloe Gin | Creme de Menthe |

Packed 1 doz. qts. to case.
Per case $4 50
Bulk, per gallon 1 85

**LIQUEURS**

| | |
|---|---|
| H. T. Special | Ginger |
| Creme deMenthe | Black Cherry |
| Hot Todd | Port |
| Grape | Claret |
| Sloe Gin | Trench Rum |

Packed 1 doz. qts. to cs. Per cs. $6 85
Bulk, per gallon 2 85

**CONCENTRATED FRUIT CIDERS**

| | |
|---|---|
| Orange | Cherry |
| Peach | Loganberry |
| Lemon | Strawberry |
| Grape | Raspberry |
| | Blackberry |

Per doz.
Packed 24, 2½-lb. tins to case $7 20
Apple, pkd. 24, 2½-lb. tins to cs. 7 40

**EXTRACTS**

Blackwoods' Government Standard All flavors. Per doz.—

| 2-oz. | 2½-oz. | 4-oz. | 8-oz. | 16-oz |
|---|---|---|---|---|
| $1 75 | 2 00 | 3 25 | 5 75 | 11 25 |

Heather Brand. Fifty per cent. over Government Standard. Per doz.—

| 2-oz. | 2½-oz. | 4-oz. | 8-oz. | 16-oz |
|---|---|---|---|---|
| $2 25 | 2 60 | 4 25 | 7 50 | 14 00 |

**OYSTER COCKTAILS** Per doz
Packed 5-doz. 4-oz. botts. to cs. $0 85

**OLIVES** Per doz
Queens, packed 24, 8 oz. to cs. $2 20
Queens, packed 24, 16 oz. to cs. 3 85
Pimento Stuffed, 24, 8 oz. to cs. 3 00
Pimento Stuffed, 24, 16 oz. to cs. 4 50

**BLACKWOODS' DE LUXE PICKLES**

| Ozs. | 10 | 16 | 18 | 20 | Qts |
|---|---|---|---|---|---|
| Sr. Mix. | 2.25 | 3.15 | 3.35 | 3.75 | 4.65 |
| Chow | 2.35 | 3.25 | 3.40 | 3.85 | 4.90 |
| Onions | 3.45 | .... | .... | .... | .... |
| Gherkins | 3.50 | .... | .... | .... | .... |
| Sw. Mix. | 2.50 | 3.35 | 3.60 | 4.00 | 5.15 |
| Sw. Onions | 3.75 | .... | .... | .... | .. |
| Sw. Gherkin | 3.75 | .... | .... | .... | .... |

F.o.b. jobbing points add the following freight per dozen:—
10 oz., 10c; 16 oz., 15c; 18 oz. 20c; 20 oz., 25c; qts., 30c.

**PICKLES IN TINS** Per doz

| | |
|---|---|
| Sr. Mix, 2½-lb. tins | $3 25 |
| Chow, 2½-lb. tins | 3 40 |
| Sw. Mix, 2½-lb. tins | 3 50 |
| Sr. Gherkin, 2½-lb. tins | 4 25 |
| Sw. Gherkin, 2½-lb. tins | 4 50 |
| Dills, 2½-lb. tins | 2 50 |
| Kraut, 2½-lb. tins | 1 90 |

**PICKLES IN BULK**
Spring Top Gallon Jars

| | |
|---|---|
| Sr. Mix | $1 15 |
| Chow | 1 25 |
| Sw. Mix | 1 40 |
| Dills | 1 10 |

| Pails | 1 gal. | 3 gal. | 5 gal |
|---|---|---|---|
| Sr. Mix | $1 40 | $3 00 | $4 60 |
| Chow | 1 45 | 3 25 | 4 90 |
| Sw. Mix | 1 70 | 4 25 | 6 50 |

**RELISHES** Per doz

| | |
|---|---|
| Horse Radish, 10-oz. bottle | $2 40 |
| English Picalilli, 8-oz. | 2 25 |

**RASPBERRY VINEGAR, HEAVY SYRUP** Per doz.

| | |
|---|---|
| Packed 1 doz. Qts. to case | $5 50 |
| Packed 2 doz. Pts. to case | 3 25 |
| Packed in bbls., 6 doz. Qts. | 5 25 |
| Packed in bbls., 10 doz. Pts. | 3 00 |

**BRAMBLE BRAND RASPBERRY VINEGAR** Per doz.

| | |
|---|---|
| Packed 1 doz. Qts. to case | $4 00 |
| Packed 2 doz. Pts. to case | 2 50 |
| Packed in bbls. 6 doz. Qts. | 3 25 |
| Packed in bbls., 10 doz. Pts. | 2 25 |

**SAUCES** Per doz.

| | |
|---|---|
| Gravy Sauce, ½-pt. bottles | $2 50 |
| B.B. Sauce, ½-pt. bottles | 2 25 |
| Worcester, ½-pt. bottles | 1 40 |
| Worcester, pt. bottles | 2 00 |
| Mustard, 4-oz. bottles | 0 95 |

**TOMATO BOUILLON**
Packed 1 doz. qts. to cs. Case. $12 00

**VINEGAR**

**BLACKWOODS' NO. 1 BROWN AND WHITE SPIRIT VINEGAR** Per doz.

| | |
|---|---|
| Packed 2 doz. Qts. to case | $2 25 |
| Packed 2 doz. Pts. to case | 1 50 |

**BULK**

| | |
|---|---|
| 50 O.P. Spirit, per gallon | $0 52 |
| Proof Spirit, per gallon | 0 37 |
| Spirit, per gallon | 0 28½ |
| Cider, per gallon | 0 45 |
| Artificial Proof, per gallon. | 0 28 |
| Artificial, per gallon | 0 22 |

**ARTIFICIAL HONEY**
Packed 2 doz., 8-oz., per doz. $2 50

## A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

# Florida Cabbage

is now arriving

All fresh, new goods packed in ½ bbl. hampers

Also

**Florida Head Lettuce and Cauliflowers**

**Sunkist Oranges and Lemons**

**Stripes Brand Grape Fruit**

**WHITE & CO., Limited**
TORONTO

# Winter Bananas
## Our Specialty

**Absolutely the best fruit you can obtain. Special packing during cold weather. Let us have a standing order for what you require.**

Golden Orange Brand Navels
Florida Grape Fruit—Bright, heavy packing
Western Box Apples—All Best Winter Varieties
Frozen and Smoked Fish
Oysters
Potatoes, Carrots, Beets, Parsnips, Turnips, Cabbage, Onions

***The House of Quality***

**Hugh Walker & Son**
Limited
**Guelph** Established 1861 **Ontario**

Went to War 1914 Home Again.

I have my old job back, saving Mrs. House wife all the trouble of making her coffee. I serve her instantly.

I am not de-naturalized, de-caffeinized nor de-anythinged. Oh! yes, I am DE-LICIOUS. Let me make your coffee service perfect.

**Washington's REFINED Coffee**

*Originated by Mr. Washington, 1909*
Distributed by Grocers Specialty Company, 169 William Street, Montreal

ON HAND

# WILLOW CLOTHES BASKETS

**Walter Woods & Co.**
**Hamilton and Winnipeg**

# Sani-Flush

( TRADE MARK REGISTERED )

***Sani-Flush*** has a very specific use. It cleans water-closets only. The sale of ***Sani-Flush*** does not reduce the consumption of other articles. Therefore the profit which a merchant makes on ***Sani-Flush*** is a profit which he would not make if he did not sell ***Sani-Flush.***

Encourage your customers to buy ***Sani-Flush*** by calling it to their attention at every opportunity.

**Harold F. Ritchie & Co.**
LIMITED
10-12-14 McCaul St.
TORONTO, ONT.

## The Megantic Broom Mfg. Co., Ltd

*Manufacturers of Brooms and Clothes Pins*

**Lake Megantic, Que.**

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S


# INDEX TO ADVERTISERS


A

Aron & Co., Inc., J. ..... 3
Armour & Co. ..... 59

B

Bain & Co., Donald H. ..... 12
Baines Ltd. ..... 63
Baird Ltd., Alex. ..... 12
Baker & Reid ..... 14
Berg & Beard ..... 80
Bickle & Greening Co., John W. 8
Borden Milk Co. ..... 1
Bowron Bros., Ltd. ..... 19
Bowser & Co., Ltd., S. F. ..... 69
British Columbia Hop Co. ..... 10

C

Calgary Storage & Cartage .... 14
California Fruit Growers Exchange ..... 5
California Prune & Apricot Growers ..... 65
Canada Nut Co. ..... 11
Canadian Broom & Brush Co. . 73
Can. Cereal & Flour Mills Co.. Inside back cover
Canadian Importations (H. Daoust) ..... 62
Canadian Fish & Cold Storage. 10
Canadian Milk Products ..... 7
Canadian Salt Co. ..... 60
Cane & Sons, Wm. ..... 73
Channell Chemical Co. ..... Inside front cover
Church & Dwight ..... 73
Clark Ltd., W. ..... 6
Clayoquot Sound Canning Co... 11
Climax Baler Co. ..... 79
Cockburn, F. D. ..... 14
Columbia Macaroni Co. ..... 14
Connors Bros. ..... 58
Cosgraves Pure Malt Vinegar.. 62

D

Davies Co., Wm. ..... 57
Dodwell & Co. ..... 9
Dole Bros. Hops & Malt ..... 76
Dominion Canners B.C., Ltd.... 63
Dominion Sales Co. ..... 16

E

Eckardt & Co., H. P. ..... 75
Edgett Ltd., W. H. ..... 11
Edwards, W. C. ..... 76
El Roi Tan ..... 15
Escoffier Ltd. ..... 57
Escott Co., Ltd., W. H. ..... 15
Estabrooks Ltd., T. H. ..... 27
Eureka Refrigerator Co., Ltd.. 8

F

Fidelity Collection Agency .... 79
Field & Co. ..... 21

G

Gaetz & Co. ..... 16
Gauvreau, Paul F. ..... 16
Grant Co., C. H. ..... 12
Gray & Co., John ..... 20
Gunns Ltd. ..... 67

H

Hadley, Claude ..... 63
Hall Co., Harry ..... 10
Hanson Co., Ltd., J. H. ..... 16
Hargraves Ltd. ..... 15
Henderson Brokerage, B. M.... 14
Hillock & Co., John ..... 62
Herbert & Co. ..... 72
Howe, McIntyre & Co. ..... 16
Huntley & Palmers, Ltd..... 4
Hygienic Products ..... 78

I

Imperial Extract Co. ..... 65
Imperial Grain & Milling Co.. 10
Island Lead Mills, Ltd..... 72

J

Jeffress Ltd., E. W. ..... 60
Joyce, H. S. ..... 16

K

Kkovah Products ..... 20

L

Lambe, W. G. A. ..... 15
Lemon Bros. ..... 76
Lund & Co., Peter ..... 11

M

McDavid & Co. ..... 16
McLauchlan, J. K. ..... 15
McLay Brokerage Co. ..... 12
Macdonald Regd., W. C. ..... 66
Mackenzie, W. L. ..... 12
Maclure & Co., A. M. ..... 12
Maclure & Langley ..... 15
Magic Mfg. Co. ..... 71
Magor, Son & Co., Ltd. ..... 2
Malcolm Condensing Co. ..... 22
Manley, F. ..... 12
Mann & Co., C. A. ..... 79
Mapleine ..... 71
Maple Tree Producers ..... 23
Marsh Grape Juice Co. ..... 22
Marshall, H. D. ..... 15
Maritime Fish Corporation Ltd. 74
Mathieu Co., Ltd., J. L. ..... 22
Megantic Broom Mfg. Co. ..... 7
Mickle, George T. ..... 79
Moore & Co., R. M. ..... 79
Morris & Company ..... 60
Mount Royal Milling Co. ..... 71

N

National Biscuit Co. ..... 9
National Cash Register ..... 1
National Licorice Co. ..... 73
Nicholson & Rankin ..... 2
Nelson, C. T. ..... 11
Norcanners, Ltd. ..... 9
North American Dye Corp., Ltd. 21

O

Oakeys & Sons, Ltd., John.... 72
Oxo Co., Ltd. ..... 69

P

Pacific Cartage Co. ..... 14
Palmolive Soap Co. .....Back cover
Parkinson Cereal Co. .....
Pastene, P. ..... 16
Patrick & Co., W. G. ..... 15
Pennock & Co., H. P. ..... 13
Perry & Co., H. L. ..... 13
Pullan & Co., E. ..... 8

R

Red Rose Tea ..... 27
Richardson & Green ..... 16
Rock City Tobacco Co. ..... 61
Rose & Laflamme ..... 16

S

Salada Tea Co. ..... 25
Sarnia Paper Box Co. ..... 79
Scott-Bathgate Co., Ltd. ..... 14
Security File Check ..... 61
Sichel & Co., Regd., M. ..... 71
Sibbald & Son, T. M. ..... 15
Silcox & Drew ..... 16
Simms & Co., Ltd., T. S. ..... 64
Solman, O. M. ..... 16
So-Clean, Ltd. ..... 79
St. Lawrence Flour Mills ..... 17

T

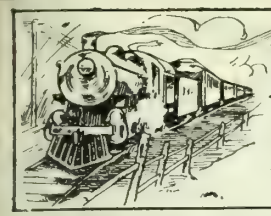
Taylor & Co., A. E. ..... 61
Teco Co. ..... 26
Thompson & Co., J. C. ..... 16
Toronto Pottery Works ..... 79
Toronto Salt Works ..... 79
Trent Mfg. Co. ..... 79
Tuxford & Nephews ..... 71

V

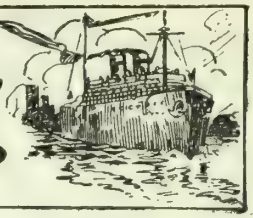
Vlit Mfg. Co. ..... 64

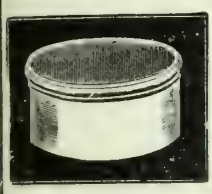
W

Walker & Son, Hugh ..... 77
Wallace Fisheries, Ltd. ..... 11
Washington Sales Co. ..... 77
Watson & Truesdale ..... 13
Welch Grape Juice Co. ..Front cover
White & Co. ..... 77
White Cottell's ..... 79
Wiley, Frank H. ..... 13
Williams Storage Co. ..... 13
Woods & Co., Walter ..... 77



# BUYERS' MARKET GUIDE
## Latest Editorial Market News





**STONEWARE JARS**

Place order for crocks before the season opens. They are going to be hard to get later.
Our Catalogue shows complete line of Butter Jars, Meat Tubs, Jugs, Churns, etc.

**The Toronto Pottery Co.**
Limited
Dominion Bank Bldg.
Toronto, Canada

---

We are now located in our new and more spacious warehouse at

**60-62 JARVIS ST.**

**TORONTO SALT WORKS**

GEO. J. CLIFF

---

**WHITE-COTTELL'S**
*Best English Malt Vinegar*
**QUALITY VINEGAR**
White, Cottell & Co., Camberwell, London, Eng.
Agent:
W. Y. COLCLOUGH, 592 Kingswood Road
Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD.
Vancouver, B.C.
BAIRD & CO., Merchants, St. Johns

---

Order from your jobber to-day.
**"SOCLEAN"**
the dustless sweeping compound
**SOCLEAN, LIMITED**
Manufacturers TORONTO, Ontario

---

**HIGHER PRICES ON MOLASSES**

Indications from primary markets point to higher prices on molasses. New stocks are due to arrive about March 1st, but no prices are being quoted for future deliveries. Barbadoes molasses is practically off the market.

---

**CLIMAX PAPER BALERS**
ALL STEEL-FIREPROOF
*"Turns Waste into Profit"*
12 SIZES
*Send for Catalogue*
CLIMAX BALER CO.
Hamilton, Ont.

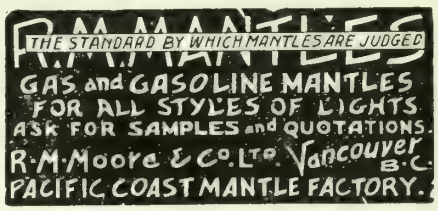
---

**FOR SALE**

Selected eggs, creamery butter, fancy dressed poultry. It will pay you to buy your supplies from

**C. A. MANN & CO.**
LONDON, ONT.
Phone 1577

---


THE STANDARD BY WHICH MANTLES ARE JUDGED
GAS and GASOLINE MANTLES
FOR ALL STYLES OF LIGHTS
ASK FOR SAMPLES and QUOTATIONS.
R-M-Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY.

---

**The SARNIA PAPER BOX CO., Ltd.**
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

---

**BEANS**

Handpicked or Screened

*Ask for quotations*

**Geo. T. Mickle, Ridgetown, Ont.**

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

**The TRENT MFG. CO., LTD.**
TRENTON - - ONTARIO

---

**Fidelity Collection Agency Ltd.**
Canadian Bank of Commerce Bldg., Winnipeg
*Collections and Adjustment*
"We collect anything anywhere"
References: Can. Bank of Commerce and Molsons Bank

---

These one-inch spaces only $2.20 per insertion if used each issue in the year.

# Wanted

## Classified Advertising

Advertisement under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word; but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

### FOR SALE

FOR SALE—QUICK DISPOSAL, WELL-ESTABlished, up-to-date general store business, post office and telephone, modern conveniences, Saskatchewan point, good class of settlers to draw trade from, to a responsible party with $5,000 cash terms would be given on the balance; the total deal approximates $10,000; or two young men could eliminate salary expenses; present owner in business five years, but owing to sickness this business is for sale; no opposition; country well settled; most of the farmers own cars, and farming conducted extensively; deal direct with owner (no agents). Apply first instance Box 26, Canadian Grocer, 153 University Ave., Toronto.

GOOD COUNTRY GENERAL STORE AND stock at station, store and stock about $8,000. Good building and clean stock. Selling on account of poor health. Apply Box 916, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—GROCERY BUSINESS, STOCK and fixtures, about $2,000; turnover about $14,000. Will rent or sell property. Reasons for selling, other business and short of help. Address Box 393, Canadian Grocer, 143 University Ave., Toronto, Ont.

GROCERY FOR SALE. LARGE FAMILY trade. Stock all new and clean. Sell or rent building. Woodman & McKee, Coaticook, Que.

FOR SALE — A GENERAL STORE STOCK about $10,000, on railway line; stock sold separate or with property. Apply to Alex. Shute, Holland Centre, Ontario.

FIXTURES FOR SALE.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

### WANTED

WANTED—SITUATION AS CLERK IN GROcery or general store; four years' experience. Can commence at once. OR WOULD BUY small business if right location. Apply Box 30, Canadian Grocer, 153 University Ave., Toronto.

WANTED—TO BUY A USED STENCIL CUTting machine; must be in good condition. Shaw & Ellis, Pocologan, N.B.

### Manager Wanted for Canadian National Newspapers & Periodicals Association

To act also as Secretary-Treasurer, and carry on the Association's general work, under the direction of the President and the Board of Directors, study the interests of the various classes of publications in the Association, and plan and carry on promotion work in their interests. Applicants should understand advertising and merchandising.

Apply in writing only, stating age, full details of experience, and salary expected. Applications will be treated as confidential.

Address Acton Burrows, President, Canadian National Newspapers & Periodicals Association, 70 Bond Street, Toronto.

IS THIS YOUR YOUNG MAN?

SEVEN YEARS WHOLESALE AND RETAIL experience. High school and business college education. Practical knowledge of modern salesmanship and office routine. A hustler and thorough worker. Familiar with trade conditions. Open for immediate employment. Box 32, Canadian Grocer, 143 University Ave., Toronto.

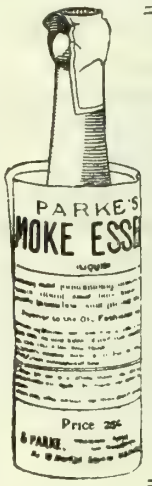
### AGENCIES WANTED

MONTREAL IMPORTER VISITING ENGLAND in spring is open to act as buying or selling agent for Canadian manufacturers. Strong connection on candies and grocery lines in England. Can undertake care of exhibits at Canadian Exhibition in London. D. F., Canadian Grocer, Southam Bldg., Montreal.

MANUFACTURERS' AGENTS, MONTREAL, are looking for agencies in connection with grocery and candy trade. 250 open accounts in Montreal. A.B.C. Canadian Grocer, Southam Bldg., Montreal.

COMMISSION AGENT CALLING ON THE mining and lumbering business in the Cobalt and Porcupine District wants a few good lines. Box 131, Canadian Grocer, 153 University Ave., Toronto, Ont.

TO MANUFACTURERS—COMMERCIAL TRAveller, Canadian, with experience in selling packers' products and groceries, is taking up residence in England May first and would like to handle a few good Canadian lines in that country. Personal interview can be arranged. Apply Box 36, Canadian Grocer, 153 University Ave., Toronto.




### Parke's Smoke Essence

will smoke and cure meat better than the old smoke house method. It is easy to use—just apply with a brush. Keeps the meat tender, because the moisture is retained.

**RETAILS 35c AND 75c.**

35c size enough for about 100 lbs. is packed in compartment corrugated cases, 36 bottles in each. Price $8.40 per case.

75c size, enough for about 300 lbs., is $6.00 per dozen.

**Parke & Parke Limited**
MACNAB ST. AND MARKET SQ.
**Hamilton, Ontario**

**WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER**

### WANTED

Two experienced specialty salesmen to handle high-class line of Store Equipment made in Canada. One for London district including territory from London to Windsor, and one for Ottawa and surrounding district. May purchase line outright or sell on commission. State age and experience. An A1 proposition. Apply Box 34, Canadian Grocer, University Ave., Toronto.

### RID OF RATS

**The only non-poisonous Rat and Mouse exterminator in the world . . . .**

Millions are using it in all civilized countries. Fully guaranteed.
Exclusive territories granted to responsible dealers or agents.
**Price—15 cents per box, $1.80 per doz., $1.00 per lb. in bulk.**

**BERG & BEARD MFG. Co., Inc.,**
**100 Emerson Place, Brooklyn, N.Y.**

*Get our prices on Split Peas, Pot and Pearl Barley, Manitoba Blended and Ontario Wheat Flours.*

SATISFACTION, superior saleability, delicious flavor and excellent profits go hand in hand with this great big Red and Blue Package of wholesome "Porridge" Flakes.

You will find "Quality Rolled Oats" a winner of customer good-will and an excellent seller. The wholesome nut-like flavor and the thinly rolled semi-cooked flakes that cook so quickly, win favor with housewives everywhere.

*Immediate delivery on any quantities*

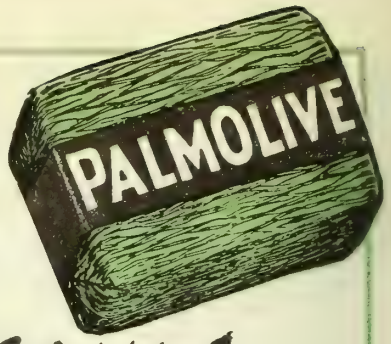
*Selling Agents for Ontario*

Cruickshank & Guild, 32 Front St. West, Toronto

## Canadian Cereal & Flour Mills Co., Limited

**TILLSONBURG, ONTARIO**

**Head Office - - Stratford, Ont.**




Mr Merchant-

The Purchasing

Power of Your 1920 Dollar

is as great as it was

in 1913 when invested

in Palmolive Soap on

the present basis now being

offered by Your Wholesale

Grocer. Ask any Wholesale

Grocer's Salesman

The Palmolive Co of Canada

Toronto.

# CANADIAN GROCER

Member of the Associated Business Papers---Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE: TORONTO, FEBRUARY 13, 1920 No. 7

THE DEALER'S BEST LINE

MACDONALD'S

TOBACCO has maintained an unalterable standard of high quality for the past 60 years and yields a better margin of profit than any other tobacco on the market.

*Selling Agents:*

Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons.
Hamilton—Alfred Powis & Son.
London—D. C. Hannah.
Manitoba and Northwest—The W. L. Mackenzie & Co., Limited, Winnipeg.
British Columbia—George A. Stone, Vancouver
Quebec—H. C. Fortier, Montreal.

W. C. MACDONALD REG'D.

INCORPORATED

MONTREAL

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of report will be sent on request to anyone interested

# COWAN'S PERFECTION COCOA

TO PROGRESSIVE DEALERS

PUT this Canadian Brand on the firing line, and watch it capture a big trade for you. Display it prominently on your shelves. It is a line that adds prestige to any store. Recommend Cowan's Perfection Cocoa because you know it is purest and best. One sale makes a permanent customer.

THIS illustration shows a cluster of Cocoa Pods as they are found on the tropical tree "Cacao Theobroma." After the beans are removed and dried, they are shipped to Cowan's, where by a special process of roasting, their fragrant aroma and delicious flavor are retained, and may be enjoyed by users of Cowan's Perfection Cocoa.

MADE IN CANADA AT COWAN'S SUNLIT PLANT
TORONTO

G-1


CANADIAN GROCER, published every Friday. Yearly subscription price, $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

Borden's

# Here's a Valuable Selling "Tip" for Borden Dealers

If your store is located in a district where there are many boarding and rooming houses (and few stores nowadays are not) you will find your sales on these four Borden products increase enormously if you suggest their convenience and economy by making an attractive window display.

Borden's

Borden's

Keep them always well displayed in your store and a little extra suggestion to every customer will bring up your Borden profits at a wonderful rate.

Other grocers have proven for themselves that this method has greatly increased their profits. Why don't you try it? Don't delay. Plan a good Borden window to-day. The result will handsomely reward your extra efforts.

SIX CANADIAN FACTORIES

## The Borden CO., LIMITED

**Leaders of Quality**

MONTREAL VANCOUVER

Borden's

# CLARK'S

# SOUPS

Mr. Grocer,---

In addition to our usual publicity channels, the coming week will see our Soup-posters displayed on the billboards throughout the Dominion. This, combined with the well known CLARK quality, will create a heavy demand, for which you should be ready. The consumer price is a popular one and your margin is good.

Yours truly,

W. CLARK, LIMITED.

Montreal, Feb. 12th, 1920.

NOTE.

Don't forget that $1.00 spent on home manufactures buys 100 cents worth of goods, instead of 85 cents worth if spent on imported goods. It gives employment to Canadians, it assists Canadian production, it means Canadian prosperity, and if you buy Clark's Soups your article is not "just as good"—IT IS BETTER.

**W. Clark, Limited** Clark's **Montreal**

Home of J. Aron & Co., Inc., Santos, Brazil

The above is a view of the business home of J. Aron & Co., Inc., at Santos, Brazil. It is located in the heart of the coffee district of the world's greatest coffee port.

This modern building contains every facility for giving green coffee buyers adequate service. It is an important link in our direct Santos-New York-New Orleans service to green coffee buyers.

There all coffees are carefully roasted and tested—in the cup—before shipments are made to roasters. The care with which these tests are made is one of the many reasons why our shipments are so uniform in quality.

*THIS CONSTITUTES ARON'S SUPERSERVICE*

# J. ARON & COMPANY, Inc.

## NEW YORK

***Canadian Representatives:***

**A. T. Cleghorn, Vancouver, B.C.; Nicholson-Rankin, Ltd., Winnipeg, Man.; Alex. F. Tytler, London, Ont.; J. T. Price & Co., Hamilton, Ont.; James Kyd, Ottawa, Ont.; Dastous & Co., Reg., Sherbrooke, Que.; Hughes Trading Co. of Canada, Ltd., Montreal, Que.; Lind Brokerage Co., Ltd., Toronto, Ont.; Henry M. Wylie, Halifax, N.S.; Schofield & Beer, St. John, N.B.**

# Hip-o-Lite

MARSHMALLOW CREME

*(Ready-to-use)*

## *Now Made in Canada by Bowron Bros.*

1 Gal—160 oz.
Lacquered can, 4 tins to case.
$19.00 doz.

32 oz.
Screw Top Jar,
1 doz. to case.
$5.50 doz.

16 oz.
Mason Jar Screw Top
1 doz. to case.
$3.50 doz.

1 Pt.
Fibre Carton,
1 doz. to case.
$2.60 doz.

Half Pint.
Fibre Carton,
4 doz. to case.
$1.75 doz.

ALL SIZES QUOTED ARE IMPERIAL MEASURE

An exquisite Marshmallow of spreadable consistency, light, tender and short. It is used for desserts, cake fillings, frostings, sauces and a hundred and one delicious dishes. Always ready for use—no cooking and the contents of these handy containers will not spoil after opening.

**Hip-O-Lite** offers an excellent profit. Take for instance the 16 oz. size jar (the big family size seller), this costs you 30c and sells for 40c.

A national advertising campaign in leading magazines is daily creating a demand for **Hip-O-Lite**—the delicious Marshmallow Cream that is "different."

On drop shipments of 100 lbs. or over we pay the freight. Send for our free booklets on simplified candy-making, dessert recipes, etc. A post card brings any quantity you wish. Order **Hip-O-Lite** from your wholesaler or send his name to us with your order and we will ship direct.

## BOWRON BROS., Limited

**Hamilton, Canada**

# Here's the Mop that Caused a Sensation

In less than six months this wonderful new mop has achieved a distribution and sale little short of marvelous. Dealer after dealer has re-ordered. The mop is so superior, so attractive, so broadly advertised that *it actually sells itself.* More than that, it greatly increases sales on the good old standby, Liquid Veneer.

Add to all this, *Liquid Veneer quality* clear through and you will understand the success of the new

## LIQUID VENEER MOP

MADE IN CANADA

You make a *clear profit of* 66% on your investment selling these mops and Veneer. You simply can't go wrong; the goods actually sell themselves.

Consider the 5 new points of superiority. (1) Mop is treated with Liquid Veneer instead of oil. (2) The swab comes off frame with a pull—as a curtain from a rod—easy to wash, wring out, dry and replace. (3) Mop has full, soft yarn centre giving greater cleaning surface and fully protecting the floors. (4) The long 54" handle easily adjusts to any position. (5) Extra swabs may be obtained separately in individual containers.

The mops are packed in the handsomest, brightest colored metal cans on the market to-day. Don't overlook this wonderful opportunity. Write your jobber or us.

**Buffalo Specialty Co.**

**Bridgeburg, Ont.**

# Pancake Tuesday comes next week

To insure your customers a real Pancake feast, recommend

## WHITE SWAN PANCAKE FLOUR

**Self-Rising**

¡Always ready for use—requiring only to be stirred with water or milk—White Swan Pancake Flour s a real live seller that every grocer should feature during the pancake season..

**White Swan Spices and Cereals, Limited**
TORONTO, CANADA

# JAMS MARMALADES PEELS

## John Gray & Co., Ltd., Glasgow

**Established over a Century**

**Cable : Lamberton, Glasgow.**
**Codes : A.B.C. 4th and 5th Edition.**

# CONFECTIONERY MARZIPAN CHOCOLATE

*Agents:*
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

# EUREKA

NAME REGISTERED
PATENTS 1883—1900—1910—1914—1917

If you want to get the most efficient means of refrigeration on the market, ORDER A EUREKA REFRIGERATOR!

You cannot afford to let your goods spoil through inefficient methods.

The Eureka Grocer Refrigerators, in all models, will prevent this waste or spoil. That is our guarantee.

And NOW is the time to order; before the Summer sets in. We can fill your order satisfactorily now, as we have a full line of Eureka Grocers ready for shipment. But if you delay your order until early Spring we may run out of stock, because of the heavy demand, just at the time you NEED the best and most reliable refrigerator you can get.

Write us to-day for illustrated catalog, and place your order NOW.

**Eureka Refrigerator Co., Limited**
**Head Office: OWEN SOUND**
**Branches: Toronto, Hamilton, Montreal**

# Raisins are in demand every month of the year

**Stocks are light**
***Place Orders now***

Never before in the history of the industry has the demand been so great for **SUN-MAID RAISINS** of all varieties. Stocks in original hands have diminished to the vanishing point. Jobbers throughout the country still have cars rolling, from which the retail trade can be supplied.

**CALL YOUR JOBBER TO-DAY AND SECURE A SUPPLY FOR THE SPRING TRADE.**

**Three varieties—Sun-Maid Seeded (seeds removed).**
**Sun-Maid Seedless (grown without seeds).**
**Sun-Maid Clusters (on the stem).**

**California Associated Raisin Co.**
Membership 9,000 Growers
Fresno, California

# A Fish Department! Stocked With Watson's!!

## Two Good Ideas For This Fall

Every grocer has not the facilities to handle meats, but there is no reason why he could not stock our smoked and pickled fish, and sell every family at least once a week. Many families will buy pails of herring at a time.

**SMOKED**
Kippers
Bloaters
Boneless Herring
Herring Chicks

**SPECIAL**
Feature Herrings in 10-pound pails.

**PICKLED**
Scotch Cured Herring in barrels, half barrels or pails.

**The Possibilities in These Lines for You are Well Worth Investigating.**

**Write for Particulars to**

**Watson Bros. Fishing and Packing Co., Limited**
**Vancouver**

***Western Representatives***
**Donald H. Bain & Co., Winnipeg**

***Ontario Representatives:***
**S. H. Moore & Company, Excelsior Life Bldg., Toronto**

# FISH

**Fresh - Frozen - Smoked**
***Expressed Daily***
**Directly off the Fishing Boats**
**Iced by Experts**

**B.C.** COD SALMON HALIBUT HERRING SMELT CRAB, Etc.

**ROYAL FISH CO.**
VANCOUVER

Pure St. Vincent Arrowroot. Best of all the starches. Invaluable for invalids and indispensable in the manufacture of Cocoa, Chocolate, Biscuits, etc.

Direct from manufacturer, "Byera" brand.

For price, shipment, etc., apply to

**CLAUDE HADLEY**
**Mt. William Estate, St. Vincent, B.W.I.**

# THE BISCUITS OF
# HUNTLEY & PALMERS, Limited
## READING AND LONDON

are renowned throughout the whole world as being the finest that are made, and unequalled both for quality and for keeping properties.
Amongst their greatest favourites are the following :—

| | |
|---|---|
| **BREAKFAST** | The most perfect type of unsweetened rusk. |
| **DIGESTIVE** | Made from selected meal. Short eating, highly nourishing and easily digested. |
| **DINNER** | Especially suitable for serving with soup or for use with butter or cheese. |
| **GINGER NUTS** | Unique, delicious and unrivalled. As popular now as in the days of our grandfathers. |
| **NURSERY** | An excellent food for children and invalids. For many years they have had a large and increasing consumption both in England and abroad. |
| **OSBORNE** | Often imitated — never equalled. Slightly sweet. |
| **PETIT BEURRE** | Favourites even when our parents were young. |
| **TEA RUSKS** | Very delicate and much appreciated at Afternoon Tea. |

***Representatives :***

NOVA SCOTIA and PRINCE EDWARD ISLAND
John Tobin & Co.
Matin Street, Halifax, N.S.

NEW BRUNSWICK
Angevine & McLaughlin
P.O. Box 5, St. John, N.B.

QUEBEC
Rose & Laflamme, Ltd.
500 St. Paul Street West, Montreal.

ONTARIO
The MacLaren Imperial Cheese Co., Ltd.
67 Front Street East, Toronto.

MANITOBA, SASKATCHEWAN and ALBERTA
W. Lloyd Lock & Co.
179 Bannatyne Avenue East, Winnipeg

BRITISH COLUMBIA—
MAINLAND
Kelly, Douglas & Co., Ltd.
Water Street, Vancouver, B.C.
VANCOUVER ISLAND
R. P. Rithet & Co., Ltd.
Victoria, B.C.

NEWFOUNDLAND and LABRADOR
P. E. Outerbridge
P.O. Box 1131, St. John's, N.F.

# HUNTLEY & PALMERS, LIMITED
READING AND LONDON, ENGLAND

# Bring Them Together!

With Satisfaction and Profit For All

NATIONAL BISCUIT & CONFECTION CO., LIMITED, VANCOUVER
NATIONAL BISCUIT CO., LIMITED - REGINA

# DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

**Our agents are:**

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

## Dodwell & Co., Ltd.

*Importers & Exporters*
VANCOUVER

# The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

## Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

*Your jobber can supply you.*

## NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

Canadian Agents:
C. B. Hart Reg. Montreal
A. S. May & Co. Toronto
Donald H. Bain Co. Winnipeg

# The Secret of Our Success Laid Bare

## By any good Can-opener

WALLACE FISHERIES LIMITED
VANCOUVER

# HOPS

In Quarter and Half Pound
Full and Short Weight Packages

*BUY DIRECT FROM THE PRODUCER*

**BRITISH COLUMBIA HOP CO., LTD.**

Ranches located at
Sardis, Agassiz,
B. C.

*Head Sales Office:*
235 Pine Street
San Francisco,
California.

**Largest Hop Growers in Canada**

*Write for Prices—Samples*

AGENTS: **For Western Canada**—Donald H. Bain Co., Winnipeg, Man. **Ontario**—Raymond & Raymond, London, Ontario. **Quebec and New Brunswick** Arthur P. Tippet & Co., Montreal, Quebec. **Newfoundland**—Globe Trading Co., St. John's, Newfoundland. **Nova Scotia**—Chisholm & Co., Ltd., Halifax, N.S.

# FISH
## for Lenten Season

An opportunity for your fish department to profitably supply customers with a large quantity of

## "Rupert" Brand Flat Fish
### BRILLS---SOLES

Caught in the clear, cold waters of the Northern Pacific, cleaned, headed—ready-to-cook—and rapidly frozen in the world's largest fish cold storage plant.

***Grocers!***

Start a fish department now. Get in on this quick turnover, quick-profit business.

Wholesale dealers in Toronto and Hamilton can supply all territory east of Winnipeg. Winnipeg and West can be supplied from any wholesaler in the territory—or write us direct.

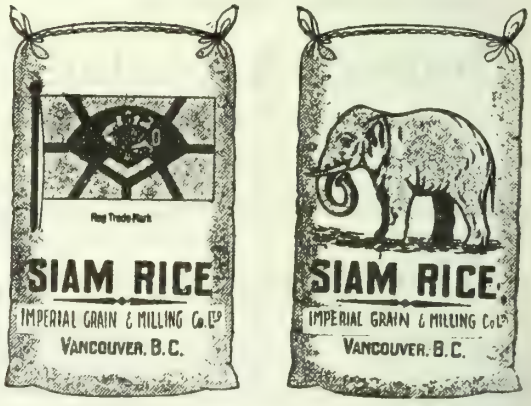
We are glad to give fullest support and co-operation to all retailers handling "Rupert" Brand frozen fish. Ask us for information.

**Canadian Fish & Cold Storage Co., Ltd.**
**Prince Rupert - British Columbia**

## When Sorting up Your
# CANNED FRUIT
AND
# DRIED FRUIT
Stocks, *Remember*
# "CASTLE"
## brands
*Are as Popular as Ever*

DISTRIBUTED BY

# Imperial Grain and Milling Co., Limited
VANCOUVER, B.C.




We are offering the best value in Rice on the Canadian market to-day.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

BRITISH COLUMBIA

## Squirrel Brand PEANUT BUTTER

**W. H. Edgett Ltd.**
Vancouver
Canada
**Importers — Exporters**
**ar Lot Handlers: Beans, Nuts, Potatoe**

**C. T. NELSON**
**Grocery Broker and Manufacturers' Agent**
105 Hibben-Bone Bldg., Victoria, B.C. In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

**PETER LUND & COMPANY**
**Manufacturers' Agents**
**Can sell, and if required, finance one or two additional staple lines for**
**British Columbia Territory**
*Interested manufacturers please communicate.*
**505 Metropolitan Bldg., Vancouver, B.C.**
**Reference: Merchants Bank of Canada, Vancouver, B.C**

**North West Trading Co., Ltd.**
***Importers of Australian and Oriental Produce***
***SALMON BROKERS***
DOMINION BLDG. VANCOUVER

## LET CANADIAN GROCER Sell It For You

**MACARONI**
The pure food that builds Muscle and Bone at small expense
***The Meat of The Wheat***
Manufactured by the
**Columbia Macaroni Co., Limited**
LETHBRIDGE, ALTA.

EVERY MORSEL EDIBLE AND DELICIOUS

## Said the Manager:

"I maintain such standards of cleanliness and quality that I can thoroughly relish any can of

**"ALBATROSS" PILCHARDS**

Clayoquot Sound Canning Co., Ltd.
VICTORIA

**AGENTS:**
**Ontario and Quebec:** Alfred Powis & Son, Hamilton, Ontario
**Manitoba & Sask.:** H. P. Pennock & Co., Ltd., Winnipeg, Man.
**Alberta & British Columbia:** Mason & Hickey
J. L. Beckwith, Victoria, B.C.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

**THE McLAY BROKERAGE CO.**
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
*Take advantage of our Service*
WINNIPEG MANITOBA

**A. M. Maclure & Co.**
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALIES

**ALEX. BAIRD LTD.**
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

**W. L. Mackenzie & Co., Ltd.**
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

**C. H. GRANT CO.**
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

**Richardson Green Ltd.**
Manufacturers' Agents
Calling upon the Grocery, Hardware and Drug trade. Operating in Winnipeg, Regina, Saskatoon, Calgary and Edmonton.
**We work the retail trade.**

**F. MANLEY**
Manufacturers' Agent
42 Sylvester-Willson Building
WINNIPEG

PLEASE MENTION THIS PAPER
WHEN WRITING ADVERTISERS

# Donald H. Bain Co.

## WHOLESALE GROCERY COMMISSION AGENTS

### Herewith are Some Facts on Product Marketing

We have a highly-specialized, keen brained staff of untiring sales promoters. We have your interests at heart, every hour of the day the moment you enlist our services. We have an enviable record of results, with satisfied customers to prove it.

Should you have a product that has not been successfully marketed, we are especially trained to market it in the Western field, in a way that it has never before been marketed—with the paramount of success.

**Get in touch with us.**

## Head Office: WINNIPEG

**Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER**
ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY


**FRANK H. WILEY**
Mfrs. Agent and Importer
Groceries and Chemicals
Headquarters for Feed Molasses
**533-537 Henry Ave., Winnipeg**

MANITOBA
SASKATCHEWAN

*Wholesale Grocery Commission Brokers*

ALBERTA
WESTERN ONTARIO

## H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

*We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.*

## The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for SERVICE.

**Williams Storage Co.**
WINNIPEG
and
Winnipeg Warehousing Co.

## Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

**Wholesale Grocery Brokers and Manufacturers' Agents**

TRACKAGE
STORAGE
DISTRI-
BUTION

"Always On The Job"

## The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

**As your Selling Agents, we can make a big success of your Account.**

STORAGE DISTRIBUTING FORWARDING

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

**WESTERN CANADA**

The House of

## Scott-Bathgate Co., Limited

Founded on Service, Integrity and Reliability. Have an organization equipped to introduce your products in Western Canada.

**Manufacturers should write us.**

**Address:**

**140 Notre Dame Ave. E., Winnipeg**

## F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give yuur line the same attention. Pugsley Dingman & Co., Ltd. John Taylor & Co. and John Bull Mfg. Co.

**ALBERTA**

**BAKER & REID**
MANUFACTURERS' AGENTS
*If you want Results, try us*
CALGARY - ALBERTA

**B. M. Henderson Brokerage, Ltd.**
Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

**Western Transfer & Storage, Ltd**
C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association

**PACIFIC CARTAGE CO.**
C.P.R. Carters
Office: C.P.R. Freight Sheds CALGARY
*Distribution of Cars a Specialty*
Storage and Forwarding Prompt Service

The Advertisers would like to know where you saw their advertisements—tell them.

## EL ROI-TAN PERFECT CIGAR

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

**T. M. SIBBALD & SON**
*GROCERY BROKERS*
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

**MACLURE & LANGLEY**
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

**CRUICKSHANK & GUILD**
Manufacturers' Agents
32 Front St. W. TORONTO

**LOGGIE, SONS & CO.**
Merchandise Brokers
Manufacturers' Agents
*GROCERS, CONFECTIONERS and DRUG SPECIALTIES*
SERVICE — LOGGIE, SONS & CO. — SATISFACTION
TORONTO 32 Front CANADA St. West

**W. G. PATRICK & CO.**
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

**W. G. A. LAMBE & CO.**
TORONTO
Established 1885
SUGARS FRUITS

**H. D. MARSHALL**
*Wholesale Grocery Broker*
OTTAWA MONTREAL HALIFAX

**C. MORRIS & COMPANY**
Importers Exporters
Grocery Brokers
*Head Office:* TORONTO
*U. S. Office:* CHICAGO, ILL.

ESTABLISHED 1899

**We Cover the West**

**SIX BRANCHES with SERVICE that SATISFIES**

**We have 20 SCIENTIFIC SPECIALTY SALESMEN**

**Who are anxious to introduce your lines**

**W.H. ESCOTT Co. Limited**

WINNIPEG, MAN.
Saskatoon, Sask.
Regina, Sask.
Calgary, Alta.
Ft. William, Ont.
Edmonton, Alta.

**Wholesale Grocery Brokers and Importers**

*Consignments solicited.* *Write or wire us.*

**OCEAN BLUE**

In Squares and Bags

Sells just as readily at the corner Grocery as in the big Department Stores—and at the same price.

It is praised by all who use it. No matter what class of trade you cultivate, your customers will be glad to buy OCEAN BLUE.

Order from your Wholesaler.

HARGREAVES (CANADA) Limited.
The Gray Building, 24 and 26 Wellington St. W., Toronto.

Western Agents: For Manitoba, Saskatchewan & Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creeden & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page

QUEBEC

**ROSE & LAFLAMME**
LIMITED
*Commission Merchants*
*Grocers' Specialties*
MONTREAL TORONTO

**PAUL F. GAUVREAU**
Wholesale Broker
Flour, Feeds and Cereals,
84 St. Peter Street, Quebec.
I am buyer of flour, feeds, grains of all kinds, damaged grain, also cereals. Mail samples.

**WANTED**
Agencies for food products for the City of Montreal, best references.
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

**BRITISH GUIANA**
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
*Manufacturers' Representatives*
41 Robb Street, Georgetown, Demerara, British Guiana
*Exporters:* Cocoanuts, Coffee, Rice, Cocoa.

**EPPS COCOA**
*From now on*
J. C. Thompson Co. Montreal
F. E. Robson Co. Toronto

Established 1889
**HOWE, McINTYRE Company**
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL - CANADA

**MANUFACTURERS**
Place your merchandise with a modern up-to-the-minute Agency in 1920.
O. M. SOLMON
MANUFACTURERS' AGENT, IMPORTER, EXPORTER, COMMISSION MERCHANT
Is open to represent several new progressive manufacturers in the New Year.
4492 St. Catherine St. W., Montreal

MARITIME PROVINCES

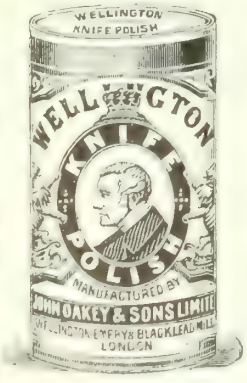
**GAETZ & CO.**
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

**AGENCIES WANTED**
For Food Products, Confectionery, etc. For the Dominion. Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

**Manufacturers' Agents**
with an energetic sales force covering all Eastern Canada, selling to wholesalers, want lines of canned goods, jams or any other similar lines on commission basis. Address **Dominion Sales Company**, 412 Birks Bldg., Montreal.

**AGENCIES WANTED**
For food products, jams and confectionery lines for the Province of Quebec, also for Egypt, Roumania, Bulgaria, Turkey, Greece and Italy. Good connections and best refences. **Levant-American Mercantile Co., Ltd., 408 Power Bldg., 83 Craig W., Montreal.**

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
**A. H. M. HAY**
*General Produce & Lumbermen's Supplies*
Phone 5311
Residence 6383
98 St. PETER ST.
QUEBEC




**OAKEY'S**
**"WELLINGTON" KNIFE POLISH**
The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.
John Oakey & Sons, Ltd.
*Manufacturers of*
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1., Eng.
*Agents:*
F. Manley, 42 Sylvester-Willson Bldg., Winnipeg.
Sankey & Manson, 839 Beatty Street, Vancouver.

**TOMATO PASTE**
MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES. Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.
P. PASTENE & CO., LIMITED
340 ST. ANTOINE STREET - - - MONTREAL, QUE.

# REGINA WAREHOUSE FOR SALE

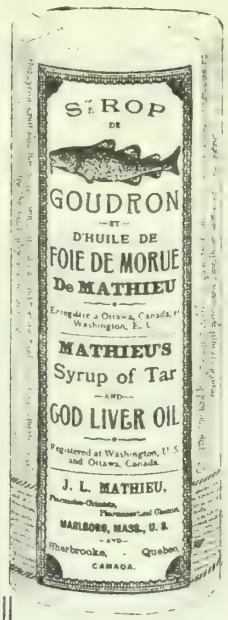
First-class warehouse on trackage, reinforced concrete construction, steel-headed freight elevator; size 50'x108', three floors. This warehouse is located on Dewdney Avenue next to Campbell, Wilson & Strathdee, and will be vacant February 28.

**For further particulars apply**

**SASKATCHEWAN GENERAL INVESTMENT & AGENCY CO., Ltd.**

**Bank of Nova Scotia Bldg., - Regina, Sask.**






## Tell your trade about this Mathieu remedy

Among the people coming into your store every day are many to whom this little remedy would be a veritable blessing. It is up to you, Mr. Dealer, to bring the merits of this Mathieu line in before them. Every sale will mean more to follow, because every user of this effective remedy will be a "booster" for your store.

Send for a small trial order to-day.

**J. L. Mathieu Co.**

Proprietors

SHERBROOKE - - QUEBEC

## A "Repeater"

Are the brooms you carry good "repeaters?" Apply to brooms the same quality test that guides you in selecting other lines worthy to be offered your customers. Take care to have a line so good that the purchaser will recognize the superiority she has bought and be anxious to buy the same brand again.

**NUGGET BROOMS**

are the best "repeaters" among high-class brooms in Canada. They are light in weight, attractive in appearance. The carefully selected and trimmed stock is so securely bound that wherever they are sold, women who seek "economy through quality" ask for these brooms by name—for they wear.

The Nugget Broom is just one of the famous Keystone Brand of brooms and brushes manufactured in Canada.

**For particulars and prices, write**

**STEVENS-HEPNER COMPANY, Limited**

**PORT ELGIN, ONTARIO**

KEYSTONE BRAND



# Easter Eggs

Solid, to retail at 5 and 10c. each

Hollow, decorated at 5, 7, 10, 20, 25, 35, 50, 75c $1.00 and $2.00.

*Quantity limited.*

*Quality and value the best.*

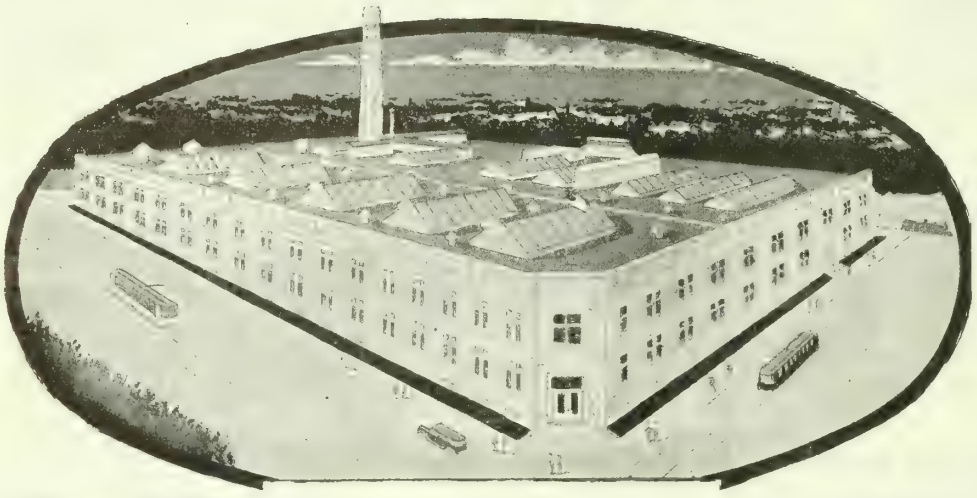
*Send in your order, or write for prices*

**Chas. Lauder Co.**

97 ONTARIO STREET

TORONTO

# WAGSTAFFE'S



**New Season's Seville Oranges just arrived**

WAGSTAFFE LIMITED
HAMILTON - ONTARIO - CANADA

THE MOST MODERN EQUIPPED PLANT IN CANADA, FOR FRUIT PRESERVING, CANDIED PEEL AND CRYSTALLIZED FRUITS.

We are now making delivery of our

## New Season's
Celebrated

## Seville Orange Marmalade

All Orange and Sugar, No Camouflage

*Order from Your Wholesale Grocer*

# Wagstaffe Limited

Pure Fruit Preservers

Hamilton - - - - Canada

**Representatives:** H. P. Burton, 513 Dominion Bldg., Vancouver, B.C.; Dominion Brokerage Co., Edmonton, Alta.; Dominion Brokerage Co., Calgary, Alta.; W. H. Escott Co., Ltd., Winnipeg, Man.; W. H. Escott Co., Ltd., Saskatoon, Sask.; W. H. Escott Co., Ltd., Regina, Sask.; W. G. Hinton, 89 Marchmont Rd., Toronto, Ont.; H. G. Smith, 386 Beaconsfield Ave., N.D.G., Montreal, Que.; J. B. W. Smith, 708 Waterloo St., London, Ont.; F. G. Knox, Collingwood, Ont.; W. S. Clawson & Co., St. John, N.B.; H. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton, 7 Duke St., Truro, N.S.; John Rossitor, St. John's, Nfld.

The first Month of 1920 has passed and the sales of "SALADA" recorded the magnificent **INCREASE,** for the four weeks, of

**193,025 Pounds**

over the corresponding four weeks of 1919

**"SALADA"**

**SPELLS "QUALITY IN TEA"**

and the Traders with the keenest sense of Profit-taking have long ago given up paying rent for "shelf-warmers" and are letting "turnover" fill the till.

*Makes You Fit*
*Keeps You Fit*

**"KKOVAH" CUSTARD**

**and**

**"KKOVAH" HEALTH SALT**

Check over your stock to-day and order your requirements of these two business-getters.

Sole Agents for Canada:

**MACLURE & LANGLEY, LIMITED**

WINNIPEG TORONTO MONTREAL

# Just To Show How It Pays To Use The "Wanted" Page Of Canadian Grocer

W. R. McCaw, Galley and Roncesvalles Ave., Toronto, had a coffee mill for sale.

Mr. McCaw says that after putting an advertisement in the daily papers and receiving no results, he tried Canadian Grocer for two insertions. He not only sold his coffee mill, but could have sold it "three times over." He had several replies.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

**Canadian Grocer Want Ads.** 143-153 University Ave. TORONTO

**The name RED ROSE is your customers' guarantee of good quality.**

**To us it is more than a mere commercial asset---it is a name high in public esteem---the favorite in thousands of homes. It has stood for good quality for twenty-five years---it will always stand for good quality. You never need hesitate to purchase Tea under the name Red Rose.**

**T. H. ESTABROOKS COMPANY, LIMITED**

ST. JOHN MONTREAL TORONTO WINNIPEG CALGARY EDMONTON
ST. JOHN'S, NEWFOUNDLAND AND PORTLAND, MAINE

# LENTEN OFFERINGS

All kinds of Canned Fish on hand for prompt shipment:

Salmon, Lobster, Lobster Paste, Mackerel
Oysters, Clams etc.

Order your requirements at once. Quality first class and all guaranteed.

**J. W. WINDSOR, LIMITED**
MONTREAL

# Popularity means Sales

Keen's Oxford Blue has not won its great popularity without good reason—and that good reason is high quality and dependability.

Women everywhere have learned there is no better blueing on the market. That's why grocers selling Keen's Oxford Blue find and keep satisfied customers.

## Magor, Son & Co., Ltd.

191 St. Paul Street, W., MONTREAL

30 Church Street, TORONTO

A Counter Display Stand like this will make your sales even more easy.

# Abbey's EFFERVESCENT SALT

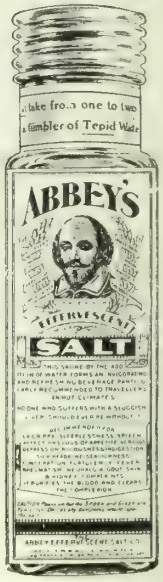
Makes Life WORTH LIVING

The change from Winter to Spring doubles and trebles the demand for Abbey's Salt.

People who have enjoyed robust health all winter, begin to feel the depressing effects of warmer weather.

They realize that they need a gentle, invigorating tonic to cool the blood, ward off bilious attacks, regulate the kidneys and bowels, and give vim and vigor to the entire system. And they know, by experience, how satisfactory are the tonic and purifying effects of their favorite saline—Abbey's Salt.

These are the days to keep ABBEY'S SALT to the front, in both window and counter displays.




**The Abbey Effervescent Salt Co., Montreal**

CANADIAN GROCER

Vol. XXXIV. TORONTO, FEBRUARY 13, 1920 No. 7

# Right to Fix Resale Price May Figure in Hamilton Investigation

## If Manufacturers Have This Right Then Secret Commissions Act Makes It Illegal for Wholesaler or Traveller to Allow Rebate to Retail Trade—Board of Commerce Sitting Expected to Clear the Air—How the Act Reads

### THE SECRET COMMISSIONS ACT MAKES SECRET REBATES ILLEGAL

"Everyone is guilty of an offence and liable upon conviction, on indictment, to two years' imprisonment, or to a fine not exceeding two thousand five hundred dollars, or to both, and, upon summary conviction, to imprisonment for six months, with or without hard labor, or to a fine not exceeding one hundred dollars, or to both, who

(a) being an agent, corruptly accepts or obtains, or agrees to accept or attempts to obtain, from any person for himself or for any other person, any gift or consideration as an inducement or reward for doing or forbearing to do, or for having after the passing of this Act done or forborne to do, any act relating to his principal's affairs or business or for showing or forbearing to show favor or disfavor to any person with relation to his principal's affairs or business; or

(b) corruptly gives or agrees to give or offers any gift or consideration to any agent as an inducement or reward or consideration to such agent for doing or forbearing to do, or for having after the passing of this Act done or forborne to do, any act relating to his principal's affairs or business, or for showing or forbearing to show favor or disfavor to any person with relation to his principal's affairs or business; or

(c) knowingly gives to any agent, or, being an agent, knowingly uses with intent to deceive his principal, any receipt, account, or other document in respect of which the principal is interested and which contains any statement which is false or erroneous or defective in any material particular, and which, to his knowledge, is intended to mislead the principal.

(d) Every person who is a party or knowingly privy to any offence under this Act shall be guilty of such offence and shall be liable upon conviction to punishment hereinbefore provided for by this section.

The latter clause was an amendment to the original bill which passed the Senate on March 31st of the same year. After being amended, it was sent back to the House of Commons and agreed to on April 21st and was finally sanctioned by the Senate.

Hamilton, Ont., Feb. 11.—(Special).—Among the chief topics for conversation in the trade here is, of course, the proposed investigation in connection with the Wholesale Grocers' Association and the Retailers' Organization in Hamilton. The consensus of opinion is that the investigation of the alleged conspiracy will clear the air and show exactly what power the wholesale organization has and how far it can go in the matter of refusing to purchase from manufacturers that permit other wholesalers to cut the price of goods bearing an established price to the retail trade. It is more than likely that this point will come up in the investigation, together with the whole question as to whether manufacturers have the right to fix a resale price from wholesaler to retailer, and perhaps from retailer to consumer.

As mentioned in CANADIAN GROCER last week, there has only been one occasion when this question has been before Canadian courts, and that was during the Wholesale Grocers' Guild case about eleven years ago. This point has been before the United States courts on many occasions. Sometimes the principle of the right to fix the resale price has been upheld by the courts, and sometimes it has not.

#### What Resale Price Means

If the manufacturer fixes the price from wholesaler to retailer, no wholesale grocer is allowed to sell for less than that price. If he does, it means that he or his travelling salesmen must give what is known as a secret commission or secret rebate; or else he must openly declare that he does not intend to keep the price. In the latter case he runs the risk of being cut off by the manufacturer.

A Hamilton retailer stated to a CANADIAN GROCER representative the other day that there were many travellers of wholesalers that did offer these secret rebates. On one occasion a traveller from a wholesale house—not a Hamilton wholesaler—was selling him some goods. He purchased a carload of canned goods from him and intimated he would not require anything else. The traveller mentioned other lines, including cereals. The retailer knew he could not get any better price on them than he could from his own local wholesaler, so declined to buy. The traveller then pointed out there was a 5 per cent. discount for him on a certain cereal which the retailer knew was sold on the fixed price basis. He decided to take a number of cases. When the draft came through he noticed the 5 per cent. had not been deducted. He, however, paid the draft.

#### Traveller Offers Discount

The next time this salesman came along he refused to buy, pointing out that he had not been allowed the 5 per cent. The salesman was apparently surprised and stated he would have the matter fixed up. He then gave him another order for the same cereal, but the draft came through without the 5 per cent. deducted. He refused at first to accept the draft, and secured the information from the bank messenger that there were other retailers who were

sending back the same company's drafts without acceptance. He, however, finally paid the draft. The salesman came back again. The merchant, of course, refused to purchase any more goods, and explained the reason. The traveller was more surprised than ever, and agreed then and there to pay the merchant the 5 per cent. discount out of his own pocket on the two shipments. This was refused, as the retailer in question did not believe in secret rebates, and had never accepted one. He would not ask a traveller for anything his house did not intend him to have open and above board. His idea was to draw out the salesman, to determine just how far he was prepared to go. He states he understands the traveller since signed a declaration, under oath, to the effect that he never offered anyone a secret rebate.

The above episode shows there are some merchants who apparently do accept rebates, and there are some wholesalers who, if not openly, through their travellers, allow them. The Secret Commissions Act, passed by the Dominion Government in 1909, makes it a criminal effence to give or accept a secret rebate or commission. This act is printed in connection with this article.

**Expected to Clear the Air**

It is believed that an investigation into the affairs of the Wholesale Grocers' Association and of the Hamilton Retailers' Organization will clear the air and demonstrate distinctly just what can be considered business ethics in so far as the resale price question is concerned.

# Outlook for Tea Is for Higher Prices

## Primary Markets Show Upward Tone — Consumption Greater

THE CANADIAN GROCER has learned from all sources of information that higher prices on teas are inevitable. The London market has advanced 4 to 8 cents per pound during the previous two weeks, and brokers claim that the highest level has not yet been reached. The Colombo exchange is also higher, the rupee now being a trifle over twice the normal value. The picking of the finer grades of Ceylon tea is just commencing but these will not be ready for the market for some time to come. The marketing of the new crop is not likely to have any declining effect on the market as all countries are very short of spot stocks. The demand in the last two years has been enormous and all surplus stocks are cleared up. The greater consumption of tea is also attributed to the trend for higher prices. Altogether the tea market is extremely strong and higher prices are assured.

# Higher Prices on Biscuits

## All Materials Used in Biscuits Are Higher — Overhead Expenses Also Up

THE advance of winter wheat flour and many other lines which go into the making of fancy biscuits all point to higher prices on biscuits in the very near future.

"It is going to be more a matter of procuring supplies," stated a large biscuit manufacturer to CANADIAN GROCER recently, "than a matter of price. Take bran for instance, it is almost impossible to procure any and the price is almost prohibitive; of course we do not use bran in biscuit-making but it is necessary to keep a number of horses and necessarily the higher expense of the stables adds to the cost of biscuits."

The higher exchange rate with the United States tends to higher prices. The exchange on raisins and baking oils is approximately 4 cents per pound. Sugar and jams are about 100 per cent. higher than four years ago. Labor and packing material are also higher, so taking all into consideration everything points to higher prices.

### TORONTO GROCER SPEAKS TO HAMILTON ORGANIZATION

**Says Coming Investigation Will be Dominion-Wide in Its Influence**

Hamilton.—At a meeting of the local Retail Grocers' Association, Robert Dawson, president of the Toronto Retail Grocers' Association, stated that the coming investigation by the board would be Dominion-wide in its influence. The fact that the Board of Commerce was composed of a judge, a lawyer, and a railroad mechanic, he stated, who knew nothing of retail business, was ridiculous, and the board would be held up to ridicule.

### CHATHAM STORES CLOSE AT 5 P.M.

**Retail Merchants Elect Officers for the Ensuing Year**

Chatham, Feb. 10.—W. J. Easton was elected president of the Retail Merchants' Association of Chatham at the annual meeting last week. Other officers elected were: Vice-president, B. F. Brown; secretary, N. Bilsky; treasurer, James Gray. Manager Jackson of the Public Utilities Commission addressed the meeting regarding the serious shortage of Hydro power and the need of co-operation between the stores and the manufacturing plants in conserving power. A resolution was passed recommending that all stores be closed at 5 o'clock in the afternoon each week day except Saturday until March 15, and that all window and sign lighting be discontinued during that period.

# Regina Trading Co. New Bond Issue

**Seven Per Cent. Debentures to the Amount of 160,000 Are Being Sold In Denominations Within the Reach of Everyone**

REGINA, Feb. 10.—The Regina Trading Company are issuing $160,000 seven per cent. debentures in denominations within the reach of everyone, in order to raise funds for the purpose of building their new store at the corner of Scarth and Twelfth Avenues. The sale of debentures is being conducted by Bell & Mitchell Co., Limited, Regina. The outcome of the innovation is being watched by merchants the country over. The company offers as security the new site, on which is being erected a four-storey fireproof store building, together with all the other assets of the company. The debentures are being issued in denominations of $100, $500 and $1,000 and in terms of one to fifteen years. This, it is believed, will give large numbers of people a personal interest in the business of the firm, who would otherwise be but casually interested. The Saskatchewan Mortgage and Trust Corporation, Limited, is acting as trustee. The prospectus is issued over the signatures of the president. J. F. Bole, and the secretary, A. F. Little.

### FINE FEE FROM OPPONENTS OF EARLY CLOSING BY-LAW

Retail fruiterers and grocers in Toronto who have declared war on the early closing by-law, and who won the first skirmish in Magistrate Kingsford's court, have a campaign fund totalling over two thousand dollars. J. Walter Curry, K.C., who these days, in addition to taking more than passive interest in Police Court reforms, is retained as counsel for the dissatisfied retailers, is said to be in line for a fine fee for his efforts on behalf of the Italian and other storekeepers who do not want to recognize the by-law.

All who were interested in fighting the by-law were invited to subscribe to the campaign fund. Great and small contributed to this fund. Some gave ten dollars, some twenty and others more, according to the way they had prospered in pre-early closing days. Over $2,000 was collected in this way.

"It won't all go to Mr. Curry," said one of those mainly interested, "but I think we will pay him about $1,000."

# Advertising Ideas for Retailers

## This is a Good Time to Push Sales of Pancake Flour and Maple Syrup—Get Your Readers' Attention and Create a Desire for These Lines

Written by J. L. WYCKOFF

NEW maple syrup! You taste it! You are carried back to the boyhood days on the farm when the snow is melted by the warm sunshine and the swallows are nesting under the rafters in the barn, the killdeers fly screeching across the fields; you hie yourself back to the bush, and, with your trusty jack-knife, carve a hole in the large maple tree down in the hollow by the creek, and out trickles a stream of clear sweet sap. Then you race back to the house and all hands get busy to gather in this harvest of sweetstuff. Then the busy days of tapping the trees, the gathering and boiling down of the sap. Such fun in the open bright sunshine days of early spring. When the day is finished you go up to the house and sit down to a feast of nut brown pancakes swimming in a pool of rich essence of maple goodness. This is all brought back to you when you get a mouthful of light, fluffy pancakes smothered with new maple syrup.

### A Time to Push Sales

This is the season to push sales of maple syrup, when the human system is longing for something different. Maple syrup is practically an all-round season staple, but it seems to me that it appeals to the majority of people in the spring season or the latter part of the winter, at the time when the fruit cellars are looking bare and something different is craved for after the many months of preserved fruits.

In writing an advertisement there are three points to keep in mind. First to catch the attention of the reader by an appropriate headline. Second, to hold the attention, and third, to create a desire to obtain the article, and finally to clinch the sale. The real purpose of an advertisement is to sell goods. An advertisement that will not sell goods is an absolute waste of money and time.

A little care in arranging an advertisement will more than pay for the time consumed in putting it together; each word and line should be carefully considered so that just the right phrase is used to convey to the mind of the reader an appeal and a desire to own the article advertised. The selling power of many an advertisement has been ruined by using too many words; words that do not mean anything. Write just enough to appeal to the reader's good judgment and to make him feel that the article he is reading about is the very thing he must have.

### Analysis of an Advertisement

Now suppose we analyze the advertisement illustrated. First take the heading: "Does Pancakes and Maple Syrup Appeal to You?" This immediately conveys to the mind a vision of occasions when you have enjoyed this dish, and your attention is held until your read the sub-heading: "Light, Fluffy Pancakes Smothered With Fresh Maple Syrup." This phrase appeals to the reader's taste. He can almost taste the pancakes as he reads, and his thoughts travel back to previous occasions when he has enjoyed just such a dish. The appetite is appealed to; his interest is held. He gets the desire to have some, and continuing reading, he discovers the best brand to buy and the place to buy it.

The make-up of an advertisement is very important. It is very essential that the space should not be crowded. Leave plenty of white space. The advertisement will stand out more clearly and will attract attention more quickly than if the space is filled with black ink. A crowded space is hard to read and has a tendency to detract the reader's attention.

When you take your copy to the printer to be set up, have some definite idea how you would like it to look in regards to make-up and the style of type to use.

### Co-Operation of Window Display

Follow up the same style type throughout the entire advertisement and it will have a more attractive appearance than the one set up in a variety of type styles. Whenever possible get your copy to the printer a day or two in advance of the date it is to appear in the paper and you will get a better service than rushing to the printer a couple of hours before the paper comes off the press. A carefully arranged window display of pancake flour and maple syrup to cooperate with the newspaper advertisement will assist materially to boost the sales.

Here is a suggestion of a window display that I used a few years ago, with splendid results. A small table covered with a snowy white luncheon cloth was placed in the window a little to one side. This was set up with the necessary knife and fork, stem glass, cup and saucer, with individual tea pot. A plate of nicely browned pancakes, and by its side a syrup jug partly filled with maple syrup. There was also on the table a small vase with a single red rose. On the floor of the window and resting against the leg of the table was a nicely written card with the phrase: "Who Said Pancakes?" The balance of the window was arranged with the different brands of pancake flour and bottles of maple syrup. This window was trimmed the day before, Pancake Tuesday (which falls this year on February 17th) and was the means of creating a great deal of interest and disposing of large quantities of pancake flour and maple syrup.

Does Pancakes and Maple Syrup Appeal to You ?
Light, fluffy pancakes smothered with fresh maple syrup, makes a tasty, satisfying meal.
Self-rising Pancake Flour. — No yeast required—just mix and bake. We have all the leading brands, at 15c to 25c a package.
Buckwheat Flour. — The real, old-fashioned kind at per lb...
Pure Maple Syrup. — The kind with the flavor that takes you back to the good, old days on the farm. Put up in quart bottles, at .....
Have you been longing for some real Maple Sugar? We have it in cakes, at .....
'Phone 4600 and your order will have careful attention.
JONES & COMPANY

**Topical Suggestion for Newspaper Advertisement**

# Simplified Book-Keeping for Retailers

## Bankruptcy Law Now Makes It Imperative to Keep Record of Business—The Books to Use and How Different Items Are Posted in Their Proper Places—Making the Trial Balance

Written for Canadian Grocer by J. L. WYCKOFF

CANADIAN GROCER has an enquiry from subscriber for information on the books necessary to be kept to meet the conditions of the new Dominion Bankruptcy Law. This law was referred to in last week's issue.

If a merchant does not keep a set of books he cannot possibly tell whether he is making or losing money. The want of this knowledge is the direct cause of a large number of retailers going out of business, and for this reason a law has been passed requiring retailers to keep a complete record of their transactions. It is very easy to keep a simple set of books. In order to show how simple it is CANADIAN GROCER is publishing this simple set. Printed forms can be purchased from any stationery or office supply store. You will need two binders to hold the forms. In one binder put the cash book, journal and bills payable, in the other the ledger for customers' accounts, purchase accounts and general ledger. You will also need a trial balance book.

### The Journal

To be used for charging individual accounts in ledger and crediting merchandise account. See entry No. 1.

For crediting individual accounts with goods returned and charging merchandise account. See entry No. 2.

For making closing entries at the end of financial year. See entry No. 3.

For crediting purchase accounts and debiting merchandise with all goods purchased. See entry No. 4.

For debiting purchase accounts with all goods returned and crediting merchandise. See entry No. 5.

CASH BOOK

| DR. RECEIPTS | | | | | | | DISBURSEMENTS | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| DATE | | PARTICULARS | FOLIO | BANK | CASH | | DATE | | PARTICULARS | FOLIO | BANK | CASH | |
| Jan | 1 | Balance brot forward | | | 100 | 00 | Jan | 1 | Expense Rent | 3 | | 35 | 00 |
| | | Jno Doe % in full | 5 | | 50 | 00 | | | do Salary | 3 | | 15 | 00 |
| | | Mdse Sales | 20 | | 75 | 00 | | | Freight | 9 | | 2 | 75 |
| Jan | 2 | B White Pay't on % | 7 | | 90 | 00 | Jan | 2 | Expense Postage | 3 | | 5 | 00 |
| | | Jones & Smith % in full | 14 | | 50 | 00 | | | Fire Insurance Prem C.K. #101 | 12 | 50 | 00 | |
| | | Deposit | | 200 | 00 | | | | Deposit | | | 200 | 00 |
| | | Miller sales | 20 | | 100 | 00 | | | Furniture & Fix - New desk | 27 | 60 | 00 | |
| | | John Stern % in full | 6 | | 25 | 00 | | | Expense - cleaning windows | | | 5 | 00 |
| | | Deposit | | 150 | 00 | | | | Deposit | | | 150 | 00 |
| | | | | | | | | | To Bank | | 110 | 00 | 412 | 75 |
| | | | | | | | | | Balances | | 240 | 00 | 77 | 25 |
| | | | | 350 | 00 | 490 | 00 | | | | 350 | 00 | 490 | 00 |
| Feb | 1 | Balances brot forward | | 240 | 00 | 77 | 25 | | | | | | | |

The Cash Book, showing entries in their proper places.

Notes given and accepted drafts are also handled through this book by debiting the creditors' account and crediting bills payable account. See entry No. 6.

A separate entry can be made for each draft, or in the case of a number of them they can be recorded in the bills payable book and one entry can be made for each note or draft, or, in the case of a number of them they can be recorded in the bills payable book and one entry made for the lot at the end of the month, debiting each individual account and crediting bills payable with the total.

This book is also used for putting through entries which need an explanation such as errors in posting to the wrong account, or any kind of an adjusting entry. See entry No. 7.

Referring back to entry No. 1. It must not be inferred from illustration that each charge must be put through separately. This is an entry that can be made at the close of each day's business, the customers only being listed individually and merchandise account being credited with the total. This will also apply to crediting individual accounts (see entry No. 2). Also crediting and debiting of purchase accounts as per entries No. 4 and 5.

JOURNAL

| | DATE | | PARTICULARS | | LEDGER FOLIO | DEBITS | | CREDITS | |
|---|---|---|---|---|---|---|---|---|---|
| No. 1 | Jan | 1 | Wells, W. B. | | 146 | | | | |
| | | | | Merchandise | 2 | 25 | 65 | 25 | 65 |
| No. 2 | " | 2 | Merchandise | | 2 | 17 | 50 | | |
| | | | | Brown & Goods a/c'd | 160 | | | 17 | 50 |
| No. 3 | Dec | 31 | Merchandise | | 2 | 675 | 75 | | |
| | | | | Freight acct for yr | | | | 675 | 75 |
| No. 4 | Jan | 31 | Merchandise | | 2 | 170 | 00 | | |
| | | | | Samuel Jones & Co | 16 | | | | |
| | | | | McDonald & Co | 18 | | | 170 | 00 |
| No. 5 | " | 31 | Samuel Jones & Co | | 16 | 25 | 00 | | |
| | | | | Merchandise goods r'td | | | | 25 | 00 |
| | Feb | 10 | Samuel Jones & Co | | 16 | 75 | 00 | | |
| No. 6 | | | | Bills payable gave note @ 1 MB in full payment of acc | | | | 75 | 00 |
| No. 7 | Jan | 6 | Merchandise | | 2 | 5 | 00 | | |
| | | | | Wells W. B. - charge p/s entered as 25 65 should be 20 65 | | | | 5 | 00 |

A specimen page from the journal

### Cash Book

This is to be used for keeping a detailed record of all cash receipts and disbursements as well as payments by cheque. The receipts to be entered on the debit side and disbursements and cheques on the credit side. The various items being posted into their respective accounts in the ledger.

Ledger (customers).—This is used for all accounts owing by customers.

Ledger (purchase).—This is all accounts showing accounts owing for goods purchased from different wholesales.

Ledger (general).—This contains all accounts such as merchandise, expense, bills payable, interest and discount, private, and freight and duty. These three ledgers can be kept in one binder.

### Bills Payable

This book is for the purpose of recording all drafts accepted or notes given to a creditor in settlement of an account or any indebtedness. It is important

SHEET NO. 6 ACCT NO.
NAME John Jones BUSINESS Lawyer
ADDRESS 164 Wilson St RATING 30 Days

| DATE | | PARTICULARS | FOLIO | DEBITS | CREDITS | DR or CR | BALANCE |
|---|---|---|---|---|---|---|---|
| Jan | 4 | To Goods | 6/4 | 7 84 | | | |
| | 6 | | 8/6 | 8 46 | | | |
| | 12 | | 11/3 | 13 00 | | | |
| | 24 | | 15/6 | 16 48 | | | |
| | 29 | | 1A/2 | 9 14 | | | |
| Feb | 1 | By Cash | | | 25 00 | Dr | 26 92 |

How a page from the Customers' Ledger will look.

that a merchant should keep a record of all these tranasactions so that they may be attended to promptly at maturity.

**Financial Statement of Yearly Balance Sheet**

Trading Account. — First take the amount of stock on hand at the commencement of the period. To this add the total amount of the purchase made during the period. Then take the total sales for the said period and put them on the other side. Add to these the total of your inventory. Now deduct the one total from the other and the difference will show your gross profit for the period.

Profit and Loss.—Record all expense accounts shown by the general ledger on the debit side. Then bring forward the gross profit from the trading account, placing it on the credit side. At the same time enumerate any of the expense accounts from the general ledger that show a credit balance. Your net profit or net loss will be the difference between the debit and credit sides.

**Assets**

Assets consist of: Cash in bank; cash on hand; amount owing by customers; value of stock; value of fixtures; real estate.

**Liabilities**

Liabilities consist of: Amount owing creditors as purchase ledger; outstanding notes.

BILLS PAYABLE

| DATE | | DRAWER | WHERE PAYABLE | DATE OF DRAFT | | TIME | JAN | FEB | MAR | APR | MAY | JUNE | JULY | AUG | SEPT | OCT | NOV | DEC | REMARKS |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | | | | | | | | | | | | | |

A page from the Bills Payable Book where all Drafts are entered.

## TORONTO RETAIL GROCERS APPROVE DAYLIGHT SAVING

**Early Closing Discussed—An Interesting Meeting**

TORONTO, Feb. 9. — The regular monthly meeting of the grocers' section of the R. M. A. was held in their rooms, College Street, Robt. Dowson, the president, occupying the chair. E. Bryce, representative of Grahams, Ltd., Belleville, gave a very interesting demonstration of dehydrated vegetables. The members waxed very enthusiastic over the demonstration and many were the questions answered by Mr. Bryce on this new product.

The early closing by-law was discussed at some length by the members, and it was decided that although the city had lost its case in connection with some of the fruit dealers, the law still existed, and so far as the members were concerned, the early closing would be continued. The daylight saving was also discussed and approved. A resolution was passed, requesting the City Council to have daylight saving time changed on April first instead of May first. Regret was expressed on the absence of J. B. Folk, the secretary, who has been confined to his home the past week on account of illness.

# Oyster Sales Are Increasing

## Oysters Sold in Glass Jars Are in Popular Favor and Enable Merchant to Know His Profits More Easily Than When Sold in Bulk

THE sale of oysters this year has greatly exceeded that of previous years. This is most remarkable when taken into consideration that the price is higher.

"The new individual glass package has proven to be a real valuable factor in assisting the retailer to make a better profit from his oyster department," remarked a grocer to a CANADIAN GROCER representative recently. "I know the exact cost and the profit derived from every sale. There is no overflowing of measure, no leakage, no waste of any description that eats up the profit, and the customer gets his oysters in a clean, sanitary manner with all the natural salt sea flavor retained."

There are a few facts about an oyster that are well worth knowing. An oyster is very similar to any animal in this respect, that the first two years of its existence are occupied in making bone, which, in the oyster's case, is the shell. The third year it commences to put on a little flesh, and on the fourth and succeeding years the oyster, now having completed its growth, takes on fat and grows plump. There is a vast difference in oysters as to size and flavor. Those that have not reached maturity are small, scraggy, and with a poor flat flavor, while those that are fully matured are succulent and plump, and have that tasty appetizing flavor which brings customers back for more.

## WILL PROSECUTE LEMON PROFITEERS

New York.—Warning against profiteering in lemons because of the increased demand for them during the influenza epidemic, has been issued by Food Administrator Williams here.

"Many persons are taking hot drinks made with lemon now instead of whiskey," Williams said. "I warn all dealers that evidence of unfair profits in lemons because of this epidemic demand will mean prosecution by the Federal Government. Some reports said certain dealers have jumped their prices 50 per cent."

# "Allocating" Turnover and Margins

## A Question Which Will Not be Settled Until It is Settled Right

By HENRY JOHNSON, Jr.

THE question brought up in the following paragraph from a letter just to hand is bobbing up pretty persistently at this time. It has occurred so frequently of late that I am certain it has to be settled. And, like slavery and autocracy, it will not be settled until it is settled right. Here it is:

**"I would like to get some data as to the average profits in various departments. I think an article on this very subject would be of real interest. I have some old figures but I am not certain that they are correct. Perhaps you could start a discussion and get something together that would be of real value. Here is the ground work as I see it:**

**"Average turnover, average expense, average margin and net profit in canned goods, fresh vegetables and fruit, fancy groceries, cereals, crackers and biscuits, coffee, teas and spices, dried fruits, meats, staples—any other departments that occur to you."**

You will admit that this is quite a large order, but you will also recognize the vital importance of knowing all about each item we handle. In fact, I feel that the grocery business must approach the efficiency, the detailed knowledge which obtains in the dry goods business, for example, or it will not survive in its present form. That is to say, the individual grocer who does not know very exactly what he is doing, is not going to be able to stand against the skilful management of the large units which now are turning their attention to the business of food distribution.

### Let Us Begin With Sugar

So now I am floating this inquiry out among my readers, asking that they pass in their answers as promptly as possible. This is not just an academic discussion. We are not seeking answers just to know. I hold that the subject is vital. Let us treat it on that basis. As a hint to show the way we may work it out. Here are some results I gathered three or four years ago on sugar. The keeper of a large cash and delivery grocery store wrote the following:

"A regular 10 lb. sugar bag costs about ¾ cent on to-day's market. Sugar retails 10 lb. for 74 cents, so here is 1 per cent. It costs 15 cents per hundred to deliver sugar, or 3 per cent. How long will it take a clerk to weigh up a hundred sacks of sugar, tied and ready for delivery? Can he do it in a day? If he can, here we have another ¾ per cent. How long will it take a clerk to sell 1,000 10 lb. sacks? Customers must come pretty fast for him to sell them in a day. Here is another ¾ per cent. Sugar takes up considerable space,

HENRY JOHNSON, JR.

so rent would figure at least 1½ per cent. So far we have 6 per cent., to say nothing of lights, taxes, insurance, office expense, cost of collecting, depreciation on fixtures and delivery equipment, and other incidentals."

To get a proper angle on this man's statement, let us examine some points from his business.

The business and premises are large, the location central and expensive. Hence the unusual totals for rent and the opportunity to segregate costs.

About 20 sacks are sold daily. It is received from the jobber in lots of 60 sacks every three days, so the turnover is about 100 times a year. Taking $7.50 as the average selling price at that time, here is a business of $45,000 a year. So let us examine the items of expense separately.

### Fair Rental to be Charged

Obviously, rent must be charged on exact space occupied and devoted to sugar according to its value. There are about 28,000 square feet in the entire store and rental is $24,000 a year, or a trifle under 86 cents a foot per year. It is divided into basement and main floor of equal size and upper floor 2/3 the size of the others. Plainly, not every foot is of equal value. Some of the main floor must be worth ten times the average; some four times; the rear of the basement cannot be called worth more than a quarter the 86 cents average, or say, 21½ cents a year.

The sugar is slid directly down a chute from the jobber's trucks into the basement space which totals not more than 285 feet for counters, tables, weighing machines and storage; call it 300 square feet. This figures $64.50 for rental which, on $45,000 business, is .1433 per cent., or let us say 1/6 per cent. for convenient computation.

The sugar man gets $16 per week and about half of his time is devoted to handling and packaging sugar. These would figure a trifle more than my correspondent stated, but I take it that he has not understated, so accept his figures of ¾ per cent; or $337.50 a year.

Bags, he has right—1 per cent, $450 a year.

Delivery, I think, costs less than he states, considering how sugar goes along with other goods; but let it go at 2 per cent., or $900.

I do not think sales cost should be included at all, because nowadays nobody SELLS sugar. I believe it would be better if they did, but it moves now in response to consumer-demand, handling being down to the minimum of standardized motions. But let us concede the ¾ per cent. to get all possible expense in.

### Totalling the Cost

So, by substituting my analysis of rental and passing all other expenses claimed, we get a total of $2,090.50, which, divided by the sales of $45,000, works out to 4.6455 plus—say 4 2/3 per cent. What will other factors amount to? Including heat, I think 1 per cent. will cover them, figuring liberally.

Thus we reach a total of 5 2/3 per cent. as the maximum cost of handling sugar. It seems, therefore, that 6 per cent. is a very safe estimate to put on sugar as an actual burden of expense. And, if that reasoning be sound, sugar priced on a basis of anything over 6 per cent., begins to yield actual profit. Sugar at 8 to 10 per cent. is then a gold mine!

We surely can see, that we have here a very deep question. It must be approached with an open mind. In studying it, we must have in view certain important factors. For example:

"Canned goods" embraces standard corn and tomatoes. It also covers plum pudding, caviar, expensive soups and boned chicken. It covers all kinds and grades of food in tins that come between. One need remember only that the staple canned goods move daily and weekly, while plum pudding moves once a year and tuna fish, though staple, does not run to volume.

### Fresh Vegetables and Fruits

This line is coming in for some very scientific and analytical study in many sections at this time, and we are learning a lot from the study. Do you know —I do not mean do you GUESS—what your average shrinkage in this department amounts to? Bear in mind that spinach and lettuce are not the same as hubbard squash and oranges.

"Fancy Groceries," says my friend; but wot t'ell is that? Does the classi-

Continued on page 40

# CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

*The Only Weekly Grocer Paper Published in Canada*

JOHN BAYNE MACLEAN - - - - - - - - President
H. T. HUNTER - - - - - - - - Vice-President
H. V. TYRRELL - - - - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1103 Union Trust Bldg.; Telephone 3449. Vancouver—39 Tenth Avenue West.

UNITED STATES—New York, Mrs. E. C. Gibb, Room 1606, St. James Building, 1133 Broadway (corner 26th Street), New York; Telephone 8971 Rector. Chicago—Room 1401, Lytton Bldg., 14 E. Jackson St.; Telephone Harrison 9133. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable address, Atabek, London, England.

SUBSCRIPTION—Canada, $3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4.00 a year. Single copies, 10c., invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

VOL. XXXIV. TORONTO, FEB. 13, 1920 No. 7


## *THE EXCHANGE SITUATION*

OVER one hundred replies received from the Atlantic to the Pacific, in answer to a request of the Secretary of the Canadian Wholesale Grocers' Association, are unanimously in favor of the proposal to discontinue the purchasing of U. S. manufacturers' goods unless payment for the same is accepted in Canadian funds. Several U. S. manufacturers have notified their representatives in Canada that payment in Canadian funds would be accepted, prices being the same as in the United States.

The action of Canadian buyers of American goods, in curtailing purchases, unless the Canadian dollar is given its par value, is a noteworthy one, and should do much to correct the sensational and altogether unfavorable rate at which Canadian money is discounted. The U. S. manufacturer and packer, rather than face the loss of much Canadian trade, will in many cases accept payment in Canadian funds, and many already have signified their intention of doing so. Otherwise it would mean the curtailment of a great deal of buying. This abnormal rate, reaching more than seventeen per cent. in the past week, means a severe handicap to the trade buying goods in the United States that cannot be bought in Canada. One way for the American manufacturer to overcome the difficulty is to open an account in some Canadian bank, and have the payment made here, until the position of exchange becomes more favorable.

## *CREDIT ACCOUNTS MUST BE WATCHED*

AT present there does not appear to be many indications of lower prices in the majority of foodstuffs and, in fact, in other lines sold by the retail trade.

But sooner or later we come to the peak when there will be a more or less gradual decline to a normal basis. No one considers for a moment that prices will go back to where they were in 1914. As production, however, overcomes demand, as the demand for certain lines slackens there will inevitably be a readjustment.

Retailers for the above reasons should see that their credit accounts are in good standing. They should, in fact, be careful from now on as to who should receive credit and who should not. Customers should not be permitted to get behind with their bills. If a customer cannot keep his bills paid up now he never will be able to. It should be remembered that many people are spending money to-day on things that are not absolutely necessary, and letting their accounts with their merchants go by. By cutting off some of these unnecessary purchases they will be able to keep their bills paid up to date, but if this is not done, they must continue to let some of these bills stand and they as well as the merchants suffer.

By starting right now to see that all bills are paid when they should be, the merchant will have the satisfaction of security whether declines in prices take place to-day, to-morrow or six months from now.

## *WILL BE BETTER FOR ALL*

WHATEVER variance of opinion there may be among retailers as to business conditions at present and for the future no one can describe them as at all pessimistic. There are many who believe that prices have reached the danger point and that a break is inevitable, with resulting lower levels. Realizing that they have to risk their money and their credit on markets that may be very uncertain, they are taking the only wise course and buying with extreme care. The attitude of the merchants is reflected also in the stand the banks and other lending institutions are taking. These show a strong disinclination to aid in carrying merchandise while prices keep rising. This view is, of course, based on the knowledge the banks have that the ability to pay will be finally dependent on the ability and willingness of the general public to do so. This country has seen an era of buying on the part of the public that was never before equalled. While a percentage of the people continue to buy extravagantly, there is a noticeable tendency to buy more carefully or to hold off buying altogether owing to the prevailing prices. Many retailers are looking for this phase of the situation to be accentuated. Once, however, that prices are to any extent stabilized they are looking for splendid business. The sooner, they say, that artificial inflation is removed and business resumes a more or less normal course the better it will be for all.

# CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

### Maritime

D. J. Murray, New Glasgow, N.S., has installed the cash system in his store.

C. B. Sweet, Hantsport, N.S., has opened the Hants Border Grocery, in the stand formerly known as the J. B. North Hansport Stand.

The Frank E. Davis Fisheries, Ltd., which have, for the past eleven months, been carrying on operations in Freeport, have opened an office in Yarmouth, N.S.

The marriage was recently performed in St. John, N.B., of W. K. Ganong and Miss Mary Georgia Merritt, both of St. John, N.B. The groom is the manager of the Corona Candy Co. in St. John.

### Quebec

S. W. Ewing, of S. H. Ewing & Son, Montreal, was in Ottawa last week.

A. Fontaine, grocer, succeeds A. Martineau at 270 Iberville Street, Montreal.

Mr. Aimes, of Aimes & Millet, jobbers, Lennoxville, is in Montreal on business.

A. H. Ewing, of S. H. Ewing & Sons, Montreal, is obliged by sickness to keep to his bed.

L. LaFleur, grocer, 473 Joliette Street, Montreal, has sold his business to Emil Stalpart.

W. J. Wilson, one of the Eastern representatives of the S. H. Ewing & Sons, Montreal, is ill in bed.

J. H. Daragon has bought out the grocery business of J. E. LaFortune at 2498 St. Joubert, Montreal.

L. Pellettier has bought out the grocery business formerly owned by J. A. Cardin, at 91 Cuvillier Street, Montreal.

A Rivest has taken back his old stand at 667 St. Catherine E., Montreal, and will resume his business of butcher and grocer.

Joseph Laporte, of Laporte, Martin, Ltee, wholesale grocers, Montreal, has gone to Lake Masson, St. Marguerite, for a couple of weeks.

Albert Tanguay, commission merchant of Quebec City, sustained the loss of his son, Maurice, who died at his home on February 3 after a brief illness. He was but 16 years of age.

A. E. Cox, Quebec representative of the Cowan's Cocoa Co., who has for some weeks been confined by sickness to the Homeopathic Hospital, Montreal, is convalescent and hopes to soon be back to business.

### Ontario

S. Hackett, Hamilton, grocer, has sold out.

O. Brooker, West Lorne, Ont., has opened a grocery and meat market.

Hyde & Gorren, Hamilton, have dissolved partnership. B. Hyde will continue to carry on the business.

L. Burgess and C. Cox, Waliaceburg, Ont., have purchased the grocery business of C. Harper.

O. Brooker, West Lorne, has opened a butcher department in connection with his grocery.

The Anchor Cap and Closure Corp., Toronto, which has been located at foot of Dovercourt Road, has moved to 275 Wallace Ave.

The firm of J. F. Brock & Co., of St. Williams, Ont., has been dissolved. The business in future will be carried on by Frank E. Johnson.

The Dominion Express Company is planning to establish a motor truck line between Hamilton and the Niagara fruit belt this summer.

A. E. Smith, for several years past manager of the fish department of the Moody & Clarke Company, St. Thomas, Ont., has purchased the grocery business of W. E. Lumley, Ross Street, in that city.

T. A. Fisher, grocer, of Lindsay, Ont., sustained the loss of his wife, who died very suddenly. Mr. Fisher is well known as a grocer in Lindsay, and his many friends will regret the loss he has suffered.

A. H. Tipping, Coldwater, Ont., has introduced a new plan in his store, known as the cash sales system of profit sharing. Every customer spending a dollar in the store receives a profit sharing card, which will entitle the purchaser to at least five per cent.

The large store building, grocery and meat business, at 239-241 Ross Street, St. Thomas, Ont., owned and operated by W. A. Day for the past six months, was sold to Arthur S. Leakey, former proprietor of the Park House Hotel in that city. The business was purchased by Mr. Day from T. S. Poole, who is now conducting a grocery business in Windsor. Mr. Leakey took immediate possession. Mr. Day is retiring from business.

### Ontario

The stock of J. S. Leveill, South Indian, Ont., is to be sold.

Ross and Warmington, Chesley, Ont., recently suffered a fire loss.

R. J. Cole has retired from the grocery firm of McQuarrie & Cole, Hockey, Ont.

The flour mill of W. J. Baldwin, Aurora, Ont., was recently damaged by fire.

Wm. Waddell, of Waddell & Pollard, flour and feed merchants, Newton, Ont., is dead.

Dawson and Gibson, Sault Ste Marie, Ont., has dissolved partnership, and the business is being continued by Mr. Dawson.

---

### MANUFACTURERS' AGENT DIES

Regret has been widely expressed among the trade on account of the death of T. M. Sibbald, of T. M. Sibbald and Son, manufacturers' agents, King St. E., Toronto. Mr. Sibbald has for many years been the Toronto representative of the Battle Creek Toasted Corn Flake Company of London, Ont. About a year or more ago he went into the manufacturers' agency business for himself and retained this representation. He also represented the Parkinson Cereal Company of Thornbury, Ont., and a number of other firms. He called on the wholesale trade in Toronto particularly, and many retailers were also listed among his business friends.

Mr Sibbald was born in Liverpool, England, fifty-eight years ago, but resided in Canada for the past thirty-three years. His death was due to pneumonia, after an illness of about nine days.

The trade from outlying districts that called at the exhibits of the Battle Creek Toasted Corn Flake Company at the exhibition in Toronto for many years back were familiar with the kindliness and courtesy of Mr. Sibbald. He had been in charge of that exhibit for a great many years.

---

## Rockland Cocoa Co. Purchase Property

**Now Owners of Property at 18 Duncan Street That They Have Been Occupying Under Lease**

The Rockland Cocoa and Chocolate Co., Ltd., have bought outright the three-storey brick manufacturing building at 18 Duncan Street, which they have until now been occupying under lease, and in addition have acquired the ownership of the adjoining building to the north which is on the south-west corner of Adelaide and Duncan Streets.

The total frontage on Duncan Street, including a lane on the south, is 140 feet by a depth of 103 feet on Adelaide Street to a lane. The south building consists of three storeys and a basement, and the north one of four storeys and a basement, and both are of brick construction.

The company's offices will be on the ground floor and the balance of the building will be used for the manufacture of chocolate and cocoa.

# NEWS FROM WESTERN CANADA

## Cutting Down On Butter Consumption

**Prophecy That Butter Would Make the Dollar Mark a Fallacy—People Are Not Buying So Much**

Vancouver, Feb. 10.—One of the Vancouver retail grocers drew the attention of CANADIAN GROCER to a very concrete example of natural price reduction. "It has been prophesied," he said, "that butter would by this time have reached the dollar mark. We are getting practically no butter from any point outside of British Columbia and probably Alberta. In other days there were about 10,000 boxes of butter a week arrived here from New Zealand and Australia. It has been consistently predicted that with local demand greater than local supply the price would soar. It did, to 80 cents, and now the price has dropped a cent wholesale. Why? Simply because the public has eased off in their use of butter at the price. 'My sales are about 30 per cent. of normal on butter,' a grocer I talked to said yesterday." This grocer continuing, said "that whereas he used to sell thirteen boxes of butter on Saturday, last Saturday he sold five. Many grocers have told me the same thing recently. Margarine sales have increased slightly but not enough to account for all this difference. I say," he added, "the public is using less."

## Kerrobert is Now R. M. A. District Branch

**A. E. Tutte Has Been Chosen District Secretary and Has Taken Up His New Duties**

Regina, Feb. 10.—Kerrobert has been chosen as the headquarters for the second district branch of the Saskatchewan Retail Merchants' Association. A. E. Tutte has been chosen district secretary and has taken up his new duties already. It is the intention of the provincial association to establish some twenty branches in various parts of the province, with a resident secretary and organizer on the spot. One district has already been organized for five months with Assiniboia as the centre. The Kerrobert branch covers the territory lying between Ruthilda on the G.T.P. and Anglia on the C.P.R. to the provincial boundary on the west, and as far north as Cut Knife. Wilkie is in the district.

The object of placing a secretary in each district is to enable members to secure information on vital subjects in connection with the retail trade from time to time, to get together to discuss various problems and to conduct a program of co-operation. Mr. Tutte went overseas in 1915, and during his service was connected with various military bands. Previous to enlisting he was secretary of the Humboldt Board of Trade.

### WESTERN

Walter Rogers of Rogers Bros., Tofield, Alta., is retiring from business.

W. J. Clements, Red Deer, Alta., has opened a grocerteria, which will be known as The Red Deer Grocerteria.

George Thomas, Mirror, Alta., has sold his business to Thomas Hardy and Son.

King & Southcott, Vancouver, have been appointed agents for the Sure Catch Flycatcher Company, Woodstock, Ont.

A. E. Burns, secretary of the Wholesale Grocers' Association, and W. C. Walker, of the Fruit Dispatch Company, have been in Vancouver attending the conference of the Western Canada Fruit Jobbers' Association.

A. J. Rowley, architect, is preparing plans for the additions to the Elite Cafe, Regina. These will include an extension of the present property and the addition of a second storey. The work will cost between $30,000 and $40,000.

Duboff Bros. have opened a grocery store at the corner of Simcoe and Ellice Avenue, Winnipeg, with a new stock of staple and fancy groceries. The store will be known as the "Ellice Food Supply."

Hunter Bros. have opened a grocery store at Paddling Lake, one of the northermost points in the province. They intend opening a creamery in the summer.

Mr. Alexander, who sold out his restaurant at the Shaunavon hotel some time ago, has decided to get back into harness, and will reopen for business immediately.

The butcher business of Stanley Knight at Whitewood has been purchased by Shepherd Bros., and Mr. Roy Emigh has been placed in charge as manager.

Saskatoon Retailers' Organization is branching out. W. R. Kell has been appointed secretary, and offices for the local branch of the association have been secured in the Helgerson block. Luncheons will be held periodically, when each trade section will in turn be responsible for the entertainment.

During the months of February and March the following places of business in the town of Wapella will close at 7 o'clock Saturday evening, it has been agreed: Thompson's pharmacy, MacDonald's hardware, Nicholson's harness shop, A. M. Nairn Hardware Co., W. J. Bragg, general store; Rowell and Creary, general store; and H. M. Baches, butcher shop.

H. F. Clarke, a returned soldier, who served overseas for four years with the Fifth Canadian Mounted Rifles, has been appointed manager of the Great War Veterans Trading Co., Regina. Since returning from overseas he has been employed with the Capital Grocery, Regina. Walter Dawson has been appointed to the Board of Directors to carry on the duties of secretary of the company.

A new wholesale house has been opened in Saskatoon. It is the Sterling Candy Company, of which Maurice Axelrod is president. Mr. Axelrod has for the past three years been prominently connected with the retail fruit and confectionery business. The ground floor of the old Alexandra hotel has been leased, and a full line of confectionery, beer, soft drinks, cigars, cigarettes and tobaccos, will be carried. The company have secured the exclusive agency for Northern Saskatchewan of Blackwood's beers, soft drinks and other products, as well as Dingle and Stewart's confectionery.

The Humboldt Creameries, Limited, are adding a complete ice cream-making plant to their business. This department will have a capacity for the manufacture of 1,000 gallons of ice cream per day. The plant will be complete in every respect, with ice crushers, artificial freezers, and pasteurizers. Through this process the product will be absolutely pure from the health standpoint. Mr. Anderson is manager of the Humboldt Creameries, Limited.

On March 15, Aird's Cash and Carry Market, Regina, will occupy new premises at the corner of Lorne and Eleventh. A new meat market will be opened and full line of general provisions and groceries will be carried. The east half of the new store will be used for the grocery and provision store, and the west half for the meat market. J. H. Arnett has secured the contract for the installation of all fixtures. There will also be a fruit store and two refrigerators installed. The new market will be the very latest thing in modern and up-to-date stores for the handling of provisions, groceries, meats and fruits.

**Walter W. Shaw Co. Insures Employees**

The Walter W. Shaw Co., candy manufacturers, Moose Jaw, are among the latest concerns in that city to take out group insurance for their employees. On January 15 this firm insured its employees to the extent of $500 each with the Metropolitan Life Insurance Co.

J. E. Morris, of Blackwood's Ltd., Winnipeg, has been spending a few days in Vancouver with the company's B. C. representatives, R. J. Williams & Co. Mr. Morris also attended the sessions of the Western Fruit Jobbers' convention, held in the Vancouver Hotel.

Messrs. Richardson & Green, Ltd., wholesale grocery brokers, McIntyre Bldg., Winnipeg, are successors to the Oppenheimer Houses on the prairie.

The Consolidated Card Co., of New York City, have opened a factory to take care of Canadian orders at Windsor, Ont. Richardson & Green are the Western representatives of this concern.

Nicholson & Rankin, wholesale grocery brokers, 710 Confederation Life Bldg., Winnipeg, have been successful in securing the account of the Fay Fruit Co. of Los Angeles. They have also secured the account of S. H. Shaeffer Products, of Minneapolis. This firm are manufacturers of salad dressings, etc. Both these accounts have been secured for the Prairie Provinces from the Great Lakes to the Rockies.

A. E. Neil, one of Saskatoon's long established grocers, has sold his stock, fixtures and delivery equipment and rented the store to Archie and Robert Middleton, both well-known to travelling men covering Northern Saskatchewan. The new management take possession on January 15.

During the eight years he has been in business, Mr. Neil has built up a big family trade, and this, combined with the fact that both partners of the new firm are practical retailers, make their success in the new venture an assured fact.

## PORPOISES CREATE HAVOC AMONG SARDINES

Brest.—Such havoc has been wrought in the sardine fisheries off the coast of Brittany by shoals of porpoises that the fishermen have appealed to the French Ministry of Marine for relief.

The Ministry has been asked to station seaplanes at the fishing ports supplied with bombs having an explosive area of 300 yards, to rid the fishing grounds of the pest.

## MORE COMPETITION FOR THE GROCERS

Retail merchants, and particularly those in Ontario, may look forward to a rapid increase in farmers' co-operative stores while the U.F.O. is at the helm in that province. Many of these have been established during the past few months, and many more are in the offing.

Reports, too, indicate a chain or system of co-operative stores under the management of the Ontario Great War Veterans' Association, the provincial secretary of which is W. E. Turley.

At present there are six stores doing business in Winnipeg and three of them are operated by the G. W. V. A. In British Columbia the system is operated on a larger scale. There are ten co-operative stores there carried on by veterans and the Provincial Command of B. C. are planning to put the organization on a Dominion-wide footing at the next convention in Montreal on March 22. Secretary Turley intimates that the question would also be brought up at the provincial convention in Peterborough.

## OPPORTUNITIES IN EVERY LINE

By Staff Correspondent.

MONTREAL.—That success in business does not depend upon the kind of business one follows, and that there are opportunities in every line and in every industry, was the kernel of an effective address made last week before the Montreal Canadian Club, Kiwanis Club, and Montreal Publicity Association at the Windsor Hotel by Rodger W. Babson, statistician of the United States.

Mr. Babson, in beginning his address, explained that he had some years ago made a study to ascertain whether there were not some industries which might be further developed. To his surprise he was unable to find a single industry of any description, large or small, in which some American or Canadian had not made as much as a million dollars.

In following out this phase of his address the speaker went on to say that his investigations revealed the fact that success was not attained only by those particularly fitted for a business career.

A further analysis revealed the fact that success was due to the following five traits: thrift, integrity, initiative, faith and vision. The most rare of these is vision, or the ability to forecast the future. Taking John D. Rockefeller to illustrate his point regarding the vision secured by successful captains of industry, the speaker said that Mr. Rockefeller had taken him into his private statistical department, where he had showed him the Standard Oil records of bank clearings, railroad earnings, foreign trade, immigration, commodity prices, and the various statistics of the production of pig iron, copper, lumber and other trade commodities. The Standard Oil Company had charts covering all these subjects.

### Future of Canada

Regarding the future of Canada, Mr. Babson is very optimistic. He took occasion to point out, however, that Canadians need a greater vision and that they should substitute production for protection, and faith for fear. He stressed on the point that great natural resources are of little value unless the people have the thrift, integrity, initiative, faith and vision, and properly conserve, develop and distribute these resources.

"I hear a lot of talk these days about the need of more legislation, more democracy, more education, and more of material things. Statistics show, however, that the great need of the hour is not more things, but more vision; not more democracy but more service; not more legislation but more religion."

Hamilton Duckworth, 215 Sorauren Avenue, Toronto, has sold his business to James Waddell.

## NEW CONCOCTION WAS NOT AT ALL POPULAR

Vancouver, Feb. 4.—The motorship Culburra, owned by the Australian Government, arrived from San Francisco the other day with a mixed cargo. With 1,700 tons of lime, green rice and salt for C. E. Disher & Co., the Vancouver Milling and Grain Co., and Martin & Robertson, the vessel lies in Vancouver harbor decorated with sheriff's writs. Each commodity taken separately is a good sample, but owing to the bags having got broken in the hold, and the rice bleached by the lime, and the whole seasoned with the salt, and the consignees not being ready to launch a new breakfast food on the market, they have libelled the vessel to ensure having an audience with the captain. As the crew did the same thing before the vessel left San Francisco, over a wage dispute, and the captain had to give bonds before departing, the skipper might be pardoned if he did get "a bit crusty" before he picked up the Sydney heads again.

In the last enquiry page that appeared in CANADIAN GROCER there were given in answer to an enquiry a number of firms selling popping corn and pop corn machines. In this list the name of the Harry Horne Co., Toronto, should also have been given. This company sells popping corn, and is also agent for a pop corn machine manufactured in the United States.

## LET THE GOVERNMENT HANDLE THE SUGAR

**J. H. Edwards, grocer at Carleton Place, Ont., and a subscriber of CANADIAN GROCER, writes as follows:**

**"I have been reading some replies which you received to your sugar questions. It seems to me that the Food Commission, which is no doubt composed of men who have had considerable business experience to be appointed to the Board, have given the merchant very little consideration when they made such an unreasonable demand.**

**"Personally, I would like to see the Government handle sugar. I think it could be done in much the same way that they are to-day handling intoxicants. It would then be a simple matter, not only to control the price to the consumer, but also to control the distribution of the same. We are to-day handling a great many lines that show too small a margin of profit. This latest order is simply the limit. When we pay $14.93, f.o.b., Carleton Place, and sell at 16c, we know without a doubt that every pound that goes out in small lots shows a loss.**

**Most of our sugar goes out in 25c, 50c and $1.00 worth and 20-pound bags. There is always a loss more or less from accident when sugar is delivered in paper bags."**

# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

THERE is a general firmness manifested throughout all markets. The tea market is very strong and higher prices are almost assured. Laundry soaps have again reached higher levels and toilet soaps are expected to follow in the near future. Supplies of granulated sugar in all parts of Canada are very low. Business generally is reported very active and the demand for all lines of commodities is almost greater than the supply.

**MONTREAL**—Montreal markets are very firm with upward tendencies on practically all lines. Sugar is very strong, although no actual changes have been effected. Supplies of raws show no improvement and some refineries have been obliged to discontinue melting for the time being. Canned goods are firm and canned beans, and also beets, have advanced. Currants continue strong and dates are stated to be getting very scarce. Higher prices are inevitable. Shelled walnuts and almonds are somewhat easier under an increasing demand and peanuts are practically unchanged, firm with upward tendencies. Owing to the existing high rate of exchange between Canada and the United States, beans are very strong. Very few Canadian beans are on the market at the present time. Japanese dealers demand settlements in American funds and while the exchange situation is unimproved, prices will continue to advance. Feeds are very scarce and very firm. The rice situation is pretty much unchanged. Stocks are low and demands are heavy. Package goods are steady, the only change being an advance on self-raising flour. Flour is steady and unchanged. Spices are firm with upward tendencies. Molasses are very strong and syrups are firm under an exceptionally heavy demand. The tea market remains very bare and prices are sure to advance in view of the heavy consumption of this beverage. Coffee has again advanced and trade is very brisk. Cocoa is unchanged. Oats are much easier and have declined about four cents.

**TORONTO**—The market in general grocery lines is very strong with a tendency to higher prices. Many lines of commodities have advanced to higher levels. An advance of 50 cents per case is again named on laundry soaps. This is an increase of 75 cents per case registered on soaps in the last ten days. Toilet soaps, although not showing an increase as yet, can be expected to advance in the near future. The harvesting of the raw sugar crop in Cuba is proceeding very favorably in spite of the labor troubles. Production of raws has been the heaviest in years. Primary markets for sugar are slightly easier, although this has not made any difference in the price of refined. The primary market for molasses remains very strong and higher prices are assured on shipments to arrive about March 1st. The great consumption of tea combined with the advance of the rupee is causing the market for tea to be very strong and higher prices are inevitable. Rices continue to be one of the features of the markets. Japan has practically put a stop to exporting except in very small quantities to the Japanese population. Texas rice has been greatly damaged by rain. Coffee market remains firm with an upward tendency; one package coffee has again advanced one cent per pound. Stocks of raisins in wholesalers' warehouses are very small and if any future shipments arrive prices are sure to be 5 to 7 cents per pound higher. Other lines of dried fruits are in active demand and prices are firm. A few Fard dates are being offered, but for the most part the market is bare of this line. Package dates have advanced 50 cents per case. Marmalade manufacturers have received their first shipment of Seville oranges and new marmalade is now being offered to the trade. Fruit dealers state that bitter oranges for the trade will probably arrive in the coming week and the price will be around $6.00 per case. The potato market is slightly easier, the prices quoted this week being $4.00 to $4.25 per bag.

**WINNIPEG**—The markets generally are quite firm with higher prices manifested on many lines of grocery commodities. Paper bags are higher. Discounts on all manila and kraft paper bags have changed, making a strong advance on all lines. Wrapping paper has not advanced in proportion, but the market is very strong and a general advance is looked for on all grades. Wax paper is also due for another strong advance. Laundry soaps have reached higher levels and toilet soaps are expected to follow. Rice is in a very strong market and higher prices are assured. Confectionery is higher as also is furniture polish, potted meats, jelly powders and washing powders. Eggs have shown a decline. The butter market is firm at unchanged prices.

# QUEBEC MARKETS

MONTREAL, Feb. 13—An easier feeling has been manifested this week in Montreal markets generally, and although there are few price changes, indications point to a decline rather than an advance in many lines. Hogs are easier, but supplies are stated to still be very short. New quotations are from $20.25 to $20.50 per 100 lbs. Beef is weakening and the live cattle market is very slow. Cooked meats are steady with an easier feeling. No changes have been made in hams or bacon despite the decline in hogs, and the current quotations are firm. Little movement is recorded in the cheese market, although triplets have declined in one quarter one cent per pound. Stocks of storage eggs are stated to be practically exhausted and few new-laids are making their appearance on the market. Prices have declined, however, on all grades. Butter is unchanged but the undertone is not quite as strong as it was last week. Lard has again advanced under heavy demands and prices are standing firm. Although American margarine has recently advanced one cent, there is no change in the local market. Shortening has advanced. Current exchange rates are stated to be the reason. There is a brisk demand for poultry, which stands firm under prevailing prices. Oysters are again very high. Cape Cod are selling for $16.00 per barrel. Demand for frozen fish is maintained, but orders for pickled and salt fish are not quite so brisk. Supplies of fresh fish are fairly good and quotations are steady all round.

## *Laundry Soaps Advance; Toilet Soap Also*

**Montreal.**

SOAP.—There has been a general advance of 25c per case on laundry soaps, which are now selling at from $9.25 to $9.50 per case. "Goblin" toilet soap has also advanced, boxes of 50 cakes being quoted at $3.05, and 100 cakes, $6.00.

## *Liquid Veneer and Metal Polish Advance*

**Montreal.**

VENEER.—Advanced prices rule on liquid veneer and new quotations are as follows: Large bottles, $4.80 per dozen; and small, $2.40. "Parrot" metal polish has also advanced, and the three dozen case of ½ pints is selling at $4.75.

## *Washboards Score Higher Prices*

**Montreal.**

WASHBOARDS. — "Eddy's" washboards have recently advanced. Herewith new quotations: "Small," $2.50; "Duchess," $4.70; "Two-in-One," $5.40; "Waverley," $5.40; "Twin Beaver," $5.50.

## *Another Advance on Spring Clothes Pins*

**Montreal.**

CLOTHES PINS.—Another advance has been scored in this market and clothes pins are now selling at $1.30 per box of 2 gross.

## *Seedless Raisins Higher; Re-cleaned Sultanas, Also*

**Montreal.**

RAISINS.—In view of the firm condition of the raisin market and the shortage of supplies, fancy seeded raisins are higher and the 15 oz. package is selling at 30 cents, an increase of 2c over old prices.

CALIFORNIA re-cleaned sultanas (loose), 25 lb. boxes are selling at 25c per pound, showing an advance of one cent per lb.

## *Spavin Cure is Quoted Higher*

**Montreal.**

SPAVIN CURE.—Owing to the recent advances in the necessary oils used in the manufacture of this commodity, spavin cure has advanced. Small size has advanced $1.00 and sells at $6.00 per dozen; large, $10.00 per dozen.

## *Sardines Advance; Pure Lard, Also*

**Montreal.**

SARDINES. — Canadian sardines (Brunswick brand), have advanced 50 cents per case, and are now being quoted at $6.75 per case.

LARD.—Pure lard in 20 lb. pails is quoted in this market at $6.55.

## *Sugar Unchanged; Stands Strong*

**Montreal.**

SUGAR.—Sugar is very strong, although no actual price changes have been brought into effect. The labor troubles in Cuba are said to be practically over, but the supplies of raws are still very poor and some refineries are obliged to discontinue melting on this account. In the meantime, this market stands very strong and further advances may be expected.

| | |
|---|---|
| Atlantic Sugar Company, extra granulated sugar, 100 lbs. | 14 50 |
| Acadia Sugar Refinery, extra granulated. | 14 50 |
| Canada Sugar Refinery | 14 50 |
| Dominion Sugar Co., Ltd., crystal granulated | 14 50 |
| St. Lawrence Sugar Refineries | 14 50 |
| Icing, barrels | 14 70 |
| Icing, 25-lb. boxes | 15 10 |
| Icing, 50-lb. boxes | 14 90 |
| Do. (50 1-lb. boxes) | 16 20 |
| Yellow, No. 1 | 14 10 |
| Do., No. 2 (Golden) | 14 00 |
| Do., No. 3 | 13 90 |
| Do., No. 4 | 13 70 |
| Powdered, barrels | 14 60 |
| Do., 50s | 14 80 |
| Do., 25s | 15 00 |
| Cubes and Dice (asst. tea), 100-lb. boxes. | 15 10 |
| Do., 50-lb. boxes | 15 20 |
| Do., 25-lb. boxes | 15 40 |
| Do., 2-lb. package | 16 50 |
| Paris lumps, barrels | 15 10 |
| Do., 100 lbs. | 15 20 |
| Do., 50-lb. boxes | 15 30 |
| Do., 25-lb. boxes | 15 50 |
| Do., cartons, 2 lbs. | 16 50 |
| Do., cartons, 5 lbs. | 17 00 |
| Crystal diamonds, barrels | 15 10 |
| Do., 100-lb. boxes | 15 20 |
| Do., 50-lb. boxes | 15 30 |
| Do., 25-lb. boxes | 15 50 |
| Do., cases, 20 cartons | 16 25 |

## *Canned Goods Are Very Firm*

**Montreal.**

CANNED GOODS.—Market is firm, with upward tendencies. Stocks are low, as is always the case at this time of the year. Canned beans are advanced and beets also have scored higher prices. In view of the recent advance in sugar and the uncertainty of this market, prices are likely to advance on all lines of canned fruits in which sugar is used. Golden wax beans are being quoted at $2.00, and beets are selling at $1.80.

**CANNED VEGETABLES**

| | | |
|---|---|---|
| Asparagus (Amer.), mammoth green tips | 4 50 | 4 85 |
| Asparagus, imported (2½s) | 5 50 | 5 55 |
| Beans, Golden wax | 2 00 | 2 00 |
| Beans, Refugee | .... | 2 00 |
| Beets, new, sliced, 2-lb. | .... | 1 35 |
| Corn (2s) | .... | 1 80 |
| Carrots (sliced), 2s | 1 45 | 1 75 |
| Corn (on cob), gallons | 7 00 | 7 50 |
| Spinach, 3s | 2 85 | 2 90 |
| Squash, 2½-lb., doz. | .... | 1 50 |
| Succotash, 2 lb., doz. | .... | 1 80 |
| Do., Can. (2s) | .... | 1 80 |
| Do., California, 2s | 3 15 | 3 50 |
| Do. (wine gals.) | 8 00 | 10 00 |
| Sauerkraut, 2½ lb. tins | .... | 1 60 |
| Tomatoes, 1s | 1 45 | 1 50 |
| Do., 2s | .... | 1 50 |
| Do., 2½s | 1 80 | 1 85 |
| Do., 3s | 1 90 | 2 15 |
| Do., gallons | 6 50 | 7 00 |
| Pumpkins, 2½s (doz.) | 1 50 | 1 55 |
| Do., gallons (doz.) | .... | 4 00 |
| Peas, standards | 1 85 | 1 90 |
| Do., Early June | 1 92½ | 2 05 |
| Do., extra fine, 2s | .... | 3 00 |
| Do., Sweet Wrinkle | .... | 2 00 |
| Do., fancy, 20 oz. | .... | 1 57½ |
| Do., 2-lb. tins | .... | 2 75 |
| Peas, Imported— | | |
| Fine, case of 100, case | .... | 27 50 |
| Ex. Fine | .... | 30 00 |
| No. 1 | .... | 23 00 |
| Apricots, 2½-lb. tins | 6 25 | 6 50 |
| Apples, 2½s, doz. | 1 40 | 1 65 |
| Do., new pack, doz. | .... | 2 20 |
| Do., 3s, doz. | 1 80 | 1 95 |
| Do., new pack | .... | 6 75 |
| Do., gallons, doz. | 5 25 | 5 75 |
| Blueberries, ½s, doz. | 0 95 | 1 00 |
| Do., 2s | 2 40 | 2 45 |
| Do., 1-lb. talls, doz. | 1 85 | 1 90 |
| Currants, black, 2s, doz. | 4 00 | 4 05 |
| Do., gallons, doz. | .... | 16 00 |
| Cherries, red, pitted, heavy syrup, No. 2½ | 4 80 | 5 15 |
| No. 2 | .... | 20 00 |

**CANNED FRUITS**

| | | |
|---|---|---|
| doz. | 4 75 | 4 80 |
| Do., white, pitted | 4 50 | 4 75 |
| Gooseberries, 2s, heavy syrup, doz. | .... | 2 75 |
| Peaches, heavy syrup— | | |
| No. 2 | 3 65 | 4 00 |
| Do., gallon, "Pie," doz. | .... | 9 50 |
| Do., gallon, table | .... | 10 00 |
| Pears, 2s | 4 25 | 4 50 |

| | | |
|---|---|---|
| Do., 2½s | .... | 5 25 |
| Do., 2s (light syrup) | .... | 1 90 |
| Pineapples (grated and sliced), 1-lb. flat, doz. | .... | 1 90 |
| Do., 2-lb. talls, doz. | .... | 2 30 |
| Do., 2½s | 4 00 | 4 50 |
| Plums, Lombard | 2 00 | 2 20 |
| Do., in heavy syrup | 2 40 | 2 45 |
| Do., in light syrup | .... | 2 45 |
| Gages, green, 2s | 2 40 | 2 45 |
| Raspberries, 2s, black or red, heavy syrup | 4 50 | 4 60 |
| Strawberry, 2s, heavy syrup | 4 50 | 4 65 |
| Rhubarb, 2-lb. tins | .... | 2 25 |
| **CANNED FISH, MEATS, ETC.** | | |
| Salmon— | | |
| Chums, 1-lb. talls | .... | 2 00 |
| Do., ½s, flat | .... | 1 20 |
| Sockeye, 48, 1s, doz. | .... | 4 75 |
| Do., 96, ½s, doz. | .... | 2 50 |
| Red Springs, 1-lb. tall | 4 10 | 4 30 |
| Do., ½ lb. | .... | 2 00 |
| Cohoes, 1-lb. tall | .... | 3 65 |
| Do., ½-lb. flat | .... | 1 90 |
| Pinks, 1 lb. | .... | 2 60 |
| Do., ½ lb. | .... | 1 30 |
| White Springs, 1s | .... | 2 00 |
| Chums, 1 lb., talls | .... | 2 00 |
| Do., ½s, flat | .... | 1 10 |
| Gaspe, Niobe Brand (case of 4 doz.), per doz. | .... | 2 25 |
| Alaska, red, 1-lb. tall | 4 25 | 4 50 |
| Herrings, imported, tomato sauce | .... | 8 25 |
| Do., kippered | 2 85 | 2 90 |
| Do., tomato sauce, ½s | .... | 1 85 |
| Do., kipp., Canadian, 48, 1s | .... | 1 50 |
| Do., plain, case of 4 doz. | .... | 6 75 |
| Do., ½s | .... | 1 65 |
| Haddies (lunch), ½-lb. | .... | 1 00 |
| Haddies, chicken (4 doz. to case), doz. | 2 25 | 2 35 |
| Canadian sardines, case | 6 25 | 6 75 |
| Whale Steak, 1-lb. flat | .... | 2 00 |
| Pilchards, 1-lb. talls | 1 90 | 2 00 |
| Norwegian sardines, per case of 100 (¼s) | 24 00 | 25 00 |
| Oysters (canned), 5 oz., doz. | .... | 2 60 |
| Do., 10 oz., doz. | .... | 4 20 |
| Lobsters, ¼-lb., doz. | .... | 3 40 |
| Do., ½-lb. tins, doz. | 5 50 | 6 00 |
| Do., 1-lb. talls | .... | 12 00 |
| Do., ¾-lb., doz. | .... | 8 00 |
| Do., 1-lb. flats | .... | 12 00 |
| Lobster pas . ½-lb. tins | .... | 2 40 |
| Sardines (Amer. Norweg'n style) | .... | 14 50 |
| Do., Canadian brands (as to quality), case | 6 25 | 17 50 |
| Do., French | 32 00 | 34 00 |
| Do., (gen. Norwegian) | 21 00 | 22 25 |
| Do., Portuguese, case | .... | 24 00 |
| Scallops, 1-lb., doz. | .... | 3 25 |
| Do., Eastern trade | .... | 2 65 |
| Do., Winnipeg and Western | .... | 2 85 |
| Scotch Snack, No. 2, doz. | .... | 4 50 |
| Shrimps, No. 1 | 2 40 | 2 80 |
| Dc., 1½s | .... | 4 50 |
| Crabs, No. 1 (case 4 doz.) | .... | 6 75 |
| Crab meat (Japanese), doz. | .... | 6 50 |
| Clams (river), 1 lb., doz. | .... | 1 90 |
| Scotch Snack, No. 1, doz., Montreal | .... | 2 35 |
| Meats, English potted, doz. | .... | 2 00 |

## *Currants Are Firm; Dates Unsettled*

**Montreal.**

DRIED FRUITS.—Owing to the tremendous demands for currants the market is very firm, with upward tendencies. Dates are unsettled. Recent shipments from London are all sold and large importers are awaiting further advice from London. In view of this, it is stated that people who have bought at low prices have made a good purchase, for dates will be very scarce soon and advanced prices will prevail. Turkish sultanas have advanced in the European markets, but owing to the high price of California raisins, these sultanas can be imported at practically the same price. One dealer informed CANADIAN GROCER that, in his opinion, Turkish sultanas are superior to the California raisin in the matter of flavor. Prices are unchanged this week, but advances are probable.

| | | |
|---|---|---|
| Apricots, fancy | .... | 0 40 |
| Do., choice | .... | 0 34 |
| Do., slabs | .... | 0 30 |
| Apples (evaporated) | 0 23½ | 0 24 |
| Peaches, (fancy) | 0 28 | 0 30 |
| Do., choice, lb. | .... | 0 28 |
| Pears, choice | 0 30 | 0 35 |
| Drained Peels— | | |
| Choice | .... | 0 26 |
| Ex. fancy | .... | 0 30 |
| Lemon | .... | 0 45 |
| Orange | .... | 0 46 |
| Citron | .... | 0 68 |
| Peels (cut mixed), doz. | .... | 3 25 |
| Raisins — | | |
| Bulk, 25-lb. boxes, lb. | 0 18 | 0 23 |
| Muscatels, 2 Crown | .... | 0 23 |
| Do., 1 Crown | .... | 0 25 |
| Do., 3 Crown | .... | 0 24 |
| Do., 4 Crown | 0 19½ | 0 20 |
| Cal. seedless, cartons, 16 oz. | .... | 0 23 |
| Cal. seedless, cartons, 16 oz. | 0 22 | 0 23 |
| Fancy seeded | .... | 0 17 |
| 15 oz. | 0 21 | 0 22 |
| Currants, loose | 0 22 | 0 26 |
| Do., Greek, 15 oz. | .... | 0 25 |
| Dates, Excelsior (36-10s), pkg. | .... | 0 15½ |
| Fard, 12-lb. boxes | .... | 3 25 |
| Packages only | 0 19 | 0 20 |
| Do., Dromedary (36-10 oz.) | .... | 0 19 |
| Packages only, Excelsior | .... | 0 20 |
| Figs (layer), 10-lb. boxes, 2s, lb. | .... | 0 40 |
| Do., 2¼s, lb. | .... | 0 45 |
| Do., 2½s, lb. | .... | 0 48 |
| Do., 2¾s, lb. | .... | 0 50 |
| Figs, white (70 4-oz. boxes) | .... | 5 40 |
| Figs, Spanish (cooking), 28-lb. boxes, each | .... | 0 14 |
| Figs, Turkish, 3 crown, lb. | .... | 0 44 |
| Do., 5 Crown, lb. | .... | 0 46 |
| Do., 7 Crown, lb. | .... | 0 52 |
| Figgs, mats | .... | 4 75 |
| Do., 28 8-oz. boxes) | .... | 3 50 |
| Do. (12 10-oz. boxes) | .... | 2 20 |
| Prunes (25-lb. boxes)— | | |
| 20-30s | .... | 0 38 |
| 30-40s | .... | 0 30 |
| 40-50s | .... | 0 27 |
| 50-60s | .... | 0 23 |
| 60-70s | .... | 0 22 |
| 70-80s (25-lb. box) | .... | 0 20 |
| 80-90s | .... | 0 19 |
| 90-100s | .... | 0 17½ |
| 100-120s | 0 16 | 0 17 |

## *Shelled Walnuts Slightly Easier*

**Montreal.**

NUTS.—Under an increasing demand shelled walnuts have slightly declined, although no actual change has been recorded this week in the local markets. Shelled almonds are not so strong and a decline is expected. Peanuts are very firm. Demands for No. 1 Spanish are falling off, but brisk business is being done in No. 1 Javas. Sales are good for this time of the year and prices are pretty steady.

| | | |
|---|---|---|
| Almonds, Tarragona, per lb. | 0 35 | 0 36 |
| Do., shelled | .... | 0 60 |
| Do., Jordan | .... | 0 75 |
| Brazil nuts (new) | .... | 0 26 |
| Chestnuts (Canadian) | .... | 0 27 |
| Filberts (Sicily), per lb. | 0 28 | 0 29 |
| Do., Barcelona | 0 25 | 0 26 |
| Hickory nuts (large and small), lb. | 0 10 | 0 15 |
| Pecans, No. 4, Jumbo | .... | 0 35 |
| Peanuts, Jumbo | .... | 0 24 |
| Do., "G" | 0 19 | 0 20 |
| Do., Coons | .... | 0 16 |
| Do., Shelled, No. 1 Spanish | 0 24 | 0 25 |
| Do., Salted, Spanish, per lb. | 0 29 | 0 30 |
| Do., Shelled, No. 1, Virginia | 0 16½ | 0 18 |
| Do., No. 1 Virginia | .... | 0 14 |
| Peanuts (Salted)— | | |
| Fancy wholes, per lb. | .... | 0 38 |
| Fancy splits, per lb. | .... | 0 33 |
| Pecans, new Jumbo, per lb. | 0 32 | 0 35 |
| Do., large, No. 2, polished | 0 32 | 0 35 |
| Do., Orleans, No. 2 | 0 21 | 0 24 |
| Do., Jumbo | .... | 0 60 |
| Pecans, shelled | 1 60 | 1 70 |
| Walnuts | 0 29 | 0 35 |
| Do., new Naples | .... | 0 25 |
| Do., shelled | 0 82 | 0 85 |
| Do., Chilean, bags, per lb. | .... | 0 33 |

Note—Jobbers sometimes make an added charge to above prices for broken lots.

## *Beans and Peas Are Very Strong*

**Montreal.**

BEANS.—Beans continue very strong under the existing high rate of exchange. Most of the beans on the market at the present time are Japanese, and although these come, in most cases, to Vancouver, the Japanese merchants demand to be paid in American funds. Under these conditions, beans are very strong and higher prices are said to be inevitable.

PEAS—There is practically no change in this market. Supplies are none too plentiful and prices are very firm under a steady demand.

| | | |
|---|---|---|
| BEANS— | | |
| Canadian, hand-picked, bush. | 5 40 | 5 75 |
| Japanese | 5 25 | 5 50 |
| Japanese Lima, per lb. (as to quality) | 0 10 | 0 12 |
| Lima, California | 0 17 | 0 20 |
| PEAS— | | |
| White soup, per bush. | 4 80 | 5 00 |
| Split, new crop (98 lbs.) | 5 40 | 5 50 |
| Boiling, bushel | 4 80 | 5 00 |
| Japanese, green, lb. | 0 10½ | 0 11 |

## *Gluten Feeds Are Advanced*

**Montreal.**

FEEDS.—All feeds are very short and supplies are found to be quite inadequate to meet the heavy demands of the present time. Gluten feeds have advanced and are now being quoted at $66.00 per ton f.o.b. Cardinal, and f.o.b. Fort William, $64.00. Tendencies in this market are decidedly upward.

| | | |
|---|---|---|
| FEEDS— | | |
| Bran, mixed cars | .... | 45 00 |
| Shorts, mixed cars | .... | 52 00 |
| Crushed oats | 63 00 | 71 00 |
| Barley chop | .... | .... |
| Special Middlings | .... | .... |
| Feed Flour, 98 lbs. | .... | 3 80 |
| Gluten Feed— | | |
| F.o.b. Cardinal | .... | 66 00 |
| F.o.b. Fort William | .... | 64 00 |

## *Steady Demand Reported For Rice*

**Montreal.**

RICE.—The market is practically unchanged as far as prices are concerned. Supplies are coming in very slowly and the market is still pretty bare. Dealers state there is a heavy demand for rice and business is very good. Prices hold firmly.

| | | |
|---|---|---|
| RICE— | | |
| Carolina, ex. fancy | 17 50 | 20 00 |
| Do. (fancy) | .... | 17 00 |
| Do., No. 2 | .... | 16 50 |
| Siam, No. 2 | .... | 12 50 |
| Siam (fancy) | .... | 16 00 |
| Rangoon "B" | 11 75 | 13 25 |
| Rangoon CC | 11 75 | 13 00 |
| Mandarin | .... | 13 75 |
| Sparkling | .... | 15 75 |
| Japan | .... | 13 50 |
| Do., special | .... | 9 50 |
| Patna | 0 14¾ - 0 15½ | 0 17 0 18 |
| Broken rice, fine | .... | 7 00 |
| Do., coarse | .... | 9 00 |
| Tapioca, per lb. (seed) | 0 12½ | 0 16 |
| Do. (pearl) | 0 12½ | 0 14 |
| Do. (flake) | 0 11 | 0 13 |

Note.—The rice market is subject to frequent change and the price bases is quite nominal.

## *Cereals Firm; Are Good Sellers*

**Montreal.**

CEREALS.—There is little movement in this market owing to the recent slight decline in corn and oats. The local market, however, stands firm on an unchanged price basis and trade is stated to be very good under heavy demand.

## *Self-raising Flour Scores Advance*

Montreal.

PACKAGE GOODS.—The market for package goods is steady, and last week's quotations rule unchanged, with the exception of self-raising flour, which has advanced to $3.05 per dozen (3 lb. packages), and $6.00 the 6 lb. size. Business in package goods is stated to be very good.

**PACKAGE GOODS**

| | | |
|---|---|---|
| Breakfast food, case 18 | .... | 2 85 |
| Cocoanut, 2 oz. pkgs., doz. | .... | 0 73½ |
| Do., 20-lb. cartons, lb. | .... | 0 36 |
| Corn Flakes, 3 doz. case 3 50 3 65 3 50 | | 4 25 |
| Oat Flakes, 20s | .... | 5 40 |
| Rolled oats, 20s | .... | 6 50 |
| Do., 18s | .... | 2 42½ |
| Do., large, doz. | .... | 3 00 |
| Oatmeal, fine cut, pkgs., case | .... | 6 75 |
| Puffed rice | .... | 5 70 |
| Puffed wheat | .... | 4 25 |
| Farina, case | .... | 2 35 |
| Hominy, pearl or granu., 2 doz. | .... | 3 65 |
| Health bran (20 pkgs.), case | .... | 2 60 |
| Scotch Pearl Barley, case | .... | 2 60 |
| Pancake Flour, case | .... | 3 60 |
| Pancake Flour, self-raising, doz. | .... | 1 50 |
| Wheat food, 18-1½s | .... | 3 25 |
| Buckwheat Flour, case | .... | 3 60 |
| Wheat flakes, case of 2 doz. | .... | 2 80 |
| Oatmeal, fine cut, 20 pkgs. | .... | 6 75 |
| Porridge wheat, 36s, case | .... | 7 80 |
| Do., 20s, case | .... | 7 50 |
| Self-raising Flour (3-lb. pack.) doz. | .... | 3 05 |
| Do. (6-lb. pack.), doz. | .... | 6 00 |
| Corn starch (prepared) | .... | 0 11¾ |
| Potato flour | .... | 0 16½ |
| Starch (laundry) | .... | 0 12 |
| Flour, Tapioca | 0 15 | 0 15 |

## *Flour Steady; is a Good Seller*

Montreal.

FLOUR.—The demand for flour continues very brisk and business is on the increase. Prices remain unchanged and prevailing prices are expected to rule for some time to come.

| | | |
|---|---|---|
| **Standard Wheat Flours—** | | |
| **Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2)** jute bags, 98 lbs. | .... | 13 25 |
| Per bbl., in (2) cotton bags, 98 lbs. | .... | 13 45 |
| **Small lots, per bbl. (2) jute** bags, 98 lbs. | .... | 13 55 |
| Winter wheat flour (bbl.) Jute bags | .... | .... |

## *Spice Market Continues Firm*

Montreal.

SPICE.—This market remains very firm, with higher tendencies. Current prices are unchanged and local dealers state that business is very good, although supplies are not coming through as freely as the present heavy demand calls for.

| | | |
|---|---|---|
| Allspice | .... | 0 22 |
| Cassia (pure) | 0 33 | 0 35 |
| Cocoanut, pails, 20 lbs., unsweetened, lb. | .... | 0 46 |
| Do., sweetened, lb. | .... | 0 36 |
| Chicory (Canadian), lb. | .... | 0 20 |
| Cinnamon— | | |
| Rolls | .... | 0 35 |
| Pure, ground | 0 35 | 0 40 |
| Cloves | 0 86 | 0 90 |
| Cream of tartar (French pure) | 0 75 | 0 80 |
| American high test | 0 20 | 0 25 |
| Ginger | .... | 0 40 |
| Ginger (Cochin or Jamaica) | .... | 0 21 |
| Mace, pure, 1-lb. tins | .... | 1 00 |
| Mixed spice | 0 30 | 0 32 |
| Do., 2½ shaker tins, doz. | .... | 1 15 |
| Nutmegs, whole | 0 60 | 0 70 |
| 64, lb. | .... | 0 45 |
| 80 lb. | .... | 0 42 |
| 100, lb. | .... | 0 40 |
| Ground, 1-lb. tins | .... | 0 65 |
| Pepper, black | 0 38 | 0 40 |
| Do., special | .... | 0 32 |
| Do., white | .... | 0 50 |
| Pepper (Cayenne) | 0 25 | 0 27 |
| Pickling spice | 0 28 | 0 30 |
| Paprika | 0 65 | 0 70 |
| Tumeric | 0 28 | 0 30 |
| Tartaric acid, per lb. (crystals or powdered) | 1 00 | 1 10 |
| Cardamon seed, per lb., bulk | .... | 2 00 |
| Carraway (nominal) | 0 30 | 0 35 |
| Cinnamon, China, lb. | .... | 0 30 |
| Do., per lb. | .... | 0 35 |
| Mustard seed, bulk | 0 35 | 0 40 |
| Celery seed, bulk (nominal) | 0 75 | 0 80 |
| Pimento, whole | 0 18 | 0 20 |

**For spices packed in cartons add 4½ cents a lb., and for spices packed in tin containers add 10 cents per lb.**

## *Molasses Strong; Syrups Are Firm*

Montreal.

SYRUPS.—Syrups are very firm under heavy demands, and although no definite changes have been effected this week, the tendency is upward.

MOLASSES.—There is practically no change to the situation in this market. Supplies are so scanty that in some cases dealers in Barbadoes have been known to re-buy stocks from other markets. Although no actual advance is made this week, the general impression is that much higher prices will rule within a very short while, on account of the barren condition of the market.

| | | |
|---|---|---|
| **Corn Syrups—** | | |
| Barrels, about 700 lbs., per lb. | .... | 0 08¼ |
| Half barrels | .... | 0 08½ |
| Kegs | .... | 0 08¾ |
| 2-lb. tins, 2 doz. in case, case | .... | 5 45 |
| 5-lb. tins, 1 doz. in case, case | .... | 6 05 |
| 10-lb. tins, ½ doz. in case, case | .... | 5 75 |
| 20-lb. tins, ¼ doz. in case, case | .... | 5 70 |
| 2-gal. 25-lb. pails, each | .... | 2 70 |
| 3-gal. 38½-lb. pails, each | .... | 3 80 |
| 5-gal. 65-lb. pails, each | .... | 6 50 |
| **White Corn Syrup—** | | |
| 2-lb. tins, 2 doz. in case, case | .... | 6 30 |
| 5-lb. tins, 1 doz. in case, case | .... | 7 15 |
| 10-lb. tins, ½ doz. in case, case | .... | 6 85 |
| 20-lb. tins, ¼ doz. in case, case | .... | 6 20 |
| **Cane Syrup (Crystal) Diamond—** case (2-lb. cans) | .... | 8 50 |
| Barrels, per 100 lbs. | .... | 12 25 |
| Half barrels, per 100 lbs. | .... | 12 50 |
| Glucose, 5-lb. cans (case) | .... | 4 80 |

| | Prices for Island of Montreal | |
|---|---|---|
| **Barbadoes Molasses—** | | |
| Puncheons | 1 30 | 1 35 |
| Barrels | 1 33 | 1 36 |
| Half barrels | 1 35 | 1 40 |
| **Fancy Molasses (in tins)—** | | |
| 2-lb. tins, 2 doz. in case, case | .... | 6 00 |
| 3-lb. tins, 2 doz. in case, case | .... | 8 25 |
| 5-lb. tins, 1 doz. in case, case | .... | 6 80 |
| 10-lb. tins, ½ doz. in case, case | .... | 6 65 |

**Note—Prices on molasses to outside points average about 3c per gallon less. In gallon lots 2c above ½ barrel prices.**

## *Teas Continue Very Strong*

Montreal.

TEAS.—Teas are very strong and supplies are no better. The markets are very bare and there is no hope of any improvement to this condition for many months to come. Shortage of labor in Europe is said to be entirely responsible for this condition. There is a congestion that cannot be remedied, and until these labor difficulties are overcome, the tea shortage will continue to be very acute. In the meantime, there is an increased consumption of this beverage, and in view of the bare markets, prices are sure to advance.

| | | |
|---|---|---|
| **JAPAN TEAS—** | | |
| Choice (to medium) | 0 65 | 0 75 |
| Early picking | 0 65 | 0 70 |
| Finest grades | 0 80 | 1 00 |
| **Javas—** | | |
| Pekoes | 0 46 | 0 48 |
| Orange Pekoes | 0 49 | 0 51 |
| Broken Orange Pekoes | 0 48 | 0 50 |

**Inferior grades of broken teas may be had from jobbers on request at favorable prices.**

## *Coffee Continues to Score Advances*

Montreal.

COFFEE.—Coffee has again advanced about three cents per pound. Dealers state that it is getting difficult to secure ample supplies of good coffee, and a shortage is feared in some quarters. Business is very brisk, and the condition of the market is very strong.

COCOA.—Cocoa continues a good seller under recently advanced prices and the market stands very firm.

| | | |
|---|---|---|
| **COFFEE—** | | |
| Rio, lb. | 0 33½ | 0 35½ |
| Mexican, lb. | 0 50 | 0 51 |
| Jamaica, lb. | 0 46 | 0 48 |
| Bogotas, lb. | 0 49 | 0 51 |
| Mocha (types) | 0 50 | 0 52 |
| Santos, Bourbon, lb. | 0 47 | 0 49 |
| Santos, lb. | 0 47 | 0 48 |
| **COCOA—** | | |
| In 1-lbs., per doz. | .... | 5 80 |
| In ½-lbs., per doz. | .... | 3 00 |
| In ¼-lbs., per doz. | .... | 1 60 |
| In small size, per doz. | .... | 1 15 |

## *Oats Decline; Hay is Steady*

Montreal.

HAY AND GRAIN.—Oats are considerably easier this week and prices have declined on all grades, No. 2 C.W. being quoted at $1.12. Little business is reported in this market and the undertone is considerably weaker.

HAY.—Hay rules firm at prevailing prices, although dealers state they are unable to buy hay in the country for prices charged in the Montreal market.

| | | |
|---|---|---|
| **Hay—** | | |
| Good, No. 1, per 2,000 lb. ton. | .... | 28 00 |
| Do., No. 2 | .... | 27 00 |
| Do., No. 3 | .... | 24 00 |
| Straw | .... | 15 00 |
| **Oats—** | | |
| No. 2 C.W. (34 lbs.) | .... | 1 12 |
| No. 3 C.W. | .... | 1 09 |
| Extra feed | .... | 1 09 |
| No. 1 feed | .... | 1 07 |
| No. 2 feed | .... | 1 05 |
| Tough 3 C.W. | .... | 1 05 |
| **Barley—** | | |
| No. 3 C. W. | .... | .... |
| No. 3 | .... | .... |
| No. 4 C.W. | .... | .... |
| Feed barley | .... | 1 65 |

**Prices are at elevator.**

## *California Navels Again Advance*

Montreal.

FRUIT. — California navels have again advanced and are now quoted at from $8.00 to $8.50 per case. There is a good demand for all fruits and supplies are found sufficient to meet present business. Lemons are stated to be in good demand, and grapefruit is a good seller.

| | | |
|---|---|---|
| **Apples—** | | |
| Baldwins | 7 50 | 8 00 |
| Ben Davis, No. 1 | 6 00 | 7 00 |
| MacIntosh Red | .... | 12 00 |
| Fameuse, No. 1 | 14 00 | 15 00 |
| Greenings | 7 50 | 8 00 |
| Gravenstein | .... | .... |
| Spies | .... | 10 00 |
| Winter Reds | 6 50 | 7 00 |
| Apples in boxes | .... | 4 00 |
| Bananas (as to grade), bunch | 6 00 | 7 00 |
| Cranberries, bbl. | 12 00 | 13 50 |
| Do., gal. | .... | 0 75 |
| Grapes, Tokay (box), 30 lbs. | .... | .... |
| Grape, Emperor, kegs | .... | 13 00 |
| Grapefruit, Jamaican, 64, 80, 96. | .... | 4 25 |
| Do., Florida, 54, 64, 80, 96 | .... | 4 25 |
| Lemons, Messina | .... | 6 00 |
| Pears, Cal. | .... | 6 50 |

| | | |
|---|---|---|
| Pomegranates (boxes of about $0), box | .... | 3 00 |
| Keiffer Pears (box) | .... | 2 75 |
| Pears, Cal. | .... | 5 00 |
| Oranges, Cal., Valencias | .... | 7 00 |
| Cal. Navels | 8 00 | 8 50 |
| Florida, case | .... | 4 00 |

## *Carrots Advance; Onions, Celery, Also*

**Montreal.**

VEGETABLES.—Vegetables are very strong and several advances have been effected in this market. California celery is very scarce and has advanced to $16.00 per crate. Carrots are now being quoted at $1.75 per bag, and yellow onions have scored a further advance of $2. Florida tomatoes are on the market, being quoted at $8.00 per crate (about 40 lbs.).

| | | |
|---|---|---|
| Florida tomatoes, crate (40 lbs.) | .... | 8 00 |
| Beans, new string (imported) hamper | .... | 7 00 |
| Beets, new, bag (Montreal) | .... | 2 00 |
| Cucumbers (hothouse), doz. | .... | 4 00 |
| Chicory, doz. | .... | 0 75 |
| Cauliflower, Am., doz. dble crate | .... | 7 00 |
| Do., single crate | .... | 3 50 |
| Cabbage (Montreal), barrels | .... | 5 50 |
| Carrots, bag | .... | 1 75 |
| Celery, Canadian, doz. | .... | .... |
| Do., California, 5-7 doz. crate | .... | 16 00 |
| Garlic, lb. | .... | 0 50 |
| Horseradish, lb. | .... | 0 20 |
| Lettuce (Boston), head crate | .... | 3 25 |
| Leeks, doz. | .... | 3 00 |
| Mint | .... | 0 60 |
| Mushrooms, lb. | .... | 1 50 |
| Do., basket (about 3 lbs.) | .... | 4 00 |
| Onions, Yellow, 75-lb. sack | .... | 8 50 |
| Do., red, 75 lbs. | 8 50 | 9 00 |
| Do., crate | .... | 3 00 |
| Do., Spanish, case | .... | 8 50 |
| Oyster plant, doz. | .... | 0 50 |
| Parsley (Canadian) | .... | 0 60 |
| Peppers, green, doz. | .... | 0 50 |
| Parsnips, bag | .... | 1 75 |
| Potatoes, Montreal (90-lb. bag) | 3 75 | 4 25 |
| Do., New Brunswick | .... | 4 00 |
| Do., sweet hamper | 3 50 | 3 75 |
| Radishes, American, doz. | .... | 0 75 |
| Spinach, barrel | .... | 6 00 |
| Turnips, Quebec, bag | .... | 2 00 |
| Do., Montreal | 1 50 | 1 75 |
| Tomatoes, hothouse, lb. | .... | 0 65 |
| Florida lettuce (hamper) | .... | 4 00 |
| American parsley, doz. | .... | 2 00 |

# ONTARIO MARKETS

TORONTO, Feb. 13.—The advance in soaps and soap powders is the feature of the markets this week. Laundry soaps are up 50c per case. This is the second advance in a week. One line of cleansing powder is also higher. Teas and coffee are in a firm market and higher prices are expected. Raisins are becoming scarcer. The situation for rice is the same as reported last week. Potatoes are in a declining market and are quoted at $4.00 to $4.25 per bag. Oranges and lemons have a tendency for higher prices. All markets generally are very firm with a steady demand.

## *Sugar Prices Remain Unchanged*

**Toronto.**

SUGAR.—The sugar market remains firm and steady. The production of new raws in Cuba has been the heaviest in years, and although greatly hampered by labor trouble stocks of raws are arriving quite freely. The trend of the primary markets are slightly easier.

| | |
|---|---|
| St. Lawrence, extra granulated, cwt. | 14.71 |
| Atlantic, extra granulated | 14 71 |
| Acadia Sugar Refinery, extra granulated | 14 71 |
| Can. Sugar Refinery, extra granulated | 14 71 |
| Dom. Sugar Refinery, extra granulated | 14 71 |

**Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2, 55c.**

**Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c**

**Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10, 50c; cartons, 20/5s, 60c; cartons, 50/2, 70c Yellows same as above.**

## *Corn Syrups Steady; Molasses Tight*

**Toronto.**

SYRUPS AND MOLASSES.—There are no changes in corn syrup reported this week. Indications from primary markets on molasses have a very strong upward tendency.

## *Higher Prices Likely on Teas*

**Toronto.**

TEAS.—Every indication from primary markets point to higher prices on teas. The London market in the last two weeks has advanced 4 to 8 cents per pound. The Indian rupee is higher, which will also add to the cost of teas. Local prices this week are unchanged.

| | | |
|---|---|---|
| **Ceylons and Indians—** | | |
| Pekoe Souchongs | 0 48 | 0 54 |
| Pekoes | 0 52 | 0 60 |
| Broken Pekoes | 0 56 | 0 64 |
| Broken Orange Pekoes | 0 58 | 0 66 |
| **Javas—** | | |
| Broken Orange Pekoes | 0 58 | 0 65 |
| Broken Pekoes | 0 45 | 0 50 |
| **Japans and Chinas—** | | |
| Early pickings, Japans | 0 63 | 0 65 |
| Do., seconds | 0 50 | 0 55 |
| Hyson thirds | 0 45 | 0 50 |
| Do., pts. | 0 58 | 0 67 |
| Do., sifted | 0 67 | 0 72 |

**Above prices give range of quotations to the retail trade.**

## *Coffee Inclined To Advance*

**Toronto.**

COFFEE.—The outlook in the coffee market is decidedly upward. There is an enormous demand at this season of the year for coffee and spot stocks are not overly large. Conditions from primary markets show that higher prices are inevitable. One package coffee has shown another advance this week.

| | | |
|---|---|---|
| Java, Private Estate | 0 51 | 0 52 |
| Java, Old Government, lb. | .... | .... |
| Bogotas, lb. | 0 49 | 0 50 |
| Guatemala, lb. | 0 48 | 0 52 |
| Mexican, lb. | .... | 0 55 |
| Maracaibo, lb. | 0 47 | 0 48 |
| Jamaica, lb. | 0 45 | 0 46 |
| Blue Mountain Jamaica | .... | 0 52 |
| Mocha, lb. | .... | 0 55 |
| Rio, lb. | 0 35 | 0 37 |
| Santos, Bourbon, lb. | 0 46 | 0 47½ |
| Ceylon, Plantation, lb. | .... | 0 54 |
| Chicory, lb. | .... | 0 25 |
| Cocoa— | | |
| Pure, lb. | .... | 0 31 |
| Sweet, lb. | .... | 0 31 |

## *Package Goods Selling Freely*

**Toronto.**

PACKAGE GOODS.—The market for package rules firm at the same prices as quoted last week. The demand is good.

## *Wheat Flakes Quoted Higher*

**Toronto.**

CEREALS.—There is a brisk business reported in all lines of breakfast food. Flaked wheat is now quoted at $8 per barrel and 8½ cents per pound in broken lots. Other lines remain at the same prices.

| | Single Bag Lots F.o.b. | Toronto |
|---|---|---|
| Barley, pearl, 98s | .... | 8 00 |
| Barley, pot, 98s | .... | 6 50 |
| Barley Flour, 98s | .... | 4 50 |
| Buckwheat Flour, 98s | .... | 6 25 |
| Cornmeal, Golden, 98s | 5 75 | 6 00 |
| Do., fancy yellow, 98s | .... | 6 50 |
| Hominy grits, 98s | 5 50 | 6 00 |
| Hominy, pearl, 98s | 5 25 | 5 75 |
| Oatmeal, 98s | 5 75 | 6 00 |
| Oat Flour | .... | .... |
| Corn Flour, 98s | .... | 5 50 |
| Rye Flour, 98s | .... | 5 00 |
| Rolled Oats, 90s | 5 25 | 5 50 |
| Rolled Wheat, 100- lb. bbl. | .... | 8 00 |
| Cracked wheat, bag | .... | 6 50 |
| Breakfast food, No. 1 | .... | 7 75 |
| Do., No. 2 | .... | 7 75 |
| Rice flour, 100 lbs. | .... | 10 00 |
| Linseed meal, 98s | .... | 6 75 |
| Peas, split, 98s | .... | 0 08½ |
| Blue peas, lb. | 0 09 | 0 10 |
| Marrowfat green peas | .... | 0 11¾ |
| Graham Flour, 98s | .... | 6 60 |
| Farina, 98s | .... | 6 20 |

## *Soaps Advance 50 Cents Per Case*

**Toronto.**

MISCELLANEOUS.—Laundry soaps have again advanced, the price basis now being $10 per case. Pearline is higher, ranging from $7.25 to $8.75 per case according to size of package. Seafoam soap chips are up 25 cents per case; Babbitt's Cleanser is higher, the 100 size quoted at $6.20 and the 50 size quoted at $3.35 per case; Bird's Custard Powder is up to $1.85 per dozen; Bird's Egg Substitute is $2 per dozen. Holbrook's Sauce quoted at $3.15 per dozen. Washboards are 15 to 25 cents per dozen higher. Salt is quoted higher, barrels of 80s at $7.05, 40s at $6.05, and 20s at $6.10. New prices on Tanglefoot are announced, $6.25 per case and $1.35 per carton. New prices on Shirriff's marmalade are quoted $3.85 for the 16-ounce jars, $5.15 for the 22-ounce jars, No. 4 tins at $11.75 and No. 7 tins at $19.92 per dozen.

## *Dried Fruit Market is Very Firm*

**Toronto.**

DRIED FRUITS.—The situation in the dried fruit market remains very firm. The demand for prunes is commencing to liven up; stocks to arrive are likely to be higher on account of the high exchange rate. Raisins continue to be scarce and prices high. No future prices on raisins are being quoted. Dromedary dates in packages have advanced to $8 per case.

| | | |
|---|---|---|
| Evaporated apples | .... | 0 24 |
| Apricots, cartons, 11 oz., 48s | .... | 4 55 |
| Candied Peels, American— | | |
| Lemon | 0 44 | 0 46 |
| Orange | 0 44 | 0 46 |
| Currants— | | |
| Grecian, per lb. | 0 22 | 0 23 |
| Australians, 8 Crown, lb. | 0 22 | 0 23 |
| Dates— | | |
| Excelsior, pkgs., 3 doz. in case | .... | 6 00 |
| Dromedary, 9 doz. in case | .... | 8 00 |

| | | |
|---|---|---|
| Fard, lb. | .... | .... |
| New Hallowee dates, per lb. | 0 19½ | 0 20 |
| **Figs—** | | |
| Taps, lb. | .... | 0 17 |
| Malagas, lb. | .... | .... |
| Comarde figs, mats, lb. | .... | .... |
| Smyrna figs, in bags | 0 16 | 0 18 |
| Cal., 4 oz. pkgs., 70s, case | .... | 5 00 |
| Cal., 8 oz., 20s, case | .... | 3 25 |
| Cal., 10 oz., 12s, case | .... | 2 25 |
| **Prunes—** | Per lb. | |
| 30-40s, 25s | .... | 0 31 |
| 40-50s, 25s | .... | 0 28 |
| 50-60s, 25s | .... | 0 24 |
| 60-70s, 25s | .... | 0 22 |
| 70-80s, 25s | .... | 0 21½ |
| 80-90s, 25s | .... | 0 17¾ |
| 90-100s, 25s | .... | 0 16¾ |
| Sunset prunes in 5-lb. cartons, each | .... | 1 15 |
| **Peaches—** | | |
| Standard, 25-lb. box, peeled | 0 26½ | 0 28 |
| Choice, 25-lb. box, peeled | 0 27 | 0 30 |
| Fancy, 25-lb. boxes | 0 29 | 0 30 |
| **Raisins —** | | |
| California bleached, lb. | .... | .... |
| Extra fancy, sulphur blch., 25s | .... | 0 28½ |
| Seedless, 15-oz. packets | .... | 0 26½ |
| Seedless, 15-oz. packets | 0 24 | 0 25½ |
| Seedless, Thompson's, bulk | 0 25 | 0 26 |
| Crown Muscatels, No. 1s, 25s | .... | 0 25 |
| Turkish Sultanas | 0 25½ | 0 28½ |

## *Shelled Nuts Selling Freely*

**Toronto.**

NUTS.—A slow business for nuts in the shell is reported. A brisk demand is noted for all shelled nuts. Manchurian shelled walnuts are arriving in better quality and the trade is commencing to take to this line more readily as the price is considerably lower than the Bordeaux variety. Manchurian shelled walnuts are quoted this week at 68 cents per pound. Java peanuts for March delivery are quoted at 19 cents per pound.

| | | |
|---|---|---|
| Almonds, Tarragonas, lb. | 0 31 | 0 33 |
| Butternuts, Canadian, lb. | .... | 0 08 |
| Walnuts, Cal., bags, 100 lbs. | 0 40 | 0 45 |
| Walnuts, Bordeaux, lb. | 0 28 | 0 30 |
| Walnuts, Grenobles, lb. | .... | 0 33 |
| Do., Marbot | .... | 0 30 |
| Filberts, lb. | .... | 0 25 |
| Pecans, lb. | 0 30 | 0 32 |
| Cocoanuts, Jamaica, sack | .... | 10 00 |
| Cocoanut, unsweetened, lb. | .... | 0 45 |
| Do., sweetened, lb. | .... | 0 45 |
| Peanuts, Jumbo, roasted | 0 18 | 0 19 |
| Brazil nuts, large, lb. | 0 32 | 0 33 |
| Mixed Nuts, bags 50 lbs. | .... | 0 32 |
| **Shelled—** | | |
| Almonds, lb. | 0 62 | 0 65 |
| Filberts, lb. | 0 50 | 0 55 |
| Walnuts, Bordeau lb. | 0 88 | 0 90 |
| Do., Manchurian | .... | 0 68 |
| Peanuts, Spanish, lb. | .... | 0 25 |
| Do., Chinese, 30-32 to oz. | 0 18 | 0 19 |
| Do., Java | 0 19 | 0 19½ |
| Brazil nuts, lb. | .... | 0 88 |
| Pecans, lb. | .... | 1 10 |

## *Asparagus Tips are Very Scarce*

**Toronto.**

CANNED GOODS. — There are no changes reported in canned goods this week. Asparagus tips are getting very scarce and none are being quoted. Standard peas are scarce and the prices range from $2.25 to $2.50 per dozen.

| | | |
|---|---|---|
| **Salmon—** | | |
| Sockeye, 1s, doz. | .... | 4 75 |
| Sockeye, ½s, doz. | .... | 2 75 |
| Alaska reds, 1s, doz. | 4 25 | 4 50 |
| Do., ½s | .... | 2 50 |
| Lobsters, ½ lb., doz. | .... | 6 50 |
| Do., ¼-lb. tins | .... | 3 90 |
| Whale Steak, 1s, flat, doz. | 1 75 | 1 90 |
| Pilchards, 1-lb. talls, doz. | 1 75 | 2 10 |
| **Canned Vegetables—** | | |
| Tomatoes, 2½s, doz. | 1 95 | 2 00 |
| Peas, Standard, doz. | 2 25 | 2 50 |
| Do., Early June, doz. | .... | 2 40 |
| Do., Sweet Wrinkle, doz. | 2 50 | 2 70 |
| Beets, 2s, dozen | .... | 1 45 |
| Do., extra sifted, doz. | 2 77½ | 2 82½ |
| Beans, golden wax, doz. | .... | 2 00 |
| Asparagus, tins, doz. | 3 85 | 4 25 |
| Asparagus butts, 2½s, doz. | .... | 2 50 |
| Canadian corn | 1 75 | 2 10 |
| Pumpkins, 2½s, doz. | .... | 1 25 |
| Spinach, 2s, doz. | .... | 2 15 |
| Do., 2½s, doz. | 2 62½ | 2 80 |
| Do., 10s, doz. | .... | 10 00 |
| Pineapples, sliced, 2s, doz. | 4 50 | 4 75 |
| Do., shredded, 2s, doz. | 4 50 | 4 75 |
| Rhubarb, preserved, 2s, doz. | 2 07½ | 2 10 |
| Do., preserved, 2½s, doz. | 2 65 | 4 62½ |
| Do., standard 10s doz. | .... | 5 00 |
| Apples, gal., doz. | | 6 25 |
| Peaches, 2s, doz. | 3 55 | 3 90 |
| Pears, 2s, doz. | 3 00 | 4 25 |
| Plums, Lombard, 2s, doz. | 3 10 | 3 25 |
| Do., Green Gage | 3 25 | 3 40 |
| Cherries, pitted, H. S. | 4 35 | 4 40 |
| Blueberries, 2s | 2 25 | 2 40 |
| Strawberries, 2s, H. S. | 4 90 | 5 25 |
| Blueberries, 2s | 2 10 | 2 35 |
| **Jams—** | | |
| Apricots, 4s, each | .... | 1 03 |
| Black Currants, 16 oz., doz. | .... | 4 85 |
| Do., 4s, each | .... | 1 25 |
| Gooseberry, 4s, each | .... | 0 98 |
| Do., 16 oz., doz. | .... | 4 10 |
| Peach, 4s, each | .... | 0 97 |
| Do., 16 oz., doz. | .... | 4 00 |
| Red Currants, 16 oz. doz. | .... | 4 15 |
| Raspberries, 16 oz., doz. | .... | 4 90 |
| Do., 4s, each | .... | 1 30 |
| Strawberries, 16 oz., doz. | .... | 5 10 |
| Do., 4s, each | .... | 1 30 |

## *Spice Market is Unchanged*

**Toronto.**

SPICES.—No new developments are reported in spices although the primary markets have a firmer tendency. The demand is not heavy at this season. Prices are unchanged.

| | | |
|---|---|---|
| Allspice | 0 22 | 0 25 |
| Cassia | 0 35 | 0 40 |
| Cinnamon | .... | 0 55 |
| Cloves | 0 85 | 0 90 |
| Cayenne | 0 35 | 0 37 |
| Ginger | 0 32 | 0 40 |
| Herbs — sage, thyme, parsley, mint, savory, Marjoram | 0 40 | 0 70 |
| Pastry | 0 35 | 0 38 |
| Pickling spices | 0 22 | 0 30 |
| Mace | 0 95 | 1 00 |
| Peppers, black | 0 39 | 0 41 |
| Peppers, white | 0 50 | 0 52 |
| Paprika, lb. | 0 80 | 0 85 |
| Nutmegs, selects, whole 100s | .... | .... |
| Do., 80s | .... | .... |
| Do., 64s | .... | .... |
| Mustard seed, whole | 0 20 | 0 40 |
| Celery seed, whole | .... | 0 75 |
| Coriander, whole | 0 25 | 0 30 |
| Carraway seed, whole | 0 35 | 0 45 |
| Turmeric, whole | .... | 0 28 |
| Cream of Tartar— | | |
| French, pure | 0 80 | 0 85 |
| American high-test, bulk | 0 80 | 0 85 |
| 2-oz. packages, doz. | .... | 1 75 |
| 4-oz. packages, doz. | 2 75 | 3 00 |
| 8-oz. tins, doz. | .... | 5 75 |

## *Blue Rose Rice 18 Cents Per Pound*

**Toronto.**

RICE.—The situation in the rice market shows every indication for higher prices. Japan is allowing barely enough rice to be exported to meet the demands of the Japanese population. The Southern rices are mostly damaged by rain, and high-grade Texas rice is quoted in the primary market higher than the present price quoted by wholesalers.

| | | |
|---|---|---|
| Honduras, fancy, per 100 lbs. | .... | .... |
| Blue Rose, lb. | .... | 0 18 |
| Siam, fancy, per 100 lbs. | 15 00 | 16 00 |
| Siam, second, per 100 lbs. | 13 50 | 14 50 |
| Japans, fancy, per 10 lbs. | .... | 17 00 |
| Do., seconds, per 100 lbs. | .... | 15 00 |
| White Sago | .... | 0 14 |
| Do., Pakling | .... | 14 00 |
| Chinese, XX., per 100 lbs. | .... | .... |
| Do., Simiu | .... | .... |
| Do., Mujin, No. 1 | .... | .... |
| Tapioca, per lb. | 0 14½ | 0 15 |

## *Maple Syrup Quoted Higher*

**Toronto.**

HONEY, MAPLE SYRUP.—There are no changes in the price of honey. The demand is steady. Stocks of maple syrup are getting low and prices are somewhat higher, small bottles 36 to the case being quoted at $5.40 per dozen; large bottles 24 to the case are quoted at $9.60 per dozen.

| | | |
|---|---|---|
| Honey, Clover | | |
| 5-lb. tins | .... | 0 28 |
| 2½s, tins | .... | 0 29 |
| 10-lb. tins | .... | 0 27 |
| 60-lb. tins | .... | 0 26 |
| Buckwheat, 50-lb. tins, lb. | .... | 12 20 |
| Comb, No. 1, fancy, doz. | .... | 4 50 |
| Do., No. 2, doz. | .... | .... |
| Maple Syrup— | | |
| 3½-lb. tins, 10 to case, case | .... | 18 00 |
| Wine qt. tins, 24 to case, case | .... | 23 00 |
| Wine, 1 gal. tins, 6 to case, case | .... | 24 00 |
| Imp. 5 gal. cans, 1 to case, case | .... | 20 00 |
| Bottles, 36 to case, doz. | .... | 5 40 |
| Do., 24 to case, doz. | .... | 9 60 |
| Maple Sugar | | |
| 50 1-lb. blocks to case, lb. | .... | 0 29 |

## *Beans Are in a Firm Market*

**Toronto.**

BEANS.—There is a very firm market for beans. Supplies of Ontario hand picked are arriving very slowly. Brokers state that there are large quantities of beans throughout the country but that farmers will not sell until a higher price is reached. The Japanese variety are arriving in good supply. The quality is equally as good as the Ontario and the price is considerably lower.

| | | |
|---|---|---|
| Ontario, 1-lb. to 2-lb. pickers, bus. | .... | 5 60 |
| Do., hand-picked, bu. | .... | 6 00 |
| Marrowfats, bu. | 6 00 | 6 50 |
| Japanese Kotenashi, per bu. | 4 50 | 5 00 |
| Rangoons, per bushel | 3 00 | 3 50 |
| Limas, per lb. | 0 16 | 0 17 |
| Madagascars, per lb. | 0 14 | 0 15 |

## *Oranges and Lemons to be Higher*

**Toronto.**

FRUIT.—California this year has only about a quarter crop of navel oranges, which, coupled with the high exchange rate is causing the orange market to go higher. The epidemic of "flu" is creating a heavy demand for lemons and prices are higher.

| | | |
|---|---|---|
| Valencia Oranges— | | |
| 216s, 250s, 288s, 324s | .... | .... |
| Cal. Navels— | | |
| 100s, 126s, 150s, 176s, 200s | 5 00 | 6 75 |
| 216s, 250s, 288s, 324s | .... | 6 75 |
| Florida Oranges— | | |
| 176s, 200s, 216s, 250s | 5 50 | 6 00 |
| Bananas, Port Limons | .... | 0 07½ |
| Lemons, Cal., 300s, 360s | 7 00 | 7 50 |
| Lemons, Messinas, 300s | .... | 4 50 |
| Grapefruit, 54s, 64s, 70s, 80s, 96s | 4 50 | 5 00 |
| Apples— | | |
| Ontario Spys, bbl. | .... | 8 00 |
| Blenheims, bbl. | .... | 7 50 |
| Other varieties | 4 50 | 7 00 |
| Winesaps, box | .... | 4 25 |
| Delicious, box | .... | 4 75 |
| Kings, box | .... | 3 25 |
| Spys, Ont., box | .... | 2 75 |
| Rome Beauty, sizes 88s, 96s, 104s, 113s, 125s, 138s, 150s | 3 75 | 4 00 |
| Cal. Pears | .... | 5 50 |
| Florida Tangarines, 144s, 168s, 196s, 216s, 224s | | 4 25 |
| Do., Spanish Malagas, keg | 15 00 | 17 00 |
| Cranberry, Cape Cod, bbl. | .... | 13 50 |
| Do., half bbl. | .... | 7 50 |
| Do., boxes | .... | 4 50 |
| Pomegranates, boxes | .... | 4 00 |

## *Cabbage is $6.00 Per Barrel*

**Toronto.**

VEGETABLES.—Potatoes are easier in price and indications are for a further decline. Prices quoted are $4 to $4 25 per bag. Cabbage is selling at $6 per barrel of 115 pounds. California vegetables are in good demand. Cauliflowers are quoted at $4.25 per case.

Celery at $7 per case. Mushrooms are selling at $4 per 4-pound basket.

| | | |
|---|---|---|
| Cabbage, bbl. | | 6 00 |
| Carrots, per bag | | 2 25 |
| Parsnips, per bag | | 2 50 |
| Radishes, Cal., doz. | | 0 75 |
| Cabbages, Cal., case | 6 50 | 7 00 |
| Hothouse Tomatoes, lb. | | 0 42 |
| Onions, Yellow Danvers, 100 lb. sacks | | 8 00 |
| British Columbia Onions, 75 lb. sacks | | 7 50 |
| Spanish Onions, large cases | | 7 50 |
| Do., small crates | | 2 75 |
| Onions, white, large sacks | | 7 50 |
| Green Onions, doz. bunches | | 1 00 |
| Celery, 8 doz. | | 7 00 |
| Cauliflower, Cal., case | | 4 25 |
| Potatoes— | | |
| Ontario, 90-lb. bags | 4 00 | 4 25 |
| Quebec, 90-lb. bags | 4 00 | 4 25 |
| Jersey Sweet Potatoes, hamper | | 3 00 |
| Do., bbl., double-headers | | 7 50 |
| Turnips, bag | | 1 25 |
| Mushrooms, 4-lb. basket | | 4 00 |
| Lettuce, Cal., head, crate 8 doz. | | 5 50 |

## *Flour is in Fair Demand*

**Toronto.**

FLOUR.—The demand for flour is quite steady. Prices are unchanged.

| | |
|---|---|
| Ontario winter wheat flour, in carload shipments, on tracks, per barrel, in jute bags | 11 70 |
| Ontario spring wheat flour, in jute bags, per barrel | 13 45 |

## *Bran is Reported Very Scarce*

**Toronto.**

MILLFEEDS.—Supplies of bran are very scarce and none is being offered by the millers.

| MILLFEEDS— | |
|---|---|
| Bran, per ton | 45 25 |
| Shorts, per ton | 52 25 |

# WINNIPEG MARKETS

**WINNIPEG, Feb. 13—The market for general grocery lines is very firm. Many lines of commodities have shown a considerable advance. Laundry and castile soaps are further advanced by 50 cents per case. Paper bags are higher. Rice is scarce and prices higher. Raisins are almost off the market and prices are higher.**

## *Sugar Supplies Are Unsatisfactory*

**Winnipeg.**

SUGAR.—Sugar deliveries are very unsatisfactory, great difficulty being experienced in keeping accounts in anything like adequate supplies. Due to strikes in Cuba refineries are having difficulty in getting in raws. Raws are reported slightly easier on the New York market.

## *Corn Syrups Show Advance*

**Winnipeg.**

SYRUPS.—Corn syrups show an advance of 25 to 50 cents per case. Market is very strong on both syrups and molasses.

## *Rice Market is Very Strong*

**Winnipeg.**

RICE.—Rices of all descriptions are very strong. From reports just received from one of the largest rice manufacturers it would look as though there were no possible chance for a decline in present prices for at least six months to come. The exchange situation as well as the embargo on Japan and Indian rices are having a serious effect on rice prices.

## *Seeded Raisins in Scant Supply*

**Winnipeg.**

DRIED FRUITS.—Seeded raisins are in very scant supply. Prices have gone away up. Reports just to hand show the 11-ounce package to be worth 20 cents in California and the 16-ounce package 24 cents. Add to this freight exchange etc. means they would have to go to the consumer at around 45 cents a pound—a prohibitive price.

## *Canned Fruits and Jams Higher*

**Winnipeg.**

CANNED GOODS. — All jam lines show strong advance of around two dollars per case. Buying has been very active and supplies of a few lines are in scant supply. A heavy demand is reported in canned fruits. Supplies are said to be very short among the jobbers.

| | | |
|---|---|---|
| Strawberry, 1s, 2 doz. case, per dz | | 5 00 |
| Raspberry, 1s | | 5 20 |
| Black Currant, 1s | | 4 95 |
| Raspberry and Red Currant, 1s | | 4 60 |
| Strawberry, 4s, 1 doz., per tin | | 1 36 |
| Raspberry, 4s | | 1 31 |
| Gooseberry, 4s | | 1 16 |
| Raspberry and Red Currants, 4s | | 1 06 |
| Red Currant, 4s | | 1 06 |
| Plum, 4s | | 1 06 |
| Assorted, 4s | | 1 13 |
| Mixed Fruit and Apple | | |
| Apple and Strawberry, 4s, per c. | | 10 00 |
| Do. and Raspberry, 4s | | 10 00 |
| Do., 30-lb. pails, per lb. | | |
| Do. and Strawberry, 30-lb. pails, per lb. | | |
| Jelly, 1s, 2 doz. to case, per doz. | | |
| CANNED FRUIT | | |
| Apples, gal., per case | | 3 35 |
| Blueberries, 2s, per case | | 5 15 |
| Gooseberries, 2s, per case | | 6 25 |
| Lawton Berries, 2s, per case | | 9 00 |
| Peaches, 2s, per case | 7 40 | 7 50 |
| Do., B.C. yellow, 2½s, per case | | 10 70 |
| Pears, light syrup, 2s, per case | | 6 10 |
| Do., heavy syrup, 2s, per case | | 8 30 |
| Plums, Lombard, 2s, H.S., case | | 6 15 |
| Do., 2s, L.S., per case | | 5 15 |
| Raspberries, 2s, H.S., per case | | 9 60 |
| Do., 2s, L.S., per case | | 9 50 |
| Strawberries, 2s, H.S., per case | | 10 50 |

## *Tapioca and Sago Have Advanced*

**Winnipeg.**

TAPIOCA AND SAGO.—The tapioca market has been showing a slightly weaker tendency for some time past but it has now stiffened considerably and an advance of around one cent per pound is reported on both tapioca and sago.

## *Olive Oil Scarce; Market Strong*

**Winnipeg.**

OLIVE OIL.—Olive oil and cooking oils are very firm, market showing slight advances on all oil lines. Olive oil in particular seems to be in scant supply.

## *Fancy Biscuits Show Advance*

**Winnipeg.**

CONFECTIONERY. — Local manufacturers of fancy biscuits have advanced practically all lines of pound goods and package goods. It would not be surprising to see still farther advances. All lines of confectionery have been advancing so rapidly that it has been hard to keep track of advances. A further advance is just reported of from one to two cents per pound on all pound goods.

## *Soaps and Other Lines Advance*

**Winnipeg.**

MISCELLANEOUS. — Laundry soap again shows an advance of 50 cents per case. Castile soap is also up 50 cents per case. This is taken as a forerunner to the anticipated advance in toilet soaps which shows a very strong market. Many lines of washing powders show an advance of 50 cents per case, a general advance on all lines is looked for. Baked beans are up 3 to 15 cents per dozen. Potted meats are higher by 10 to 15 cents per dozen. Furniture polish has advanced 40 to 80 cents per case on a number of lines. Jelly powders show a very stiff advance. Some manufacturers have withdrawn their prices altogether.

## *Paper Bags and Check Books Higher*

**Winnipeg.**

PAPER BAGS.—Discounts on all manila and kraft bags have changed, making a strong advance in all lines. Wrapping paper has not advanced in proportion but market is very strong and a general advance is looked for on all grades. Wax paper is also due for another strong advance. Manufacturers are well sold up on wax paper and are requesting agents not to be anxious about booking orders as they cannot fill them. Manufacturers of counter check books have notified their representatives that a strong advance is looked for in the near future.

## *Oranges and Lemons Selling*

**Winnipeg.**

FRUITS.—Oranges and lemons are in good demand. Prices are unchanged.

| | | |
|---|---|---|
| Cal. Oranges, Navels, per case | 6 75 | 7 25 |
| Valencia | 7 25 | 7 50 |
| Cal. Lemons | 7 00 | 7 50 |
| Grapefruit | 5 25 | 6 00 |
| Cranberries, per box | | 5 00 |
| Bananas, per lb. | | 0 09½ |
| Grapes, Spanish, per keg | | 16 00 |
| Apples, B.C., Jonathans | 3 00 | 3 50 |
| Do., Northern Spies | 3 25 | 3 75 |
| Washington, wrapped | 2 25 | 2 50 |

## *Vegetables Reported Unchanged*

**Winnipeg.**

VEGETABLES.—There are no changes reported in the vegetable market this week.

| | |
|---|---|
| Beets, per lb. | 0 03 |
| Turnips, per lb. | 0 02½ |
| Carrots, per lb. | 0 03½ |
| Cabbage, per lb. | 0 05 |
| Potatoes, per bushel | 2 25 |

# WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

## *New Brunswick Markets*

FROM ST. JOHN, BY WIRE.

St. John, Feb. 13.—Stocks of granulated sugar in wholesalers' warehouses are almost depleted. Plenty of yellow sugar, however, can be obtained. Raisins are very high and supplies are short. Cornmeal is quoted at $3.90 to $4. Oats are higher and hard to obtain. Grapefruit has advanced 50 cents per case; other citrus fruits remain firm. Eggs are showing an inclination to decline. Potatoes are firm at unchanged prices. Heavy local storms are interfering with railway shipments, railway yards being completely blocked and freight is being held up.

| | | |
|---|---|---|
| **Flour, No. 1 patents, bbls., Man.** | .... | 14 90 |
| **Cornmeal, gran., bags** | 6 00 | 6 10 |
| **Cornmeal, ordinary** | 3 85 | 3 90 |
| Rolled oats | .... | 12 50 |
| Rice, Siam, per 100 lbs. | .... | 14 75 |
| **Tapioca, 100 lbs.** | 13 50 | 15 00 |
| Molasses | .... | 1 30 |
| **Sugar—** | | |
| Standard, granulated | .... | 14 60 |
| No. 1, yellow | .... | 14 10 |
| **Cheese, New Brunswick** | .... | 0 32 |
| Cheese, Ont., twins | .... | .... |
| Eggs, fresh, doz. | .... | 0 70 |
| Eggs, storage | .... | 0 58 |
| Breakfast bacon | 0 40 | 0 42 |
| Butter, creamery, per lb. | .... | 0 66 |
| Butter, dairy, per lb. | .... | 0 60 |
| Butter, tub | 0 55 | 0 57 |
| **Lard, pure, lb.** | 0 32 | 0 32½ |
| Lard, compound | 0 31 | 0 31½ |
| American, clear pork | 58 00 | 63 00 |
| **Beef, corned, 1s** | 4 00 | 4 20 |
| **Tomatoes, 2½s, standard case** | .... | 4 20 |
| **Raspberries, 2s, Ont., case** | 4 40 | 4 45 |
| **Peaches, 2s, standard, case** | 7 25 | 7 35 |
| **Corn, 2s, standard, case** | .... | 3 75 |
| **Peas, standard, case** | .... | 4 10 |
| Apples, gal., N.B., doz. | 4 75 | 5 00 |
| **Strawberries, 2s, Ont., case** | .... | .... |
| **Salmon, Red Spring, flats, cases** | .... | 19 50 |
| Pinks | 11 00 | 11 50 |
| Cohoes | 15 00 | 15 50 |
| Chums | .... | 9 00 |
| Evaporated Apples, per lb. | 0 22½ | 0 23 |
| Peaches, per lb. | 0 27½ | 0 28 |
| Potatoes, Natives, per bbl. | .... | 7 00 |
| Onions, Can., 100-lb. bag | .... | 7 00 |
| Lemons, Cal., case | .... | 10 00 |
| Oranges, Cal., case | 6 00 | 7 50 |
| Grapefruit, Cal., case | .... | 7 00 |
| Apples, Western, box | 4 50 | 5 00 |
| Bananas, per lb. | 0 10 | 0 11 |
| **Grapes, Malaga, keg** | 11 00 | 13 00 |

## *Alberta Markets*

FROM CALGARY, BY WIRE.

Calgary, Alta., Feb. 13.—B. C. sugar has advanced $1 per cwt. B. C. syrup also up 50 cents per case. P. & G. and Sunlight soaps are higher now, $9.50 per case. Lux has advanced to $8.50. Royal Crown soap, 5s, quoted at $8.25. Golden West washing powder, 24s, is up to $7.85 per case. Domestic pack herrings and sardines are up 25 cents per case. Squirrel brand peanut butter has advanced 20 cents per dozen on the 1 pound tins. Chase and Sanborn's coffee has advanced. Liquid Veneer and all soft drinks are also higher. Creamery butter is declining, now selling at 65 cents per pound. Dairy butter is 50 to 55 cents per pound, and new laid eggs are $22.50 per case.

| | | |
|---|---|---|
| **Flour, 96s, per bbl.** | .... | 12 95 |
| **Beans, B.C.** | 7 50 | 9 00 |
| **Rolled oats, 80s** | .... | 4 60 |
| **Rice, Siam** | 12 75 | 14 75 |
| **Japan, No. 1** | 15 50 | 18 00 |
| **Tapioca, lb.** | .... | 0 14 |
| Sago, lb. | 0 13½ | 0 15½ |
| Sugar, pure cane, granulated, cwt | .... | 15 35 |
| Cheese, No. 1, Ontario, large | 0 32 | 0 33 |
| Butter, creamery, lb. | .... | 0 65 |
| Do., dairy, lb. | 0 50 | 0 55 |
| Lard, pure | 20 40 | 21 60 |
| Eggs, new laid, local, case | .... | 22 50 |
| Do., No. 1, storage, case | .... | 17 00 |
| Tomatoes, 2½s, standard, case | 4 50 | 4 75 |
| **Corn, 2s, case** | 4 00 | 4 45 |
| **Peas, 2s, standard, case** | 4 20 | 4 75 |
| **Strawberries, 2s, Ontario, case** | .... | 10 30 |
| **Raspberries, 2s, Ontario, case** | .... | 10 30 |
| Cherries, 2s, red, pitted | 9 00 | 9 50 |
| Apples, evaporated | 0 22½ | 0 25½ |
| Do., 25s, lb. | .... | 0 26¾ |
| **Peaches, evaporated, lb.** | .... | 0 25¾ |
| Do., canned, 2s | .... | 7 50 |
| **Prunes, 90-100s** | .... | 0 16 |
| Do., 70-80s | .... | 0 17 |
| Do., 50-60s | .... | 0 20 |
| Do., 30-40s | .... | 0 26 |
| Do., 20-30s | .... | 0 31 |
| **Raisins, bleached Sultanas** | .... | 0 27 |
| Do., bulk, seedless | .... | 0 21 |
| Do., package, 11 oz. | .... | 0 16½ |
| Filiatras Currants, lb. | .... | 0 26 |
| **Salmon, pink tall, case** | .... | 10 25 |
| Do., Sockeye, tall, case | .... | 17 50 |
| Do., halves | 18 00 | 19 00 |
| Potatoes, Alta., per ton | .... | 65 00 |
| Oranges | 6 50 | 7 00 |
| Lemons | .... | 9 00 |
| Grapefruit | 6 00 | 6 50 |

## *Saskatchewan Markets*

FROM REGINA, BY WIRE.

Regina, Sask., Feb. 13.—Local merchants have considerably increased quotations on lemons and oranges, due to the higher exchange rate between Canada and the States. Oranges are quoted at $8.50 per case. Ontario apples are selling at $8.50 per barrel. B. C. sugar has advanced $1 per hundred. Laundry soaps are 50 cents per case higher. The increase in the strength of the hog market has caused an advanced in the price of bacon, which is now quoted at 48 cents per pound. Supplies of these commodities are none too plentiful.

| | | |
|---|---|---|
| Beans, small white, Japans, bus. | .... | 4 50 |
| Beans, Lima, per lb. | .... | 0 12½ |
| Rolled oats, brails | .... | 5 00 |
| Rice, Siam, cwt. | .... | 12 00 |
| Sago, lb. | .... | 0 11¾ |
| Flour | .... | 5 40 |
| Tapioca, lb. | .... | 0 14 |
| Sugar, pure cane, gran., cwt. | .... | 13 50 |
| Cheese, No. 1, Ontario, large | .... | 0 33 |
| Butter, Creamery | .... | 0 70 |
| Lard, pure, 3s, per case | .... | 21 60 |
| Bacon, lb. | .... | 0 47 |
| Eggs, new laid | 0 75 | 0 80 |
| Tomatoes, 2½s, standard case | .... | 4 47 |
| Corn, 2s, standard case | .... | 3 96 |
| Peas, 2s, standard case | .... | 4 30 |
| Apples, gal. | .... | 3 25 |
| Apples, evaporated, per lb. | .... | 0 26 |
| Strawberries, 2s, Ont., case | .... | 9 75 |
| Raspberries, 2s, Ont., case | .... | 9 75 |
| Peaches, 2s, Ontario, case | .... | 7 85 |
| Plums, 2s, case | .... | 5 00 |
| Salmon, finest Sockeye, tall, case | .... | 17 80 |
| Salmon, pink, tall, case | .... | 10 25 |
| Peaches, Cal., 2½s | .... | 7 00 |
| Potatoes, bag | .... | 1 85 |

### "ALLOCATING" TURNOVER AND MARGINS

Continued from page 28

fication embrace caviar? A few years ago it did embrace tuna, but no longer. Fact is, not only do classifications vary from season to season, but in different stores. We must actually take each line and each variety and grade by itself.

Crackers and biscuits not only embrace a wide range but whether they pay or not and on what basis depends on how skilfully they are handled.

And "staples" covers too vast a multitude of sins for any such easy classification.

**Now, Men, Write!**

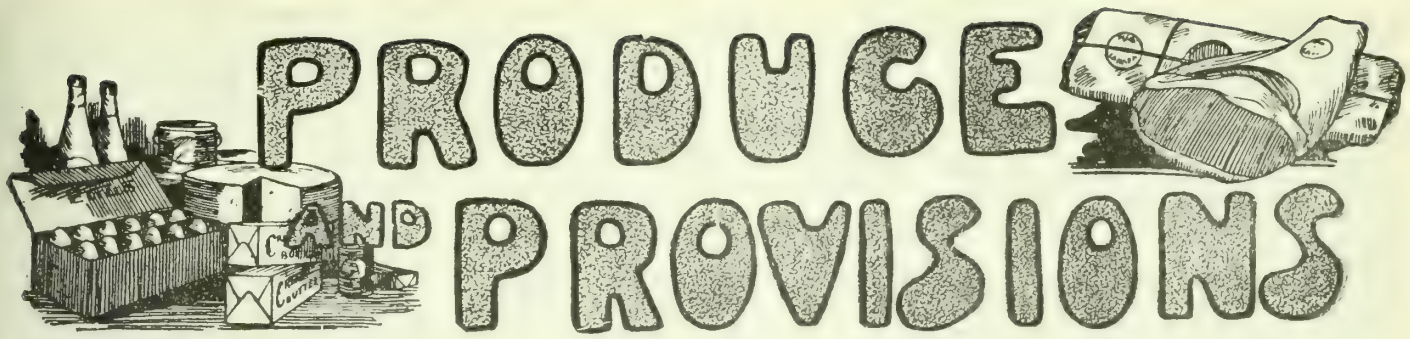
Now it strikes me that here is something so very important that it should engage the attention of the best merchants and they should be willing to take time to write about it. It is high time that we got some data on our main lines which may act as a sort of guide to all of us, telling us at least, with fair approximation, whether we are on the right track or not.

For instance, if my sugar analysis is anywhere near right, we have made money on sugar all these years during which we have thought we were handling it for nothing.

AND THAT IS JUST WHAT I BELIEVE WE HAVE BEEN DOING!

### BUTTER MUST NOT BE ADULTERATED

Two Toronto merchants, alleged to have sold adulterated butter, appeared in the Police Court this week on the complaint of H. J. Dager, Dominion Food Inspector. Roy Waldrop, 163 Woodbine avenue, was charged with adulterating his butter with margarine, and on conviction was fined $100 and costs. A retailer was found guilty of selling some of the adulterated product, but claimed that he had acted in good faith in buying and retailing the butter. He was fined $25 and costs.




# Butter and Egg Standards Before Produce Convention

## One of the Chief Topics Up for Discussion Again at Annual Conference of Canadian Produce Association—Matter to be Taken Before Government—Year's Progress Outlined in Annual Address

Reported by Staff Correspondent, "Canadian Grocer"

HAMILTON, Feb. 10.—The Canadian Produce Association, at their eighth annual convention in the Royal Connaught Hotel here to-day, spent the greater part of the afternoon session in the discussion of the grading and standardizing of eggs. The subject was taken up by the majority of the delegates, and considerable objection and criticism was registered against some of the clauses, resulting in a strong committee being appointed to take the matter up with the Government representatives, both of whom were present at the convention in an effort to have some of the objectionable features remedied in the interests of the trade.

The convention was not as largely attended as was expected on the first day, but the second day promises to see a larger number. The prevailing epidemic of influenza and colds interfered somewhat with the attendance, even to the extent of preventing the presence of the president, E. J. Smith, of Brockville. Vice-President Harper R. Gray, of Montreal, presided, and a telegram expressing the regret of the gathering at his inability to be present, coupled with the earnest wish for a speedy recovery, was sent to the president during the day.

Mayor Booker, of Hamilton, in extending a welcome to the convention, spoke of the regrettable fact that the prevailing epidemic was preventing so many from being present. In part he said: "It is a pleasure, as Mayor, to welcome the convention to Hamilton. The work you are engaged in touches the very vital life of our community. I hope when you have concluded you will agree that Hamilton is one of the most hospitable of cities.

"A stimulating thought to your association," he said, "in these days of trial should be to keep prices down as far as is humanly possible, and when things return to normal you will have the satisfaction of knowing you have done your part. There is a power that shapes our ends, and the only hope is that some day in the future we shall be able to look back and say that wise men have been placed in positions of authority. In shaping our immigration policy in Canada, high standards of education, intelligence and morals, should be insisted upon. Let us build up this country with good Anglo-Saxon stock.

HARPER R. GRAY
Elected President of the Canadian Produce Association for 1920

"There is a chance for every man in this country, an opportunity unexcelled by any other in the world."

### President's Address

Vice-President Harper R. Gray read the annual address of President E. J. Smith, which is as follows:

The year 1919, in the history of our association, has been a busy one for your officers. As we closed our convention last year, we realized that we were on the eve of the reconstruction period and during the year, we would have to face new problems and adjust ourselves to new conditions. There had been an upheaval of old conditions, old methods, old marketing facilities, and old shipping and export conditions and it seemed necessary that we should get together and consider the past and pay the most careful attention to what should be our best line of effort for the future.

A few days after our convention closed, our association was asked to send delegates to the first Canadian National Poultry Conference which was held in Ottawa at the invitation of the Honorable, the Minister of Agriculture. Your vice-president and president attended the conference for three days. Delegates from all the provinces of the Dominion and representatives of all phases of the poultry industry were present on this occasion. Many problems relating to the whole trade were discussed and each of us had the opportunity of seeing the viewpoint of others of the trade in this and other provinces that had not been brought to our attention heretofore. The result of this conference was to effect a permanent organization thoroughly representative of all phases of the industry. Many problems were discussed and many recommendations made to the Department of Agriculture. In connection with this, we asked the Minister to send Mr. W. A. Brown, chief of the poultry division, to attend an international poultry conference to be held in London, England, in March. We considered it important that we should have a representative from Canada hold up our Canadian standards and our Canadian products so that we might establish a confidence in the British market that would lead to increased business during the year. We have already reaped the harvest, to some extent, of Mr. Brown's visit and we know of the value it has been to all of us who have been doing an export trade this year.

At that time steps were taken to impress upon the Department of Agriculture the importance of securing a market for the surplus poultry then in Canada. Through the efforts of the department by correspondence, cables, and personal interviews, and through the efforts of H. S. Arkell, Livestock Commissioner, and Dr. J. W. Robertson, who were then in England, refrigeration shipping space was secured, with the result that over 500,000 pounds of poultry were exported

to arrive on the British market to be sold at maximum controlled prices, and at a time when the market in England was bare of poultry, the United States surplus not having been exported until several weeks later.

### Exports and Imports

During the last nine months of the year 103,160 cases of eggs were imported into Canada for home consumption. 101,204 cases of these came from the United States. 83,893 cases of United States eggs were exported through Canadian ports. We exported 171,045 cases of Canadian eggs during this period as compared with 24,300 cases in the previous year and 163,000 during 1917. Live poultry exports were valued at $383,526, and dressed poultry exports at $252,701. $51,791 worth of dressed poultry was imported. (These statistics are compiled by the Department of Agriculture.) The statistics for the export of cheese and butter compiled by the Montreal Board of Trade show that 924,203 boxes of cheese were exported to Britain and 248,257 boxes to France, Antwerp and Norway. There were 56,049 boxes of butter exported to Britain and 23,106 boxes to Antwerp, France and Norway. After July all cheese for Britain were purchased through a committee in Montreal appointed by the British Ministry of Food, the butter being purchased on their behalf by Mr. Jas. Alexander.

### Inspection

The department reports 924 inspections of 366,758 cases; of the total inspections there were only 70 rejections. During the year 1918, there were 416 inspections with 46 rejections with a total of 118,595 cases. In some quarters there seems to be considerable dissatisfaction with the inspection. The chief criticism is that it is almost impossible to dispose of poor undergrade eggs. From information I have gathered I believe the inspectors have in most cases done efficient work. From an export standpoint especially has the inspection and grading been an advantage to Canadian shippers.

Immediately after the last convention we pressed hard to have the recommendations with reference to the "loss off system" enacted in legislation. The Department of Justice gave it as their opinion that it was a question on which the provincial authorities should act, if action should be taken at all. To accomplish our objective Mr. W. A. Brown prepared the "proposed regulations." Copies of these were sent to me and in order to get the opinion of various sections and classes of trade I sent copies to representative men interested in all provinces and the replies I have received have been forwarded to the chairman of the legislation committee. I also urged that as many as possible attend this convention to have a part in the discussion and to voice any objections there might be, and later in the programme you will have the opportunity to consider same.

### The Future

With problems of adverse exchange, payment of war debt and other similar questions it looks to me as if we should emphasize two points—production and consumption. By the former we will be able to increase the wealth of our own country, and be in a position to supply other countries with our products, which by improvements made in handling and grading in recent years, command a premium over others. The possibilities for increased *consumption* can hardly be estimated. If we in Canada would try to increase the consumption to "an egg a day" for each person we would not require an export market. With an advertising campaign at home and abroad and more and better eggs, there is practically no limit to what we can do in this respect. It may be well for this convention to decide on the advisability of asking the Department of Agriculture at Ottawa to appoint a representative in Britain to promote our interests abroad, or to appoint a representative committee to confer with all the Government departments to increase the uniformly high quality of our goods, thus begetting confidence and increas- consumption.

### Appreciation

I cannot close without expressing my appreciation of all who have so kindly assisted me in my work throughout the year. Mr. Harper R. Gray has been a continuous worker, as vice-president and as chairman of the transportation committee. Mr. Lorne Marshall is entitled to the thanks of the association for completing the work connected with the convention last year and in the preparation of the year book. The advantage of having a permanent secretary who can devote unlimited time to the work of our association has already been proven and in Mr. Madden we have a capable and efficient officer. The co-operation of the officials of the poultry division of the Department of Agriculture at Ottawa has been much appreciated. Whenever information with reference to rates, shipping, exchanges, or any other question comes into their possession they are pleased to pass it on. These officials are pleased to serve us in any reasonable capacity and this department can be of much more service to us in the future than they have been in the past.

### STANDING COMMITTEES

**The following committees of the Canadian Produce Association were struck at the morning session:—**

**TRANSPORTATION—Richard Gray, Montreal; J. T. Madden, Toronto; J. F. Fraser, Halifax; C. P. Rhodes, Calgary; H. Johnston, Lindsay; F. F. White, Toronto; T. J. Coyle, Winnipeg; C. M. Thacker, Montreal.**

**RESOLUTIONS—A. E. Silverwood, London; R. J. McLean, Toronto; E. J. Smith, Brockville; J. T. Madden, Toronto; H. H. Fearman, Hamilton; John I. Brown, Montreal; N. H. Eden, Montreal; J. F. Fraser, Halifax.**

**ARBITRATION — H. B. Clemes (chairman), Toronto; J. J. Fee, Toronto; I. W. Steinhoff, Toronto; J. T. Madden, Toronto; F. M. Watt, Toronto; John Wilson, Montreal; A. A. McKergon, Montreal; W. Champagne, Montreal; P. W. McLagan, Montreal.**

**LEGISLATION COMMITTEE—R. J. McLean, Toronto; A. E. Silverwood, London; R. S. Whyte, Toronto; R. E. Bailley, Belleville; C. M. Thacker, Montreal; John Wilson, Montreal; W. G. Jackson, London; A. W. Bayman, Ottawa; F. M. Watt, Toronto; R. H. Ashton, Morrisburg; C. G. Stuart, Montreal; W. R. Erskine, Atwood; R. J. Hunter, St. Mary's; C. Henderson, Montreal; John E. Weston, Tillsonburg; J. T. Madden, Toronto.**

**NOMINATING COMMITTEE—J. R. McNab, Dungannon; L. M. King, Toronto; H. H. Fearman, Hamilton; F. F. Whyte, Toronto; E. J. Smith, Brockville; W. Champagne, Montreal; J. Edmond, Quebec; J. J. Fee, Toronto; J. T. Madden, Toronto.**

**EXECUTIVE — A. E. Silverwood, London; A. D. McGillis, Montreal; J. T. Madden, Toronto; H. H. Fearman, Hamilton; J. R. McNab, Dungannon; A. E. Bailey, Belleville; R. B. Colville, Halifax; A. N. Wilson, Winnipeg; Geo. Kent, Toronto; A. W. Bayman, Ottawa; J. F. Fraser, Halifax; Geo. Lightizer, Charlottetown, P.E.I.**

### The Report of the Secretary-Treasurer

The report of the Secretary and of the Auditors that followed showed the association to be in a very satisfactory position:

The year book of our seventh annual convention contains a very complete report of the proceedings of our last general meeting, held in the King Edward Hotel, Toronto, Feb. 11th and 12th, 1919, and as most of our members have no doubt read them with interest, I would ask that some member move that they be taken as read.

During the interval from the time of my appointment as Secretary-Treasurer of our association I have attended (in the capacity of Secretary) several meetings of the committee on legislation, and of these meetings you will no doubt hear through the chairman of that committee.

The fall meeting of executive and directors was held in the rooms of the Toronto Produce Exchange on Nov. 10th, 1919.

Shortly after assuming the duties of this office I issued a circular letter to all our members, requesting their assistance in increasing our membership. Total result, one new member. I wish to thank the chairman of the banquet and entertainment committee, Mr. H. H. Fearman, for his efforts in this direction, he having sent me the names of nine firms who have become members. On this question I expect to say a few words later on.

I now beg to present the financial statement, which has been duly signed by the Auditors as being correct.

You will notice that I have brought this statement down to date.

**Financial Statement, Canadian Produce Association for Year Ending Feb. 10, 1920.**

Receipts—

| | | |
|---|---|---|
| Balance on hand | $748.04 | |
| Membership fees, 1919 (3) | 15.00 | |
| Membership fees, 1920 (9) | 45.00 | |
| Advertisements, 1919 | 59.00 | |
| Interest on deposit | 12.39 | |
| Exchange on Am. cheques | .73 | |
| | | $880.16 |

Disbursements—

| | | |
|---|---|---|
| Exchange on cheques | $ .75 | |
| Postage | 23.00 | |
| Printing, 1919 | 1.09 | |
| Telegram, 1919 | .80 | |
| Fees, National Poultry, Butter and Egg Association, with exchange | 26.03 | |
| Printing and stationery | 70.41 | |
| Programmes for convention and banquet, 1920 | 120.00 | |
| Badges, 1920 | 44.00 | |
| Secretary's expenses, Clevel'd. | 50.00 | |
| Secretary's expenses, Hamilton | 4.95 | |
| Telegrams and phone | 3.78 | |
| | | 344.81 |
| Balance on hand | | $535.35 |

We, the undersigned, having audited the books, vouchers and accounts of the Canadian Produce Association for the period from May 31st, 1919, to Feb. 10th, 1920, and have found the attached statement of receipts and disbursements to be correct, and the balance shown on hand agreeing with that of the bank pass book.

H. B. CLEMES,
F. F. WHITE,
Auditors.

### *GREETING FROM NATIONAL ASSOCIATION.*

H. F. Jones, executive secretary of the National Produce Association, Chicago, Ill., conveyed the greetings of his organization. The Mayor of Hamilton, he said, had spoken of the heart of the Hamilton people being in the right place. The hearts of the produce men too were out to do what is right and equitable. Much of the unrest at the present time was due, it was said, to the high food prices that were ruling, and responsibility for some of them were laid at the doors of the produce men. The ultimate victory in the war was due in no small measure to the successful feeding of the armies, the produce associations playing no little part in the carrying out of the same. "We made rules through those trying days and lived up to them," he continued. "The food men did their part, and they still could be looked to, and depended upon, to do the right thing in the day of peace. We can truthfully say we were there, in all the great battles of the war, for had it not been for the combined

efforts of the food men, we would not have had a well-fed soldiery. Then again when the enemy was conquered we carried food to him. In this period of reconstruction we cannot escape the problems that are rising. Sometimes we are accused of wasteful practices in the daily press. But the press only get half the truth. It is up to us to give them the other half."

Mr. Jones remarked that he could see no reason why the Canadian and National Produce Associations should not be affiliated. With such an affiliation difficulties of reconstruction could be overcome.

**Transportation Committee Report**

The report of this committee was presented by Harper R. Gray, chairman of the committee. It is in part as follows:—

*Claim for Damaged Cheese Boxes.*—The trade will be interested in knowing, that the transportation companies agreed to settle claims for damaged cheese boxes on the basis of fifteen cents each as an average price on all damaged boxes during the season. There is no agreement with respect to the 1920 season.

*Shipper's Load and Count.*—Complaints were received, that bills of lading were still being issued by railways for shipments reading "shipper's load and count."

This matter was taken up with the Canadian Freight Association, who were asked to bring the matter to the attention of all the carriers, with a view to their giving a clean receipt, to which the shipper is entitled, signed by the railway agent in every instance.

*—Sealing of Egg Crates.*—Although this matter has been the subject of several meetings, with representatives of the express companies, nothing definite has yet been arrived at.

*Broken Eggs.*—A number of complaints were received of excess breakage in transit, and one or two members took advantage of the kind offer of assistance offered by the Department of Agriculture. Inspectors were sent out to shipping points, and followed shipments to destination, and in many shipments there was evidence of carelessness on the part of the express company. This matter was brought to the attention of Mr. C. N. Ham, secretary, Express Traffic Association, and it was stated, that where shippers have serious complaints, particulars with regard to each complaint should be forwarded to Mr. Ham, so that they could be fully investigated.

*Express Rates.*—Revised rates went into effect Sepember 1st, 1919, and the following tariffs, which are herewith filed, issued:—

E. T. 14. Express Classification for Canada No. 4.

E. T. 15. Graduated table of first and second-class express charges for shipments weighing 100 lbs. and under.

E. T. 16. Joint Directory of Express Stations in the Dominion of Canada showing block numbers and sub-block letters designating their location.

E. T. 125. Local and Joint tariff containing first-class rates from stations located in block 4521 (Montreal). Above are all effective September 1st.

Complaints have been made, that the express rates are too high, and if this association feels that this is the case, efforts should be made at once to have the matter taken up with the Board of Railway Commissioners, Ottawa.

**Express Rates Without Wagon Service**

Some of the members of the association brought up this question, stating that when shippers' teams were used after 5 p.m. it should receive a reduction in the express rate. This matter was dealt with by the Railway Commission in a letter from the secretary of the board, dated September 3rd, reading as follows:

"I am directed to say, that the judgment recites, inter alia. There are many points, hundreds of them, where there is no wagon service, and where the cost of maintaining a wagon service would be entirely disproportionate to the total receipts. Nevertheless these points pay just the same rates as do points where a wagon service exists." And then goes on to provide as to the reductions to be made. Your correspondence raises the contention that where at a cartage point the shipper or consignee performs a wagon service after cartage hours, there should be a similar reduction in respect of the shipper or consignee. The intention of the judgment is that the reduction should be limited to points where there is no cartage service of any kind whatever performed by the express companies."

*Express Merchandise Receipt or Contract Limiting Liability to* $50.00.—The express receipt limits the liability of the company to $50.00 unless a higher valuation is declared by the shipper and inserted on the receipt. This limitation of liability was approved of by the Railway Commission. If shippers wish the express company to assume liability in excess of $50.00 additional charges are made.

*Bills of Lading.*—It was recently called to our attention, that it is necessary to show the value on all through bills of lading.

# Possibility of Export of Butter and Eggs in 1920

## J. S. McLean, of the Harris Abattoir Co., Toronto, Tells Canadian Produce Association at Annual Convention That Canadian Eggs Have Preferred Place in British Market

J. S. McLEAN, of the Harris Abattoir Co., Toronto, read the following paper on the outlook for export trade at the annual convention of the National Produce Association.

Prior to the war Great Britain consumed about 430 million dozens of eggs per year. Of these, roughly, one-half or 215 million dozens were produced at home and one-half or 215 million dozens were imported from abroad. The Canadian thinks of eggs in terms of cases rather than dozens. Great Britain's imports expressed in cases were 7,200,000. In respect of export trade it is more natural for us to think not of cases but of carloads. Adopting a standard for a carload of four hundred cases, Great Britain's imports prior to the war, were 18,000 carloads annually. For the purpose, therefore, of visualizing the situation more clearly I shall speak throughout of carloads, as that reduces the figures to units which are smaller and, therefore, more easily remembered. Defined in units of carloads, Great Britain before the war produced herself 18,000 carloads and imported annually a further 18,000 carloads. Of her importations three countries contributed sixty per cent., namely, Russia, Germany and Austria. The other forty per cent. of their imports came from United States, Holland, Belgium, Denmark, Egypt and China. For several years before the war, Canada had shipped to England practically no eggs at all.

What has been the result of the war? In the first place England's home production has been reduced probably ten per cent. or 1,800 carloads. Russia, Germany, Austria, have ceased shipping eggs altogether. Before the war, these three countries shipped to England approximately 11,000 carloads. Therefore, as compared to pre-war conditions there will be a shortage of importations to England of approximately 12,800 carloads. This shortage must be made up largely, if it is to be made up at all, by increased exports from United States and Canada. It is clear, therefore, that a demand will exist for all the surplus eggs which can be produced in North America.

I regret that I have not the figures of United States exports to England during the war years, but I have the Canadian figures. Expressed in terms of carloads they were as follows:—

| | |
|---|---|
| In 1914 | 300 carloads. |
| In 1915 | 1,000 carloads. |
| In 1916 | 1,600 carloads. |
| In 1917 | 750 carloads. |
| In 1918 | 430 carloads. |

I have not the figures for 1919.

The Canadian figures which I have ust quoted include American eggs repacked in Canada. I have not been able to get reliable figures as to the volume of this business, but in each year it has probably amounted to at least half of the total Canadian business.

In the above I have referred to the requirements of Great Britain alone, but there will certainly be a great shortage in production of eggs in all European countries. I have the figures for only a few countries. They are as follows:—

There has been a decrease in poultry population of Belgium, 80%; of Holland, 75%; of Denmark and France, 50%.

In Germany and Austria the decrease is probably greater than any of these figures. Therefore, all the above mentioned countries would probably seek to import eggs, providing they are able to pay for them.

The figures which I have quoted refer only to the potential demand from Great Britain. They would be greatly increased if to them were added the potential demands from France, Belgium, Holland, Denmark, Germany and Austria.

In order to get the situation again clearly in mind before leaving this phase of my subject, I shall repeat the key figures. There will this year be a shortage of eggs in Great Britain, as compared with the pre-war period, of approximately 13,000 carloads. If made up at all, this shortage must be made up from North America. The magnitude of the shortage can best be visualized when we remember that in the year of our greatest exports, namely, 1916, we shipped to Great Britain only 1,600 carloads. Nothing more need be said by way of proving that Great Britain will this year be an eager buyer of Canadian eggs.

It may further be said that Canadian eggs have merited and secured a preferred place in the British market. The reason lies primarily in the quality of the Canadian eggs. Our eggs are admitted by the British importer to rank high both in respect of quality and pack. Their reputation for quality results partly from the fact that being a northerly country we have a cooler climate, but also partly from the fact that on the whole our hens stand relatively high as regards breeding. On this latter point I do not wish to be more flattering than the conditions justify. We have on the whole good flocks, but no one knows better than the Canadians themselves that there is still great room for improvement on this score, and I conceive it to be the duty of this Association and of every Governmental agency interested in poultry to continually emphasize the importance of this subject. It is the same in poultry as in any other class of livestock. No single factor is comparable in importance to this question of breeding. The same law governs in respect to a hen as in respect of a beef steer or a dairy cow, or a sheep or a hog. It costs no more to feed a good animal than a scrub and the returns from pure-bred stock are infinitely greater than those from mongrel stock. The value of our meat, dairy and poultry production in Canada might within a few years be multiplied enormously if consistent and scientific attention is given to the improvement in the quality of our herds and flocks. This Association can do nothing more useful nationally than to join in every possible way in the effort being made by the various Departments of Agriculture to improve the breeding of our hens.

[Continued in Next Issue]

# Produce, Provision and Fish Markets

## QUEBEC MARKETS

MONTREAL, Feb. 13—All markets are very firm with an upward tendency. Advances are shown on a number of lines. Sugar is very strong, although no actual changes have been effected. Shelled walnuts and almonds are somewhat easier under an increasing demand. Beans are very scarce and prices have advanced and expected to go higher. The tea market remains very bare and prices are sure to advance in view of the heavy consumption of this beverage. Laundry soaps have advanced, also metal polish, Liquid Veneer, wash boards, raisins and sardines.

### *Hogs Are Easier Fresh Beef Also*

**Montreal.**

FRESH MEATS.—Hogs are a little easier this week, and are now being quoted at from $20.25 to $20.50 per 100 lbs. Supplies are still very limited. Beef is weakening and the live cattle market is very slow. Prices have declined about $2.00 per 100 lbs. in two weeks.

FRESH MEATS

| | | |
|---|---|---|
| Hogs, live (selects) | 20 25 | 20 50 |
| Hogs, dressed | | |
| Abattoir killed, 65-90 lbs. | 25 00 | 26 00 |
| Fresh Pork | | |
| Leg of Pork (foot on) | .... | 0 31½ |
| Loins (trimmed) | .... | 0 35 |
| Loins (untrimmed) | .... | 0 32 |
| Bone trimmings | 0 18 | 0 21 |
| Trimmed shoulders | .... | 0 25 |
| Untrimmed | .... | 0 23 |
| Pork Sausage (pure) | .... | 0 23 |
| Farmer Sausages | .... | 0 18 |
| Fresh Beef— | | |

| (Cows) | | | (Steers) | |
|---|---|---|---|---|
| $0 19 | $0 22 | ..Hind quarters.. | $0 24 | $0 28 |
| 0 12 | 0 14 | ..Front quarters.. | 0 13 | 0 16 |
| .... | 0 27 | ..... Loins ..... | .... | 0 38 |
| .... | 0 22 | ..... Ribs ..... | .... | 0 28 |
| .... | 0 . | .... Chucks .... | .... | 0 14 |
| .... | 0 18 | .... Hips ..... | .... | 0 19 |

| | | |
|---|---|---|
| Calves (as to grade) | 0 22 | 0 28 |
| Lambs, 50-80 lbs. (whole carcass), lb. | .... | 0 28 |
| No. 1 Mutton (whole carcass), 45-50 lbs., lb. | .... | 0 18 |

### *Cooked Meats Stand Steady*

**Montreal.**

COOKED MEATS. — No actual changes have been effected in the market this week, although the easier feeling in the hog market will no doubt be reflected in this. In the meantime, business is brisk and prices stand steady.

| | | |
|---|---|---|
| **Jellied pork tongues** | .... | **0 40** |
| **Jellied Pressed Beef, lb.** | .... | **0 32** |
| **Ham and tongue, lb.** | .... | **0 30** |
| **Veal and tongue** | .... | **0 23** |
| Hams, cooked | .. | 0 47 |
| Shoulders, roast | .... | 0 50 |
| Shoulders, boiled | .... | 0 43 |
| **Pork pies (doz.)** | .... | .... |
| **Blood pudding, lb.** | .... | **0 15** |
| **Mince meat, lb.** | **0 15** | **0 19** |
| Sausage, pure pork | 0 18 | 0 25 |
| Bologna, lb. | .... | 0 15 |

### *Ham And Bacon Remain Steady*

**Montreal.**

CURED MEATS.—The market for ham and bacon is firm and demands are keeping steady. Current prices are unchanged, but the undertone indicates no further advances for some time to come.

| | | |
|---|---|---|
| Hams— | | |
| Medium, smoked, per lb.— | | |
| (Weights) 8-10 lbs. | .... | 0 35 |
| 12-14 lbs. | .... | 0 36 |
| 14-20 lbs. | .... | 0 35 |
| 20-25 lbs. | .... | .... |
| 25-35 lbs. | .... | 0 30 |
| Over 35 lbs. | .... | 0 28½ |
| Boneless (for slicing), 4c advance over above prices. | | |
| Bacon— | | |
| Breakfast | .... | 0 48 |
| Cottage Rolls | .... | 0 32½ |
| Picnic Hams | .... | 0 24 |
| Barrel Pork— | | |
| Canadian short cut (bbl.), 25-35 pieces | .... | 54 00 |
| Clear fat backs (bbl.), 40-50 pieces | .... | 55 00 |
| Heavy mess pork (bbl.) | .... | 52 00 |
| Plate Beef | .... | 30 00 |
| Mess Beef | 23 00 | 28 00 |
| Bean Pork | .... | 48 00 |

### *Cheese Easier; Triplets Decline*

**Montreal.**

CHEESE.—Little movement is manifested in this market, although in one quarter triplets have declined one cent per pound, and is quoted at from 30 to 31 cents. Prices rule comparatively steady.

| | | |
|---|---|---|
| CHEESE— | | |
| New, large, per lb. | .... | 0 31 |
| Twins, per lb. | .... | 0 31 |
| Triplets, per lb. | 0 30 | 0 32 |
| Stilton, per lb. | .... | 0 35 |
| Fancy, old cheese, per lb. | .... | 0 35 |

### *Eggs Decline On All Grades*

**Montreal.**

EGGS.—Although the market is very low at the present time and storage stocks are practically exhausted, all grades have declined and new-laids are quoted at from 72 to 77 cents per dozen. Despite this fact, very few eggs are coming upon the market.

| | | |
|---|---|---|
| EGGS— | | |
| No. 2 | .... | 0 45 |
| No. 1 | 0 50 | 0 52 |
| Selects | .... | 0 60 |
| New laids | 0 72 | 0 77 |

### *Butter Market Holding Steady*

**Montreal.**

BUTTER. — The butter market is practically unchanged, as far as prices are concerned, but an easier feeling is manifesting itself and prices are likely to decline somewhat in the near future. In the meantime brisk business is reported at prevailing prices.

| | | |
|---|---|---|
| BUTTER— | | |
| Creamery, prints, quality storage | 0 65 | 0 67 |
| Creamery, solids, quality storage | 0 63 | 0 64 |
| Dairy, in tubs, choice | 0 55 | 0 61 |
| Dairy prints | 0 55 | 0 61 |
| Bakers' | .... | 0 55 |

### *Lard Advances Good Seller*

**Montreal.**

LARD.—Lard is very strong and further advances have been effected this week. Tierces are quoted at from 30½ to 31¾ cents, and all sizes are advanced in proportion under a steady demand.

| | | |
|---|---|---|
| LARD— | | |
| Tierces | 0 30½ | 0 31¾ |
| Tubs | .... | 0 32 |
| Pails | .... | 0 32¼ |
| Bricks | .... | 0 33 |

### *Little Change To Margarine*

**Montreal.**

MARGARINE.—This market is practically unchanged, although it is stated that American margarine has recently advanced one cent. Little movement is recorded and sales are very light.

| | | |
|---|---|---|
| MARGARINE— | | |
| Prints, according to quality, lb. | 0 39 | 0 40 |
| Tubs, according to quality, lb. | 0 31 | 0 34 |

### *Shortening Advances Under Exchange Rates*

**Montreal.**

SHORTENING.—Owing to the prevailing high rate of exchange between Canada and the United States, shortening has again advanced and tierces (400 lbs.) is quoted at from 30 to 31¼c per lb. As most of the oil used in the manufacture of this product is imported from across the line, prices will be governed by the exchange situation.

| | | |
|---|---|---|
| SHORTENING— | | |
| Tierces, 400 lbs., per lb. | 0 30 | 0 31¼ |
| Tubs, 50 lbs., per lb. | .... | 0 31½ |
| Pails, 200 lbs., per lb. | .... | 0 31¾ |
| Bricks, 1 lb., per lb. | .... | 0 32¼ |

### *Live Poultry Reported A Good Seller*

**Montreal.**

POULTRY.—Prices rule steadily in this market and brisk business is reported, especially in live poultry. The market stands pretty firm and prevailing quotations are steady.

| POULTRY (dressed)— | (Selling Prices) | |
|---|---|---|
| **Chickens, roasting (3-5 lbs.)** | **0 37** | **0 40** |
| Chickens, roasting (milk fed) | 0 42 | 0 44 |
| Ducks— | | |
| Brome Lake (milk fed green) | .... | 0 46 |
| Young Domestic | .... | 0 42 |
| Turkeys (old toms), lb. | .... | 0 55 |
| Do. (young) | .... | 0 58 |
| Geese | .... | 0 34 |
| Old fowls (large) | 0 34 | 0 36 |
| Do. (small) | .... | 0 36 |

| (Buying Prices) | Live | Dressed |
|---|---|---|
| **Chickens, light weights** | **0 19** | **0 24** |
| **Do., heavy weights** | **0 22** | **0 27** |
| **Ducks, young** | **0 30** | **0 34** |
| Geese— | | |
| **Young** | **0 23** | **0 26-0 28** |
| **Old** | **0 17** | **0 20-0 21** |
| **Fowls** | **0 18** | **0 21** |
| **Turkeys** | **0 43** | **0 48-0 50** |

## *Oysters Advance. Codfish Easier*

**Montreal.**

FISH.—The principal feature of the market this week is the high cost of bulk and shell oysters. Cape Cod are quoted at $16.00 per barrel. The high prices are said to be due entirely to the bad weather of the past week on the fishing grounds, and the exchange rate, which has had the effect of boosting prices about 25 per cent. above normal. Demand for frozen fish is maintained, but orders for pickled and salt fish are not so brisk. One dealer stated to CANADIAN GROCER that it is evident the consuming classes are not using this kind of foodstuffs as much as formerly. Supplies of fresh fish are fairly good, with the exception of Tommy cods and haddocks, which are not so abundant as expected. Quotations are steady all round.

| | | |
|---|---|---|
| **PICKLED FISH** | | |
| Herrings, Scotch cured, half bbl.. | .... | 12 06 |
| Do., Scotia, barrel..... | .... | 12 00 |
| Do., half barrel..... | .... | 6 50 |
| Mackerel, barrel ..... | .... | 25 00 |
| Salmon, B.C., 200 lbs..... | .... | 25 00 |
| Labrador Salmon, barrels..... | .... | 26 00 |
| Sea Trout, 200-lb. barrels..... | .... | 22 00 |
| Turbot, 200 lbs. ..... | 20 00 | 22 00 |
| Codfish, tongues and sound, lb... | .... | 0 13 |
| Eels, lb. ..... | 0 15 | 0 16 |
| **SMOKED FISH** | | |
| Haddies, BXs, per lb..... | 0 11 | 0 12 |
| Fillets, ..... | 0 17 | 0 18 |
| Bloaters, box ..... | .... | 2 50 |
| Kippers ..... | 2 15 | 2 50 |
| Digby Chicks, in bundles, per box | .... | 0 24 |
| Boneless Smoked Herring, 10-lb. box, per lb. ..... | .... | 0 20 |
| **OYSTERS** | | |
| Cape Cod, per barrel ..... | .... | 16 00 |
| Batouche, per barrel ..... | .... | 13 00 |
| Malpeques shell oysters, choice, bbl. ..... | .... | 15 00 |
| Do., XXX., bbl. ..... | .... | 13 00 |
| Scallops, gallon ..... | .... | 4 50 |
| Can No. 1 (solids) ..... | 2 50 | 3 00 |
| Can No. 3 (solids) ..... | 7 50 | 9 00 |
| Can No. 4 (solids) ..... | 11 20 | 15 00 |
| Can No. 1 (selects) ..... | .... | 3 50 |
| Can No. 3 (selects) ..... | 6 75 | 10 50 |
| **SUNDRIES** | | |
| Paper Oyster Pails, ⅛ per 100.. | .... | 1 50 |
| Paper Oyster Pails, quart size, per 100 | | 2 25 |
| Crushed Oyster Shells, 100-lbs..... | | 1 50 |
| **FRESH FISH** | | |
| Haddock ..... | 0 11 | 0 12 |
| Steak, cod ..... | 0 12 | 0 13 |
| Market cod ..... | 0 08 | 0 09 |
| Mackerel ..... | .... | 0 18 |
| Flounders ..... | 0 10 | 0 12 |
| Prawns ..... | .... | 0 40 |
| Live Lobsters ..... | .... | 0 70.. |
| Salmon (B.C.), per lb., Red..... | .... | 0 30 |
| Skate ..... | .... | 0 12 |
| Shrimps ..... | .... | 0 40 |
| Whitefish ..... | .... | 0 16 |
| **FROZEN FISH** | | |
| Gaspereaux, per lb. ..... | 0 06½ | 0 07 |
| Halibut, large and chicken ..... | 0 18½ | 0 19 |
| Halibut, Western, medium..... | 0 20 | 0 21 |
| Haddock ..... | 0 08 | 0 08½ |
| Mackerel ..... | 0 15 | 0 16 |
| Dore ..... | 0 15 | 0 16 |
| Smelts, No. 1, per lb..... | 0 17 | 0 18 |
| Smelts, extra large ..... | .... | 0 25 |
| Smelts, extra large ..... | .... | 0 26 |
| Pike, headless and dressed..... | 0 11 | 0 12 |
| Market Cod ..... | 0 07 | 0 07½ |
| Whitefish, small ..... | 0 12 | 0 13 |
| Sea Herrings ..... | 0 07 | 0 07½ |
| Steak Cod ..... | 0 09 | 0 09½ |
| Gaspe Salmon, per lb..... | 0 24 | 0 25 |
| Salmon, Cohoes, round ..... | 0 19 | 0 20 |
| Salmon, Qualla, hd. and dd..... | 0 13 | 0 14 |
| Whitefish ..... | 0 15 | 0 16 |
| Lake Trout ..... | 0 19 | 0 20 |
| Lake Herrings, bag, 100 lbs..... | .... | 5 00 |
| Alewires ..... | 0 07 | 0 08 |
| **SALTED FISH** | | |
| Codfish— | | |
| Large bbls., 200 lbs..... | .... | 18 00 |
| No. 1, medium, bbl., 200 lbs. .. | .... | 16 00 |
| No. 2, 200-lb. bbl. ..... | .... | 14 50 |
| Strip boneless (30-lb. boxes), lb. | .... | 0 20 |
| Boneless (24 1-lb. cartons), lb.. | .... | 0 20 |
| Ivory (2-lb. blocks, 20-lb. boxes) | .... | 0 16 |
| Shredded (12-lb. boxes)..... | 2 40 | 2 50 |
| Dried, 100-lb. bbl. ..... | .... | 15 00 |
| Skinless, 100-lb. boxes..... | .... | 16 50 |
| Pollock, No. 1, 200-lb. barrel.... | .... | 13 00 |
| Boneless cod (2-lb.) ..... | .... | 0 23 |

# ONTARIO MARKETS

TORONTO, Feb. 13.—There are not many changes in the produce and provision market reported this week. Live hogs are quoted at $18.25 per cwt. on the fed-and-watered basis. Pork cuts are quoted a cent a pound higher. Local new-laid eggs are in scant supply, due to the condition of the roads, but American new-laids are arriving quite freely and are selling at 76 cents per dozen. There are large stocks of cheese on hand and the market is reported rather flat. Creamery butter is slightly easier.

## *Pork Cuts Are Quoted Higher*

**Toronto.**

FRESH MEAT.—There are no changes named on fresh meats this week. Pork and pork products are firm at unchanged prices.

| FRESH MEATS | | |
|---|---|---|
| Hogs— | | |
| Dressed, 70-100 lbs., per cwt... | 25 00 | 27 00 |
| Live off cars, per cwt..... | .... | 19 50 |
| Live, fed and watered, per cwt. | .... | 19 25 |
| Live f.o.b., per cwt. ..... | .... | 18 25 |
| Fresh Pork— | | |
| Legs of pork, up to 18 lbs..... | .... | 0 32 |
| Loins of pork, lb. ..... | .... | 0 38½ |
| Tenderloins, lb. ..... | .... | 0 50 |
| Spare ribs, lb. ..... | .... | 0 22 |
| Picnics, lb. ..... | .... | 0 25 |
| New York shoulders, lb..... | .... | 0 28 |
| Boston butts, lb. ..... | .... | 0 31½ |
| Montreal shoulders, lb. ..... | .... | 0 28½ |
| Fresh Beef—from Steers and Heifers— | | |
| Hind quarters, lb. ..... | 0 24 | 0 26 |
| Front quarters, lb. ..... | 0 15 | 0 17 |
| Ribs, lb. ..... | 0 24 | 0 28 |
| Chucks, lb. ..... | 0 14 | 0 16 |
| Loins, whole, lb. ..... | 0 32 | 0 36 |
| Hips, lb. ..... | 0 20 | 0 22 |
| Cow beef quotations about 2c per pound below above quotations. | | |
| Calves, lb. ..... | 0 25 | 0 28 |
| Spring lamb, lb. ..... | 0 28 | 0 33 |
| Sheep, whole, lb. ..... | 0 18 | 0 23 |
| Above prices subject to daily fluctations of the market. | | |

## *Cooked Meats in Steady Demand*

**Toronto.**

COOKED MEATS.—Dealers report a ready demand for cooked meats of all kinds, cooked ham and jellied meats moving especially well. The prices remain unchanged.

| | | |
|---|---|---|
| Boiled hams, lb. ..... | 0 47 | 0 50 |
| Hams, roast, without dressing, lb. | 0 50 | 0 52 |
| Shoulders, roast, without dress- | | |
| Head Cheese, 6s, lb. ..... | 0 12 | 0 14 |
| Choice jellied ox tongue, lb. .... | .... | 0 55 |
| Jellied pork tongue ..... | 0 49 | 0 50 |
| Above prices subject to daily fluctuations of the market. | | |

## *Bacon and Hams Remain Unchanged*

**Toronto.**

PROVISIONS.—The demand for hams and bacon is very steady. There are no changes in prices reported this week.

| | | |
|---|---|---|
| Hams— | | |
| Medium ..... | 0 34 | 0 35 |
| Large, per lb. ..... | 0 29 | 0 30 |
| Heavy ..... | 0 28 | 0 29 |
| Backs— | | |
| Skinned, rib, lb. ..... | 0 49 | 0 50 |
| Boneless, per lb. ..... | 0 52 | 0 55 |
| Bacon— | | |
| Breakfast, ordinary, per lb. ... | 0 40 | 0 45 |
| Breakfast, fancy, per lb..... | 0 48 | 0 52 |
| Roll, per lb. ..... | 0 29 | 0 30 |
| Wiltshire (smoked sides), lb. . | 0 33 | 0 35 |
| Dry Salt Meats— | | |
| Long clear bacon, av. 50-70 lbs. | .... | 0 27 |
| Do., av., 80-90 lbs. ..... | .... | 0 25 |
| Clear bellies, 15-30 lb..... | .... | 0 28 |
| Sausages in brine, keg, 35 lbs.. | .... | 7 35 |
| Fat backs, 16-20 lbs. ..... | .... | 0 30 |
| Out of pickle prices range about 2c per pound below corresponding cuts above. | | |
| Barrel Pork— | | |
| Mess pork, 200 lbs. ..... | .... | 42 00 |
| Short cut backs, bbl. 200 lbs.. | .... | 50 00 |
| Picked rolls, bbl., 200 lbs.— | | |
| Heavy ..... | .... | 50 00 |
| Lightweight ..... | .... | 60 00 |
| Above prices subject to daily fluctuations of the market. | | |

## *Fresh Eggs in Declining Market*

**Toronto.**

EGGS.—The condition of the roads are attributed to the scant supply of local new laid eggs. American new laids are arriving quite freely and are quoted at 76 cents per dozen. The last of the storage eggs are in sight and are quoted at 60 to 62 cents per dozen.

| | | |
|---|---|---|
| EGGS— | | |
| No. 1 storage, doz. ..... | 0 60 | 0 62 |
| Special new laids, in cartons.. | .... | 0 76 |
| Prices shown are subject to daily fluctuations of the market. | | |

## *Cheese Market is Very Flat*

**Toronto.**

CHEESE.—There are large stocks of cheese on hand and as there is practically very little exporting at the present time the market is inclined to be dull, with a tendency to decline.

| | | |
|---|---|---|
| CHEESE— | | |
| Large ..... | 0 30 | 0 32 |
| Stilton ..... | 0 35 | 0 36 |
| Twins 1c. higher than large cheese. Triplets 1½c. higher than large cheese. | | |

## *Butter Market Slightly Easier*

**Toronto.**

BUTTER.—The butter market rules slightly easier this week. Fresh creamery quoted at 67 to 68 cents per pound. The demand is keeping up with the supplies.

| | | |
|---|---|---|
| BUTTER— | | |
| Creamery prints (fresh made) | 0 67 | 0 68 |
| Dairy prints, fresh, lb..... | .... | 0 59 |
| Dairy prints, No. 1, lb..... | .... | 0 56 |

## *Shortening Prices Remain Unchanged*

**Toronto.**

SHORTENING.—There are no changes

reported in shortening this week. The demand is steady.

| SHORTENING— | | |
|---|---|---|
| 1-lb. prints | | 0 31 |
| Tierces, 400 lbs. | | 0 28½ |

## *A Good Demand Made For Lard*

**Toronto.**

LARD.—There is a good demand for lard which remains steady at unchanged prices.

| LARD— | | |
|---|---|---|
| Tierces, 400 lbs. lb. | 0 31½ | 0 32 |

**In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces.**

## *Margarine is Selling Freely*

**Toronto.**

MARGARINE. — Dealers state that there is a good steady demand for margarine. Prices are unchanged.

| MARGARINE— | | |
|---|---|---|
| 1 lb. prints, No. 1 | | 0 38 |
| Do., No. 2 | 0 34 | 0 36½ |
| Do., No. 3 | 0 30 | 0 32½ |
| Nut margarine, lb. | 0 34 | 0 35 |

## *Brisk Demand Quoted For Fish*

**Toronto.**

FISH.—There is a brisk demand for all kinds of fish. Chicken halibut is in the largest demand and is quoted at 20 cents per pound. Whitefish is selling at 13 cents per pound. Supplies of smoked fish are arriving a little more freely. Prices are unchanged.

| FRESH SEA FISH. | | |
|---|---|---|
| Cod Steak, lb. | 0 12 | 0 14 |
| Do., market, lb. | .... | 0 07 |
| Haddock, heads off, lb. | .... | .... |
| Do., heads on, lb. | 0 08 | 0 11 |
| Halibut, chicken | .... | 0 20 |
| Do., medium | .... | 0 20 |
| Fresh Whitefish | .... | .... |
| Fresh Herring | .... | .... |
| Flounders, lb. | .... | .... |
| Oysters, No. 1 can | .... | 3 40 |
| Do., No. 3 can | .... | 10 10 |
| Do., No. 5 can | .... | 16 50 |
| Blue Point oysters, 800s | .... | 15 75 |
| Do., 1000s | .... | 14 00 |
| FROZEN FISH | | |
| Salmon, Red Spring | .... | 0 24 |
| Do., Cohoe | 0 20 | 0 22 |
| Do., Qualla | 0 13 | 0 14 |
| Halibut, chicken | .... | 0 20 |
| Do., medium | .... | 0 20 |
| Do., jumbo | 0 19 | 0 20 |
| Whitefish, lb. | .... | 0 13 |
| Herring | .... | 0 09½ |
| Mackerel | 0 12 | 0 13 |
| Flounders | 0 10 | 0 11 |
| Trout | 0 17 | 0 18 |
| Pickerel, dressed | 0 14 | 0 15 |
| Smelts | 0 16 | 0 25 |
| Spanish Mackerel | .... | 0 30 |
| Pike, round | 0 08½ | 0 10 |
| Do., headless and dressed | 0 10 | 0 11 |
| SMOKED FISH | | |
| Haddies, lb. | .... | 0 13 |
| Fillets, lb. | .... | 0 18 |
| Kippers, box | .... | 2 50 |
| Bloaters, box | .... | 2 50 |
| Ciscoes, lb. | .... | 0 20 |

## *Poultry Prices Remain Steady*

**Toronto.**

Poultry.—Supplies of poultry are arriving freely and the demand is keeping up. Prices are unchanged.

| Prices paid by commission men at Toronto: | Live | Dressed |
|---|---|---|
| Turkeys, old, lb. | $0 35 | $0 45 |
| Do., young, lb | 0 35 | 0 48 |
| Roasters, lb. | 0 30 | 0 30- 0 36 |
| Fowl, over 5 lbs. | 0 33 | 0 36 |
| Fowl, 4 to 5 lbs. | 0 30 | 0 30 |
| Fowl, under 4 lbs. | 0 25 | 0 28 |
| Ducklings, 3½ lbs. up | 0 30 | 0 32 |
| Geese | 0 25 | 0 26 |
| Guinea hens, pair | 1 25 | 1 50 |
| Spring chickens, live | 0 24- 0 26 | 0 34 |

Prices quoted to retail trade:—

| | Dressed | |
|---|---|---|
| Hens, heavy | | 0 34 |
| Do., light | 0 28 | 0 32 |
| Chickens, spring | 0 28 | 0 35 |
| Ducklings | 0 34 | 0 35 |
| Geese | 0 28 | 0 33 |
| Turkeys | 0 50 | 0 58 |

# WINNIPEG MARKETS

WINNIPEG, Feb. 13.—The hog market this week is very unsteady. Cured pork products have shown an advance of 2 to 3 cents per pound. New-laid and storage eggs have declined 2 to 3 cents per dozen. Butter and cheese remain firm at steady prices.

## *Pork Market Very Unsteady*

**Winnipeg.**

FRESH MEATS.—The pork market has been unsteady for some days. Receipts are reported light with good demand. Select hogs are quoted around $19.00 choice calves, $12 to $13; and steers, $8.50 to $12.50.

## *Cured Meats Have Advancea*

**Winnipeg.**

PROVISIONS. — Cured meats show an advance of one to one and a half cents per lb. on hams, bacon, etc. Bacon especially is in heavy demand.

| | | |
|---|---|---|
| Hams, average, 8-16 lbs. | | 0 40 |
| Do., 16-20 lbs. | | 0 40 |
| Do., 20-25 lbs. | | |
| Bellies, average, 6-12 lbs. | 0 38½ | 0 49½ |
| Do., 12-14 lbs. | | 0 38½ |
| Do., 14-16 lbs. | 0 36 | 0 47 |
| Cottage Rolls | | 0 31 |
| Briskets | | 0 23½ |
| Picnics | | 0 29½ |
| HAMS, ENGLISH CURED. | | |
| Hams, 8-12 lbs., average | | 0 41½ |
| Do., 12-16 lbs. average | | 0 41½ |
| Do., 16-20 lbs., average | | 0 37½ |
| Breakfast bacon, 4-6 lbs. average | | 0 52½ |
| Do., 8-10 lbs. average | 0 39 | 0 52½ |

## *Cheese Market is Much Firmer*

**Winnipeg.**

CHEESE.—Cheese prices remain unchanged. There is a general feeling of firmness in the market, with a heavy demand reported.

| CHEESE— | |
|---|---|
| Large, Ontario | 0 33 |
| Twins, Ontario | 0 33½ |
| Large, Manitoba | 0 31 |
| Twins, Manitoba | 0 31½ |

## *Butter Remains Very Steady*

**Winnipeg.**

BUTTER.—Butter has shown little change during the past two weeks. Supplies are reported fair, prices firm.

| BUTTER— | |
|---|---|
| Finest creamery, 1s | 0 68 |
| Do., solids | 0 67 |
| Do., choice | 0 67 |
| Do., solids | 0 66 |
| Dairy, finest, No. 1, prints | 0 62 |
| Do., solids | 0 61 |
| Margarine, 1s | 0 39 |

## *Eggs Show a Slight Decline*

**Winnipeg.**

EGGS.—Eggs show a drop of two to three cents per doz. this week. Supplies have somewhat improved. Storage eggs are moving out freely.

| EGGS | |
|---|---|
| Fancy, in cartons, per doz. | 0 65 |
| Candled, per doz. | 0 54 |
| Strictly fresh from farmers | 0 67 |

## *Lard Unchanged; Market Firm*

**Winnipeg.**

LARD.—Lard market remains unchanged. Prices are very steady, but firm.

| | |
|---|---|
| 1 lb. bricks | 0 34½ |
| 3 lb. tins, per case | 19 50 |
| 5 lb. tins, per case | 19 43 |
| 10 lb. tins, per case | 19 35 |
| 20 lb. tins, per case | 25 50 |
| 20-lb. wood pails, each | 6 80 |
| 50 lb. tins, each | 15 88 |
| Tierces | 0 31½ |

## *Fish Market is Fairly Steady*

**Winnipeg.**

FISH.—There is little change in the fish market, black cod being the only line showing much change; on this line there is an advance of 2c per lb.

## Is Adding Pork Curing Plant

**P. Burns Co., Prince Albert, Sask., Will Be Able to Handle 2,000 Hogs Weekly**

Prince Albert, Sask., Feb. 10.—The P. Burns Co., Prince Albert, Sask., are adding a pork curing plant to their already extensive factories. It is expected that 2,000 hogs will be handled weekly, and export will be made to the English market. About 35 men will be employed, and the company expect to be in a position to handle all the hogs that Northern Saskatchewan can produce. The hogs will be killed at the main plant, and the salting and smoking and curing will be done at the new property recently acquired and formerly known as the Golden Lion Brewery. The P. Burns Co. at Prince Albert are at present killing 600 cattle weekly, and the products are shipped to Montreal, destined mostly for Greece and Belgium. The company recently purchased 5,000 sheep in the Wynward district.

DAVIES QUALITY PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED TORONTO

# Davies Pure Lard

## is a product you can recommend with confidence to your customers

GIVE this HIGH-GRADE PRODUCT a prominent place in your store. Feature it. Let it build up for you a profitable business and a worth-while reputation—just as it is doing for hundreds of other Canadian Merchants.

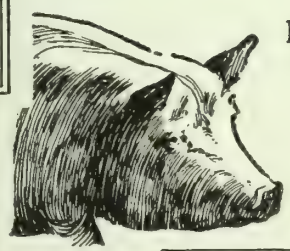
Here is a pure, white lard of even consistency, and day in and day out quality—a lard that will meet the needs of your domestic trade, and give the highest satisfaction to your customers.

For family use Davies Pure Lard is sold in 1-lb. sanitary cartons, and in 3-lb., 5-lb. and 10-lb. attractive blue, white and gold pails.

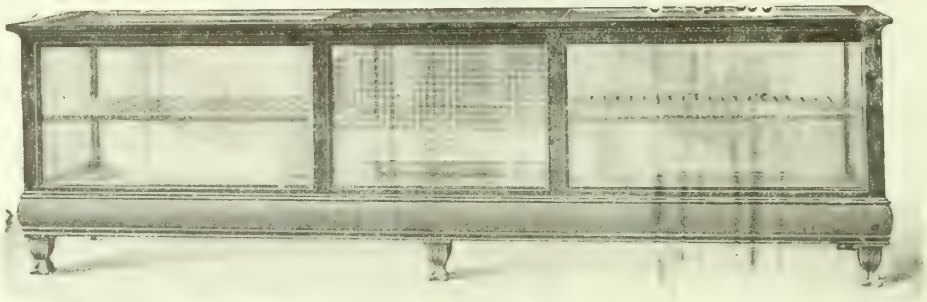
Place your order with our salesman, or write us to-day for quotations.

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO

MONTREAL CHICAGO



# Imagine Your Perishables Displayed In This



# ARCTIC Counter Refrigerator

In an atmosphere of cold, dry, circulating air, behind shining glass, attractively arranged on the white enamelled base and clean wood shelves, what perishable goods will not look better and sell more quickly?

Trade shuns the store that is careless about freshness. It favors the one where it can see and know that goods are in choicest condition. Don't ignore this natural habit. Cater to it. Get an Arctic Counter Refrigerator and watch the way it arouses appetite and desire, extends trade and increases individual sales. Style shown above comes in two sizes and among others are fully described and illustrated in our FREE catalogue. Write for it.

**JOHN HILLOCK & CO., Limited**

**Office, Showrooms and Factory**
**154 GEORGE ST., TORONTO**

AGENCIES:—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Supply Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B. C

# FREEMAN REFRIGERATORS

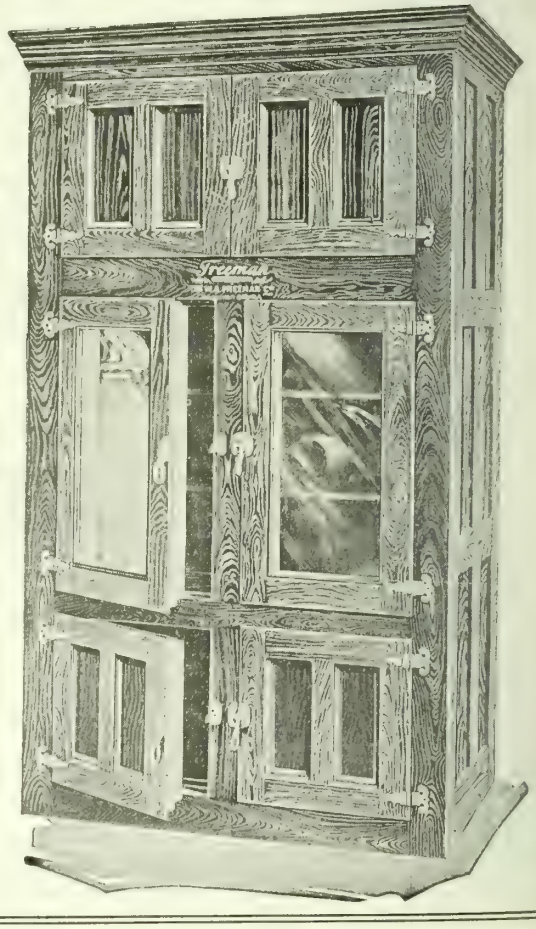
## KEEP GOODS LONGER

They lengthen the life of your perishable goods and so increase your profits. Absolutely dry and sanitary and use a minimum amount of ice. They last longer.

## Freeman Display Counters

Are attracting attention to dealers' goods every day and increasing sales. You owe it to your business to investigate our counters. They back up all that we claim for them. Made in all lengths and heights.

Write for information regarding our complete line of grocers', confectioners' and butchers' supplies.



# W. A. FREEMAN CO., LIMITED

***Grocers', Confectioners' and Butchers' Supplies***

**HAMILTON - CANADA**

**Toronto Offices:**
173 King St., East

**Montreal Representative:**
P. A. Joncas Reg'd.
Room 102 - 90 St. James St.

# Young Girls Packing Brunswick Brand Sea Foods

THE above illustration is a view of the large packing room of Connors Bros., Limited, the home of *Brunswick Brand Sea Products.*

Visitors to the plant at Black's Harbor, N.B., are at once impressed with the immaculate cleanliness that is everywhere evident in each operation in the preparation of this famous brand.

Note the white-uniformed packers, the freshly scrubbed floors and tables, the large well-ventilated room, then add to this the fact that only the finest selected freshly caught fish are used and you can easily realize why Brunswick Brand Products have won the hearts of quality lovers throughout Canada.

*This is the seventh of a series of advertisements depicting the most up-to-date method employed by Connors Bros., Ltd., in preparing Brunswick Brand Celebrated Fish Foods.*

## Connors Bros., Limited

BLACK'S HARBOR, N.B.

## Have No Hesitation

in choosing

## 'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR : HALIFAX, N.S.

**SMITH AND PROCTOR**

SOLE PACKERS

Halifax - N.S.

57 57

Heinz Pickles in bottles are especially cultivated cucumbers, cured when fresh from the vines and preserved in fine old Heinz vinegar.

A half century of pickling experience is embodied in every bottle of Heinz Pickles.

**H. J. HEINZ COMPANY**

Pittsburgh Toronto

57 57

## The People's Favorite

for making Pancakes, Muffins, Biscuits, etc. This is the time of the year to push sales. Keep a good stock on hand—it's a ready seller.

**Brodie & Harvie, Limited**

MONTREAL

# RICE

# RICE FLOUR

# RICE MIDDLINGS

**Mount Royal Milling and Mfg. Coy., Limited**

MILLS AT MONTREAL, QUE.
VICTORIA, B.C

D. W. ROSS COMPANY
*Agents*
MONTREAL

MARIGOLD

MARIGOLD

**"The Greatest Seller of Its Kind in the World"**

MORRIS & COMPANY, Chicago, U. S. A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

BB

## "Here Since 1876"

During this time we have grown with the West. We have developed a line of products that has been a splendid source of supply to dealers in

| | |
|---|---|
| Pickles | Sauces |
| Relishes | Vinegar |
| Temperance Drinks | Vanilla |
| | Liqueurs |
| "B.B." Sauce | Fountain |
| Baking Powder | Syrups |
| Extracts | Tea, etc., etc. |

Ask your wholesaler. If he cannot supply you—ask us.

**Blackwoods Limited**
WINNIPEG, MAN.

# VLIT

## THE TIME AND LABOR-SAVING FURNITURE POLISH

**V**lit
**L**essens
**I**ndoor
**T**oil

Prevents dry rot and fills hair cracks

Improves all woodwork

**Best and**

Sold only through Wholesalers and Jobbers

R. C. HANNAN, Manager
(Formerly with Thomas J. Lipton)

VLIT
FURNITURE & AUTOMOBILE
POLISH
Velvet Finish Instantaneous,
Lighter Labour, Troubles Over.
VLIT is guaranteed to polish Paints, Varnishes, Enamelware, Pianos, Floors and Furniture. Also Burlap, Linoleum, Fancy Leathers and other things too numerous to mention.
VLIT does not contain one drop of acid which is the great destroyer of furniture.
VLIT prevents mud from adhering to automobiles.
VLIT makes old cars look new.
VLIT licks up dirt and polishes in one movement.
VLIT must make good or we will
Made in Canada
Direction-- Shake bottle, moisten lightly a soft clean cloth, rub briskly four or five movements are sufficient, when a brillant polish is the result DO NOT use a second cloth to polish.
The VLIT MFG. CO., Ltd.
MONTREAL

**V**elvet Finish
**L**ighter Labor
**I**nstantaneous
**T**roubles Over

A genuine furniture food

Contains no kerosene nor acids

Non-inflammable

**Goes Farthest**

**Order Today**

THE VLIT MANUFACTURING CO., LTD.
223 McGill St. MONTREAL
Main 4927

# Why You Should Feature KING GEORGE'S NAVY

## The Chew that "gets" him good

Sell a man a plug of KING GEORGE'S NAVY and you clinch his good-will right there. The more particular he is the better. KING GEORGE'S NAVY will win his approval every time.

And the profit on every sale is big enough to make a little effort on your part worth while. If you are not already selling it, start in to-day. Results will please you.

Handled by the Wholesale Trade

Rock City Tobacco Co., Ltd.

# *ESTABLISHED 1874*

D. Hatton Company, Montreal, largest receivers and distributors of all kinds of FISH in Canada.

Mr. Dealer:—

Compare the cost of foodstuffs, such as meats, sugar, molasses, butter, eggs, corn, bread and potatoes

**With the Cost of Fish**

For instance, frozen Herring, Codfish and Herring can be sold from 5c to 6c per lb.

100% *cheaper than any other kinds of food.*

Order your fish for the Lenten trade from the old reliable headquarters.

**D. HATTON CO.** **MONTREAL**

# WHITTALL CANS

*for*

**Meats Vegetables Milk**
**Syrup Fish Paint Etc.**

*PACKERS' CANS*

**Open Top Sanitary Cans**

**and**

**Standard Packer Cans**

**with Solder-Hemmed Caps**

## A. R. Whittall Can Company Ltd.

Sales Office:
202 Royal Bank Bldg.
TORONTO
G. A. Willis, Sales Mgr.
Phone Adel. 3316

MONTREAL

*Established 1888*

Sales Office:
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna

SIFTO
SALT IT FLOWS
BEST FOR TABLE USE
Two Salt brands that speed up your Salt Sales. They're well advertised and hundreds more housewives every month are coming to learn that SIFTO is "the Salt that flows," a delight to the table. And that Century Salt—pure and dazzling and economical—is the best all round household salt. Stock them both.
SIFTO
CENTURY TABLE SALT
THE DOMINION SALT CO. LIMITED SARNIA, ONTARIO
CENTURY SALT BEST FOR GENERAL USE

If your jobber cannot supply you, we invite your inquiry, when price lists and full information will be promptly sent you.
DOMINION SALT CO., Limited, SARNIA, Canada.
Manufacturers and Shippers.

A Choice Concord Grape Juice

Marsh's has won lasting popularity because it has the piquant deliciousness of the pure Concord Grape. Are you handling this seller?

The Marsh Grape Juice Company

NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces:

The McLaren Imperial Cheese Company Limited

Toronto and Montreal


# QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

### JAMS
**DOMINION CANNERS, LTD.**
**Hamilton, Ont.**
**"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.**

Screw Vac. Top Glass Jars, 16 oz.

| | |
|---|---|
| Strawberry | $5 15 |
| Currant, Black | 5 05 |
| Pear | 4 40 |
| Peach | 4 40 |
| Plum | 4 20 |
| Apricot | 4 50 |
| Cherry | 4 85 |
| Gooseberry | 4 50 |

### "AYLMER" PURE ORANGE MARMALADE

| | Per doz. |
|---|---|
| **12 oz. Glass, Screw Top, 2 doz. in case** | 3 15 |
| **16 oz. Glass, Screw Top, 2 doz. in case** | 3 85 |
| **16 oz. Glass, Tall, Vacuum, 2 doz. in case** | 3 85 |
| 2's Tin, 2 doz. per case | 5 95 |
| **4's Tins, 12 pails in crate, per pail** | 0 95 |
| **5's Tin, 8 pails in crate, per pail** | 1 18 |
| **7's Tin or Wood, 6 pails in crate** | 1 64 |
| **30's Tin or Wood, one pail in crate, per lb.** | 0 23 |

### PORK AND BEANS "DOMINION BRAND"

| | Per doz. |
|---|---|
| Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case | $0 85 |
| 1's Pork and Beans, Flat, Plain, 4 doz. to case | 0 92½ |
| 1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case | 0 95 |
| 1's Pork and Beans, Tall, Plain, 4 doz. to case | 0 95 |
| 1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case | 0 97½ |
| 1½'s (20 oz.), Plain, per doz. | 1 25 |
| Tomato or Chili Sauce | 1 27½ |
| 2's Pork and Beans, Plain, 2 doz. to the case | 1 50 |
| 2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case | 1 52½ |
| 2½'s Tall, Plain, per doz. | 2 00 |
| Tomato or Chili Sauce | 2 35 |

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

### CATSUPS—In Glass Bottles

| | Per doz. |
|---|---|
| ½ Pts., Aylmer Quality | $1 90 |
| 12 oz., Aylmer Quality | 2 35 |
| | Per jug |
| Gallon Jugs, Aylmer Quality | $1 62½ |
| | Per doz. |
| Pints, Delhi Epicure | $2 70 |
| ½ Pints, Red Seal | 1 45 |
| Pints, Red Seal | 1 90 |
| Qts., Red Seal | 2 45 |
| Gallons, Red Seal | 6 45 |

BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal Can.

### CONDENSED MILK
Terms: Net 30 days

| | |
|---|---|
| Eagle Brand, each 48 cans | $10 25 |
| Reindeer Brand, each 48 cans | 9 80 |
| Silver Co, each 48 cans | 9 35 |
| Gold Seal, Purity, each 48 cans | 9 20 |
| Mayflower Brand, each 48 cans | 9 20 |
| Challenge Clover Brand, each 48 cans | 8 70 |

### EVAPORATED MILK

| | |
|---|---|
| St. Charles Brand, Hotel, each 24 cans | $7 15 |
| Jersey Band, Hotel, each 24 cans | 7 15 |
| Peerless Brand, small, each 24 cans | 3 15 |
| St. Charles Brand, tall, each 48 cans | 7 25 |
| Jersey Brand, tall, each 48 cans | 7 25 |
| Peerless Brand, tall, each 48 cans | 7 25 |
| St. Charles Brand, Family, 48 cans | 6 25 |
| Jersey Brand, Family, each 48 cans | 6 25 |
| Peerless Brand, Family, each 48 cans | 6 25 |
| St. Charles Brand, small, each 48 cans | 3 30 |
| Jersey Brand, small, each 48 cans | 3 30 |
| Peerless Brand, small, each 48 cans | 3 30 |

### CONDENSED COFFEE

| | |
|---|---|
| Reindeer Brand, large, each 24 cans | 6 75 |
| Reindeer Brand, small, each 48 cans | 6 50 |
| Cocoa, Reindeer Brand, large, each 24 cans | 6 25 |
| Reindeer Brand, small, 48 cans | 6 50 |

**HARRY HORNE & CO.,**
**Toronto, Ont.**

| | Per case |
|---|---|
| **Cooker Brand Peas (3 doz. in case)** | 4 20 |
| **Cooker Brand Popping Corn (3 doz. in case)** | 4 20 |

### B.C. HOPS

| | |
|---|---|
| Dominion Brand, quarters, per short weight pound | 0 30 |
| Dominion Brand, halves, per short weight pound | 0 20 |
| Maple Leaf Brand, ¼ lb. packages, per full weight pound | 0 40 |
| Maple Leaf Brand, ½ lb. packages, per full weight pound | 0 39 |

### COLMAN'S OR KEEN'S MUSTARD

| | Per doz. tins |
|---|---|
| D.S.F., ¼-lb. | $2 00 |
| D.S.F., ½-lb. | 5 30 |
| D.S.F., 1 lb. | 10 40 |
| F.D., ¼-lb. | .... |
| | Per jar |
| Durham, 1-lb. jar, each | $0 60 |
| Durham, 4-lb. jar, each | 2 25 |

CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal

### KLIM

| | |
|---|---|
| 8 oz. tins, 4 dozen per case | $12.50 |
| 16 oz. tins, 2 dozen per case | 11.50 |
| 10 lb. tins, 6 tins per case | 25.00 |

Prices f.o.b. Toronto.

**THE CANADA STARCH CO., LTD.**
Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.
Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—

| Boxes | Cents |
|---|---|
| 40 lbs., Canada Laundry | $0 10 |
| 100-lb. kegs, No. 1 white | 0 10½ |
| 200-lb. bbls., No. 1 white | 0 10½ |
| 30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. | 0 12 |
| 40 lbs., Benson's Enamel, (cold water), per case | 3 25 |
| Celluloid, 45 cartons, case | 4.70 |

Culinary Starch.

| | |
|---|---|
| 40 lbs., W. T. Benson & Co.'s Celebrated Prepared | 0 11¾ |
| 40 lbs. Canada Pure or Challenge Corn | 0 10¼ |
| 20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. | 0 16½ |

(20-lb. boxes, ¼c higher, except potato flour.)

# Quality Backed by Selling Force

There are very good reasons for the overwhelming success and popularity of the new tea called Lanka.

It is based on quality — on a perfection of blend especially suited to British tastes. This quality blend is insured popularity by moderate price. 75 cents retail per pound is astonishingly reasonable considering Lanka quality.

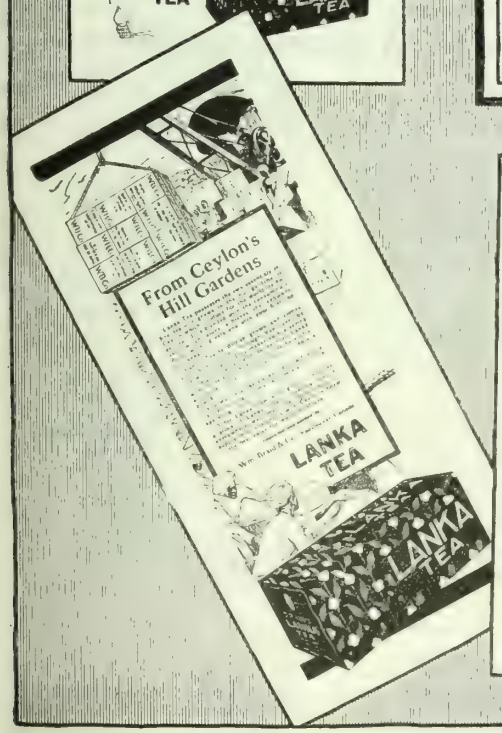
This kind of tea, so reasonably priced, is backed by the continuous selling campaign in the leading magazines, newspapers and farm papers of Canada. Over a million circulation, totaling about five million actual readers, are repeatedly seeing and reading about Lanka.

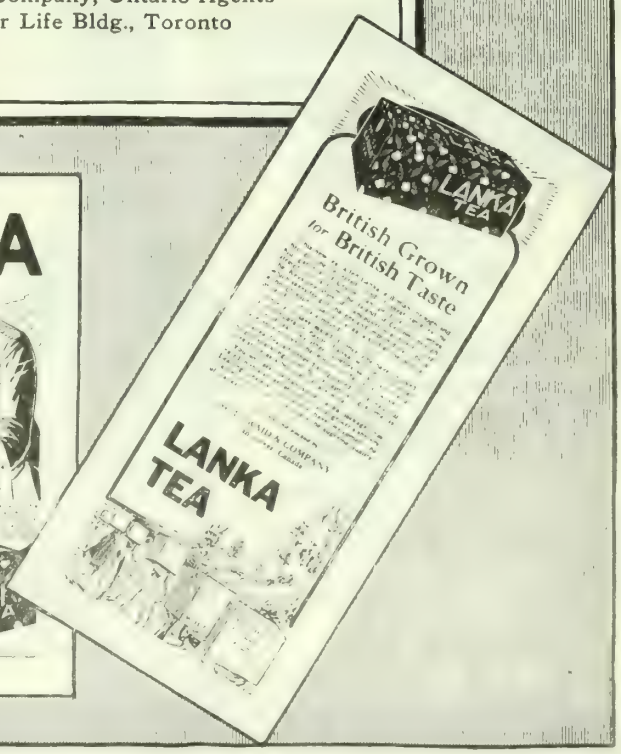
When these millions visit their dealers and see the handsome Lanka package on their shelves the transaction is completed. They know about Lanka, they want to try Lanka, they buy a package of Lanka. Then Lanka's quality assures permanent adoption and repeated and steady demand.

Be sure your stock of Lanka is ample, display it prominently. Put the Lanka display card in your window. There are your profits and assured demand and satisfied customers. Order from your jobber today.

Lanka Tea is imported and packed by
WM. BRAID & COMPANY, Vancouver, Canada

S. H. Moore & Company, Ontario Agents
704 Excelsior Life Bldg., Toronto





## CANADIAN GOODS WANTED

A prominent firm of English brokers (London) with important established connections in the United Kingdom and Europe is desirous of opening direct relations with Canadian packers of CANNED GOODS, DRIED FRUITS, Etc.

A representative of the firm will arrive in Canada about end of January to interview interested parties. Will owners of reliable brands desiring active representation please write "Conflict," c/o Canadian Grocer, 143-153 University Ave., Toronto.

## "FISH"

We have a full stock of Lake Superior herring in kegs and other pickled fish, also a quantity of frozen Georgian Bay trout, B.C. halibut and qualla salmon.

**LEMON BROS.**
**Owen Sound, Ont.**

*It's Profitable Because—*

Better to sell this branded, bottled vinegar than the bulk article. No waste — no loss — no deterioration Easily handled makes fine display Quality guaranteed.

RETAILS
15c and 25c

WELL ADVERTISED

Write us or ask your jobber for trade prices.


### CROWN BRAND CORN SYRUP

| | |
|---|---|
| 2-lb. tins, 2 doz. in case | $ 5 45 |
| 5-lb. tins, 1 doz. in case | 6 05 |
| 10-lb. tins, ½ doz. in case | 5.75 |
| 20-lb. tins, ¼ doz. in case | 5.70 |
| (Prices in Maritime Provinces 10c per case higher.) | |
| Barrels, about 700 lbs. | 0 06¼ |
| Half bbls., about 350 lbs. | 0 06½ |

### LILY WHITE CORN SYRUP

| | |
|---|---|
| 2-lb. tins, 2 doz. in case | $5 95 |
| 5-lb. tins, 1 doz. in case | 6 55 |
| 10-lb. tins, ½ doz. in case | 6 25 |
| 20-lb. tins, ¼ doz. in case | 6 20 |
| (5, 10, and 20-lb. tins have wire handles.) | |

### GELATINE

| | |
|---|---|
| Cox's Instant Powdered Gelatine (2-qt. size), per doz. | 1 50 |

### INFANTS' FOOD

MAGOR, SON & CO., LTD.

| | Doz. |
|---|---|
| Robinson's Patent Barley— | |
| 1 lb. | $4 00 |
| ½ lb. | 2 00 |
| Robinson's Patent Groats— | |
| 1 lb. | 4 00 |
| ½ lb. | 2 00 |

### NUGGET POLISHES

| | Doz. |
|---|---|
| Polish, Black, Tan, Toney Red and Dark Brown | $1 15 |
| Card Outfits, Black and Tan | 4 15 |
| Metal Outfits, Black and Tan | 4 25 |
| Creams, Black and Tan | 1 25 |
| White Cleaner | 1 25 |

### IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

| | |
|---|---|
| Black Watch, 10s, lb. | $1 20 |
| Bobs, 12s | 1 13 |
| Currency, 12s | 1 13 |
| Stag Bar, 9s, boxes, 6 lbs. | 1 08 |
| Pay Roll, thick bars | 1 30 |
| Pay Roll, plugs, 10s, 6-lb. ¼ caddies | 1 25 |
| Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs. | 1.25 |
| Great West Pouches, 9s, 2-lb. boxes, ½ and 1-lb. lunch boxes | 1 20 |
| Forest and Stream, tins, 9s, 2-lb. cartons | 1 44 |
| Forest and Stream ¼s, ½s, and 1-lb. tins | 1 50 |
| Master Workman, 2 lbs. | 1 25 |
| Master Workman, 4 lbs. | 1 25 |
| Derby, 9s, 4-lb. boxes | 1 30 |
| Old Virginia, 12s | 1 70 |
| Old Kentucky (bars), 8s, boxes, 5 lbs. | 1 35 |

### BLUE

| | |
|---|---|
| Keen's Oxford, per lb. | 0 24 |
| In cases, 12 12-lb. bxs to case | 0 25 |

### COCOA AND CHOCOLATE

THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.

#### COCOA

| | |
|---|---|
| Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. | $5 80 |
| Perfection, ¼-lb. tins, doz. | 1 60 |
| Perfection, ½-lb. tins, doz. | 3 00 |
| Perfection, 10s size, doz. | 1 15 |
| Perfection, 5-lb. tins, per lb. | 0 42 |
| Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz. | 3 25 |
| Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb. | 0 28 |

#### UNSWEETENED CHOCOLATE

| | |
|---|---|
| Supreme Chocolate, 12-lb. bxs, per lb. | 0 45 |
| Supreme Chocolate, 10c size, 2 doz. in box, per box | 2 25 |
| Perfection Chocolate, 10c size, 2 doz. in box, per box | 1 90 |

#### SWEET CHOCOLATE

| | Per lb |
|---|---|
| Eagle Chocolate, ¼s, 6-lb. boxes | 0 36 |
| Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case | 0 36 |
| Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case | 0 36 |
| Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case | 0 36 |
| Diamond Crown Chocolate, 28 cakes in box | 1 25 |

#### CHOCOLATE CONFECTIONS

| | |
|---|---|
| Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. | $0 47 |
| Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| 30 boxes in case, per lb. | 0 47 |
| Milk Croquettes, 5-lb. boxes, | |
| No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. | 0 43 |
| Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. | 0 43 |
| No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. | 0 43 |
| No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. | 0 43 |
| No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. | 0 43 |
| No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. | 0 43 |
| No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. | 0 40 |
| Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. | 0 60 |
| Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. | 0 60 |

#### NUT MILK CHOCOLATE, ETC.

| | |
|---|---|
| Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box | 2 35 |
| Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box | 2 35 |
| Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb. | 0 47 |
| Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box | 2 45 |
| Fruit and Nut Milk Chocolate Slabs, per lb. | 0 47 |
| Milk Chocolate Slabs, with Assorted Nuts, per lb. | 0 47 |
| Plain Milk Chocolate Slabs, per lb. | 0 47 |

#### MISCELLANEOUS

| | |
|---|---|
| Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz. | $6 00 |
| Maple Buds, fancy, ½ lb., 1 doz. in box, per doz. | 3 20 |
| Assorted Chocolate, 1 lb., ½ doz. in box, per doz. | 6 00 |
| Assorted Chocolate, ½ lb., 1 doz. in box, per doz. | 3 20 |
| Chocolate Ginger, full ½ lb., 1 doz. in box, per doz. | 4 35 |
| Crystallized Ginger, full ½ lb., 1 doz. in box, per doz. | 4 35 |
| Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box | 2 05 |
| Triumph Chocolate, ¼s, 4-lb. boxes, 35 boxes in case, per box | 2 05 |
| Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box | 2 05 |
| Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross | 1 15 |
| 120—1c Milk Chocolate Sticks, 60 boxes in case | 0 80 |

#### 6c LINES

| | Toronto Prices Per box |
|---|---|
| Filbert Nut Bars, 24 in box, 60 boxes in case | $1 05 |
| Almond Nut Bars, 24 in box, 50 boxes in case | 1 05 |
| Puffed Rice Bars, 24 in box, 50 boxes in case | 1 05 |
| Ginger Bars, 24 in box, 50 boxes in case | 1 05 |
| Fruit Bars, 24 in box, 50 boxes in case | 1 05 |
| Active Service Bars, 24 in box, 50 boxes in case | 1 05 |
| Victory Bars, 24 in box, 60 boxes in case | 1 05 |
| Queen's Dessert Bar, 24 in box, 50 boxes in case | 1 05 |
| Cream Bars, 24 in box, 50 boxes in case | 1 05 |
| Victory Bar, 24 in box, 60 | |
| Regal Milk Chocolate Bar, 24 in box, 50 boxes in case | 1 05 |
| Royal Milk Cakes, 24 in box, 50 boxes in case | 1 05 |
| Maple Buds, 5c display boxes, 5c pyramid packages, 5c glassine envelopes, 4 doz. in box | 2 10 |
| Queen's Dessert, 10c cakes, 24 in box, per box | 1 90 |

### W. K. KELLOGG CEREAL CO.

| | |
|---|---|
| Kellogg's Toasted Corn Flakes, Waxtite | 4 15 |
| Kelogg's Toasted Corn Flakes, Ind. | 2 00 |
| Kellogg's Dominion Corn Flakes | 4 15 |
| Kellogg's Dominion Corn Flakes, Indiv. | 2 00 |
| Kellogg's Shredded Krumbles | 3 50 |
| Kellogg's Shredded Krumbles, Ind. | 2 00 |
| Kellogg's Krumbled Bran | 1 85 |

# Furnivall's FINE FRUIT PURE JAM

Only fresh, juicy, nature-ripened fruit—carefully selected to exclude blemishes—and pure cane sugar are employed in making these delicious jams.

If your customers are particular and demand the highest quality, give them Furnivall's.

**FURNIVALL - NEW**
**Limited**
**Hamilton Canada**

AGENTS—**The City of Ottawa, Quebec and the Lower Provinces with the exception of Cape Breton:** Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. **Ontario:** McLaren Imperial Cheese Co., Ltd., Toronto, Ont. **Manitoba:** A. D. Norman, Scott Block, Winnipeg, Man. **Hamilton:** J. T. Price & Co., 35 Mary St., Hamilton, Ont. **Cape Breton Island, N.S.:** O. N. Mann, Sydney, N.S. **Saskatoon:** Gilbert Stroyan, Saskatoon, Sask. **Newfoundland:** E. J. Godden, St. John's, Newfoundland.

# Every Grain Pure Cane

## *—that's the best description of Royal Acadia Sugar*

ROYAL ACADIA SUGAR

And to this purity are due the unexcelled sweetening properties of Royal Acadia.

Housewives like Royal Acadia Sugar, and the dealer who recommends this sweetener is certain of securing the confidence of the customer and a continuance of her sugar order.

In 2 and 5-lb. cartons; 10, 20 and 100-lb. bags; half-barrels and barrels.

The
## Acadia Sugar Refining Co., Limited
HALIFAX, CANADA

—Speed up your Spring sales with

# CHICKEN

(LILY BRAND)

# HADDIES

(REGISTERED)

*Packed 48 ones to case.*

PACKED AT CANSO, N.S., by the Head Office at MONTREAL

**MARITIME FISH CORPORATION, LIMITED**

*Packers of the celebrated MAPLE LEAF Canned Codfish Flakes*

## Hustle Your Stock by Selling More

## PURITY FLOUR

Selling Purity Flour hustles a hundred and one other lines—baking powder, sugar, shortening, currants, raisins, syrup, eggs, spice, flavoring extracts, butter, canned goods—everything that goes into bread, pies, cakes, cookies, pastry, puddings, etc., the goods that stock every grocer's shelves.

Purity Flour will speed up your turnover on all these lines, because flour sales are the foundation of a grocer's business. The quicker the turnover the greater the gross protfits.

## Western Canada Flour Mills Co., Limited

**Head Office: TORONTO**

**Branches at: Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal, St. John, N.B., Courtenay, B.C.**

# Teas

Tea markets all over the world are in a very excited condition---Exchange is upsetting all calculations. The high value of the Rupee and the low value of the Pound Sterling has compelled the fixing of a definite basis for trading purposes in India and Ceylon, which will have a tendency to raise prices there. London, which has been holding back the advance on account of a little extra weight of low grade teas--has now joined in, and for the three last weekly auctions has gone up a cent to a penny at each sale. We look for a higher market.

Our business building blends are now

| | | | |
|---|---|---|---|
| Golden Tip | - | - | 72 |
| Imperial Blend | - | - | 68 |
| Monarch " | - | - | 59 |
| No. 35 " | - | - | 50 |
| Regal " | - | - | 46 |
| Hursley " | - | - | 42 |
| Camp " | - | - | 38 |

*Send us an order*

**H. P. ECKARDT & CO**

**WHOLESALE GROCERS**

CHURCH STREET & ESPLANADE TORONTO

TRADE EXCELSIOR MARK

# CURLING BROOMS

Ours is in a class by itself, made very select for the curlers.
Selected basswood handles.
Selected corn.
Closely stitched.
Well balanced.

*Tough, Fine Corn*
*Can Ship from Stock.*

**J. C. SLOANE CO.**
**Owen Sound Canada**

EVERY HOME NEEDS

# KEATING'S

To have Keating's is to sell Keating's. It is the universal insecticide: fatal to every form of insect life, but harmless to human or animal life:

| | | |
|---|---|---|
| **Flies** | **Ants** | **Bugs** |
| **Fleas** | **Wasps** | **Roaches** |
| **Mosquitoes** | **Beetles** | **Moths** |

No insect can live once it comes into proper contact with Keating's, and as even the most tidy home cannot escape the unwelcome visit of some member of the bug family, so the careful housewife will keep a tin of Keating's constantly on hand for immediate use.

**Made by THOMAS KEATING, London, England**
**Established 1788**

SOLE AGENTS FOR CANADA
**HAROLD F. RITCHIE & CO., LIMITED**
McCaul Street, TORONTO

BRODIE AND HARVIES

| | |
|---|---|
| XXX Self-Raising Flour, 6 lb. packages, doz. | 5 80 |
| Do., 3 lbs. | 2 95 |
| Superb Self-Raising Flour, 6 lb. | 5 60 |
| Do., 3 lb. | 2 85 |
| Crescent Self-Raising Flour, 6 lb. | 5 70 |
| Do., 3 lb. | 2 90 |
| Perfection rolled oats (50 oz.) | 3 00 |
| Brodie's Self-Raising Pancake Flour, 1½ lb. pack., doz. | 1 50 |

BLACKWOODS' BAKING POWDER

| | Per doz. |
|---|---|
| 8-oz. tins, 4 doz. to case | $ 1 50 |
| 12-oz. tins, 4 doz. to case | 2 25 |
| 16-oz. tins, 4 doz. to case | 2 50 |
| Qt. Sealers, 1 doz. to case | 5 00 |
| 3-lb. tins, 1 doz. to case | 6 50 |
| 5-lb. tins, 1 doz. to case | 10 50 |

CORDIALS

| | |
|---|---|
| Black Cherry | St. Julien Claret |
| Mondego Port | Grape Vine |
| Hot Todd | Ginger Wine |
| Sloe Gin | Creme de Menthe |

Packed 1 doz. qts. to case.
Per case ..... $4 50
Bulk, per gallon ..... 1 85

LIQUEURS

| | |
|---|---|
| H. T. Special | Ginger |
| Creme deMenthe | Black Cherry |
| Hot Todd | Port |
| Grape | Claret |
| Sloe Gin | Trench Rum |

Packed 1 doz. qts. to cs. Per cs.. $6 85
Bulk, per gallon ..... 2 85

CONCENTRATED FRUIT CIDERS

| | |
|---|---|
| Orange | Cherry |
| Peach | Loganberry |
| Lemon | Strawberry |
| Grape | Raspberry |
| Blackberry | |

Per doz.
Packed 24, 2½-lb. tins to case. $7 20
Apple, pkd. 24, 2½-lb. tins to cs.. 7 40

EXTRACTS

Blackwoods' Government Standard. All flavors. Per doz.—

| 2-oz. | 2½-oz. | 4-oz. | 8-oz. | 16-oz. |
|---|---|---|---|---|
| $1 75 | 2 00 | 3 25 | 5 75 | 11 25 |

Heather Brand. Fifty per cent. over Government Standard. Per doz.—

| 2-oz. | 2½-oz. | 4-oz. | 8-oz. | 16-oz. |
|---|---|---|---|---|
| $2 25 | 2 60 | 4 25 | 7 50 | 14 00 |

OYSTER COCKTAILS Per doz

| | |
|---|---|
| Pimento Stuffed, 24, 8 oz. to cs. | 3 00 |
| Packed 5-doz. 4-oz. bottles to cs. | $3 85 |

OLIVES Per doz

| | |
|---|---|
| Queens, packed 24, 8 oz. to cs. | $2 20 |
| Queens, packed 24, 16 oz. to cs. | 3 85 |
| Pimento Stuffed, 24, 16 oz. to cs. | 4 50 |

BLACKWOODS' DE LUXE PICKLES

| Ozs. | 10 | 16 | 18 | 20 | Qts |
|---|---|---|---|---|---|
| Sr. Mix. | 2.25 | 3.15 | 3.35 | 3.75 | 4.65 |
| Chow | 2.35 | 3.25 | 3.40 | 3.85 | 4.90 |
| Onions | 3.45 | .... | .... | .... | .... |
| Gherkins | 3.50 | .... | .... | .... | .... |
| Sw. Mix. | 2.50 | 3.35 | 3.60 | 4.00 | 5.15 |
| Sw. Onions | 3.75 | .... | .... | .... | .. |
| Sw. Gherkin | 3.75 | .... | .... | .... | .... |

F.o.b. jobbing points add the following freight per dozen:—
10 oz., 10c; 16 oz., 15c; 18 oz. 20c; 20 oz., 25c; qts., 30c.

PICKLES IN TINS Per doz.

| | |
|---|---|
| Sr. Mix, 2½-lb. tins | $3 25 |
| Chow, 2½-lb. tins | 3 40 |
| Sw. Mix, 2½-lb. tins | 3 50 |
| Sr. Gherkin, 2½-lb. tins | 4 25 |
| Sw. Gherkin, 2½-lb. tins | 4 50 |
| Dills, 2½-lb. tins | 2 50 |
| Kraut, 2½-lb. tins | 1 90 |

PICKLES IN BULK
Spring Top Gallon Jars

| | |
|---|---|
| Sr. Mix | $1 15 |
| Chow | 1 25 |
| Sw. Mix | 1 40 |
| Dills | 1 10 |

| Pails | 1 gal. | 3 gal. | 5 gal. |
|---|---|---|---|
| Sr. Mix | $1 40 | $3 00 | $4 60 |
| Chow | 1 45 | 3 25 | 4 90 |
| Sw. Mix | 1 70 | 4 25 | 6 50 |

RELISHES Per doz.

| | |
|---|---|
| Horse Radish, 10-oz. bottle | $2 40 |
| English Picalilli, 8-oz. | 2 25 |

RASPBERRY VINEGAR, HEAVY SYRUP Per doz.

| | |
|---|---|
| Packed 1 doz. Qts. to case | $5 50 |
| Packed 2 doz. Pts. to case | 3 25 |
| Packed in bbls., 6 doz. Qts. | 5 25 |
| Packed in bbls., 10 doz. Pts. | 3 00 |

BRAMBLE BRAND RASPBERRY VINEGAR Per doz.

| | |
|---|---|
| Packed 1 doz. Qts. to case | $4 00 |
| Packed 2 doz. Pts. to case | 2 50 |
| Packed in bbls. 6 doz. Qts. | 3 25 |
| Packed in bbls., 10 doz. Pts. | 2 25 |

SAUCES Per doz.

| | |
|---|---|
| Gravy Sauce, ½-pt. bottles | $2 50 |
| B.B. Sauce, ½-pt. bottles | 2 25 |
| Worcester, ½-pt. bottles | 1 40 |
| Worcester, pt. bottles | 2 00 |
| Mustard, 4-oz. bottles | 0 95 |

TOMATO BOUILLON
Packed 1 doz. qts. to cs. Case. $12 00

VINEGAR

BLACKWOODS' NO. 1 BROWN AND WHITE SPIRIT VINEGAR Per doz.

| | |
|---|---|
| Packed 2 doz. Qts. to case | $2 25 |
| Packed 2 doz. Pts. to case | 1 50 |
| 50 O.P. Spirit, per gallon | $0 52 |
| Proof Spirit, per gallon | 0 37 |
| Spirit, per gallon | 0 28½ |
| Cider, per gallon | 0 45 |
| Artificial Proof, per gallon | 0 28 |
| Artificial, per gallon | 0 22 |

BULK

ARTIFICIAL HONEY
Packed 2 doz., 8-oz., per doz. $2 50

When Writing to Advertisers
Kindly Mention this Paper

*Order from your Jobber*

**STAR" BRAND**

**COTTON**
**CLOTHES LINES,**
**ROPE AND**
**WRAPPING TWINES**

*Manufactured in Canada*

# Winter Bananas

## Our Specialty

**Absolutely the best fruit you can obtain. Special packing during cold weather. Let us have a standing order for what you require.**

Golden Orange Brand Navels

Florida Grape Fruit—Bright, heavy packing

Western Box Apples—All Best Winter Varieties

Frozen and Smoked Fish

Oysters

Potatoes, Carrots, Beets, Parsnips, Turnips, Cabbage, Onions

*The House of Quality*

## Hugh Walker & Son

**Limited**

**Guelph** Established 1861 **Ontario**

FRESH

# Florida Tomatoes

**Our First Car from Florida has arrived. Others will begin to come along regularly**

Quality and Pack First-Class

**Pet Brand**

## Sunkist Navel Oranges

## Stripes Brand Grape Fruit

## Winesap Apples

## Malaga Grapes

**Headquarters for Good Jumbo Peanuts**

## WHITE & CO., Limited

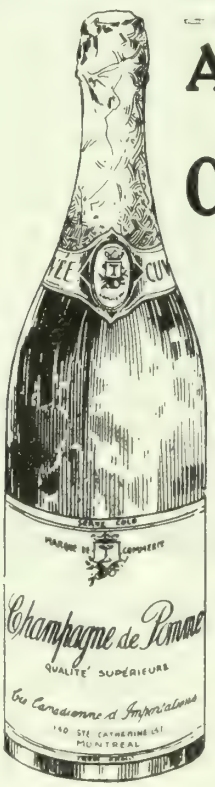
**TORONTO**

**Wholesalers to the Discriminating Trade**

# Parchment Butter Wraps

## WALTER WOODS & CO.

**Hamilton and Winnipeg**




# A New Drink

# Champagne de Pomme

Made from the juice of Canadian apples. A most delicious and refreshing drink.

Put up in pints, bottles or splits.

Every grocery store in Canada can sell this delicious beverage.

Packed 2 doz. to the case.

Order from your wholesaler or direct to

## Cie Canadien Importations

**140 St. Catherine St. E., Montreal**

# WANT MORE PEANUT BUTTER

Superior quality and excellent profits, combined with an advertising campaign that is daily reaching over two million probable purchasers, are three reasons why wise grocers everywhere throughout Canada are selling Wantmore Peanut Butter.

In the world of peanut butter there is none better. Made only from carefully roasted peanuts by a process that preserves all the delicious flavor, Wantmore Peanut Butter is truly

It's easy to prepare a nourishing, strengthening, wholesome lunch for boy or girl or man or woman with

**Wantmore**
PEANUT BUTTER

Here you have the old time Peanut Butter vastly improved. Every can contains quantity, quality and economy. You'll like "Wantmore" better every time you use it.

*Your Dealer has it and also "Wantmore" Salted Peanuts.*

R. L. FOWLER COMPANY LIMITED
CALGARY SASKATOON REGINA

## "The Finest Spread for Bread"

You can ring up handsome profits if you line up with this big campaign. Keep your stock well displayed, get up an occasional Wantmore Peanut Butter window display and use one of our free electros (similar to the above) in your local advertising. We'll gladly send you them at once.


# INDEX TO ADVERTISERS


A

Abbey Salt Co. ..... 22
Acadia Sugar Refinery ..... 56
Aron & Co., Inc., J. ..... 3

B

Bain & Co., Donald H. ..... 12
Baird Ltd., Alex. ..... 12
Baker & Co., Ltd., Walter..... 63
Baker & Reid ..... 14
Blackwoods Ltd. ..... 51
Borden Milk Co. ..... 1
Bowron Bros. ..... 4
Braid & Co., Wm. ..... 55
British Columbia Hop Co..... 10
Brodie & Harvie ..... 50
Buffalo Specialty Co..... 5

C

California Asociated Raisin Co. 7
Canadian Fish & Cold Storage. 10
Canada Nut Co. ..... 11
Canadian Importations ..... 61
Clark Ltd., W. ..... 2
Clayoquot Sound Canning Co... 11
Climax Baler ..... 63
Cockburn Co., F. D. ..... 14
Columbia Macaroni Co. ..... 11
Connors Bros. ..... 49
Cosgraves Pure Malt Vinegar.. 56
Cowan Co.....Inside front cover
Cruikshank & Guild ..... 15

D

Davies Co., Wm. ..... 47
Dayton Scale Co.....Back cover
Dodwell & Co. ..... 9
Dominion Sales Co. ..... 16
Dominion Salt Co. ..... 54

E

Eckardt & Co., H. P. ..... 59
Edgett Ltd., E. ..... 11
El Roi-Tan ..... 14
Escott Co., Ltd., W. H. ..... 15
Estabrooks, T. H. ..... 21
Eureka Refrigerator Co..... 7

F

Fidelity Collection Agency ..... 63
Fowler & Company, Ltd., R. L. 62
Freeman Co., W. A. ..... 48
Furnivall-New Ltd. ..... 57

G

Gaetz & Co. ..... 16
Gauvreau, Paul F. ..... 16
Grant Co., C. H. ..... 12
Gray & Co., John ..... 6

H

Hadley, Claude ..... 7
Hall Co., Harry ..... 10
Hargraves, Ltd. ..... 15
Hatton Co., D. ..... 53
Hay, A. H. M..... 16
Henderson Brokerage, B. M.... 14
Heinz Co. ..... 50
Hillock & Co., John ..... 48
Howe, McIntyre & Co. ..... 16
Huntley & Palmers, Ltd..... 6

I

Imperial Grain & Milling Co... 10

J

Joyce, S. H. ..... 16

K

Keatings Ltd. ..... 60
Kkovah Co. ..... 19

L

Lambe, W. G. A. ..... 15
Lanka Tea ..... 55
Lauder Co., Chas. ..... 11
Lemon Bros. ..... 56
Levant American Mercantile Co. 16
Loggie, Sons & Co. ..... 15
Lund & Co., Peter ..... 11

M

McDavid & Co. ..... 16
McLay Brokerage Co. ..... 12
Macdonald Regd., W. C..Front cover
Mackenzie, W. L. ..... 12
Maclure & Co., A. M. ..... 12
Maclure & Langley ..... 15
Magor, Son & Co., Ltd..... 22
Manley, F. ..... 12
Mann & Co., C. A. ..... 63
Marsh Grape Juice Co. ..... 54
Maritime Fish Corp. ..... 58
Marshall, H. D. ..... 15
Mathieu & Co., J. L. ..... 17
Mickle, George T. ..... 63
Moore & Co., R. M..... 63
Morris Co., C. ..... 15
Morris & Co. ..... 50
Mount Royal Milling Co..... 50

N

Nagle Mercantile Agency ..... 63
National Biscuit Co. ..... 9
Nelson, C. T. ..... 11
Norcanners, Ltd. ..... 9
Northwest Trading Co. ..... 11

O

Oakeys & Sons, Ltd., John ... 16
Olivier & Co., G. F..... 63

P

Pacific Cartage Co. ..... 14
Parke & Parke Ltd. ..... 63
Pastene, P. ..... 16
Patrick & Co., W. G..... 15
Pennock & Co., Ltd., H. P..... 13
Perry & Co., H. L. ..... 13

R

Red Rose Tea ..... 21
Richardson & Green ..... 2
Rock City Tobacco Co..... 52
Rose & Laflamme ..... 16
Royal Fish Co. ..... 7

S

Salada Tea Co. ..... 19
Sarnia Paper Box Co. ..... 63
Saskatchewan General Investment Co.. ..... 17
Scott-Bathgate Co., Ltd. ..... 14
Sibbald & Son, T. M. ..... 15
Silcocks & Drew ..... 16
Sloan & Co., John ..... 60
Smith & Proctor ..... 50
So-Clean, Ltd. ..... 64
Solman, C. M. ..... 16
St. Lawrence Flour Mills Co...
Inside back cover
Star Brand Cotton ..... 60
Stevens-Hepner Co. ..... 17

T

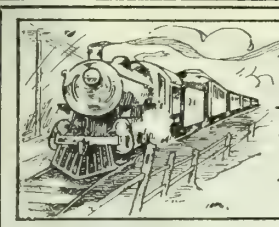
Thompson & Co., J. C..... 16
Toronto Salt Works ..... 63
Toronto Pottery Works ..... 63
Trent Mfg. Co. ..... 63

V

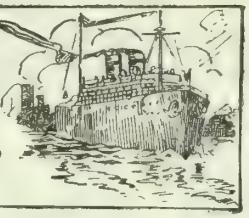
Vlit Mfg. Co. ..... 52

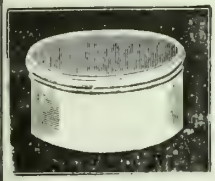
W

Wagstaffe Ltd. ..... 18
Walker & Son, Hugh ..... 61
Wallace Fisheries, Ltd. ..... 9
Watson & Truesdale ..... 13
Watson Bros. Fishing..... 7
Western Canada Flour Mills Co., Ltd. ..... 58
Western Transfer & Storage, Ltd. ..... 14
White & Co. ..... 61
White Cottell's ..... 63
White Swan Spices & Cereals Co. ..... 6
Whittall Can Co., A. R..... 53
Williams Storage Co. ..... 13
Wiley, Frank H. ..... 13
Windsor & Co., J. W..... 21
Woods & Co., Walter ..... 61



# BUYERS' MARKET GUIDE
## Latest Editorial Market News





### STONEWARE JARS

Place order for crocks before the season opens. They are going to be hard to get later.
Our Catalogue shows complete line of Butter Jars, Meat Tubs, Jugs, Churns, etc.

**The Toronto Pottery Co.**
Limited
Dominion Bank Bldg.
Toronto, Canada

---

We are now located in our new and more spacious warehouse at

**60-62 JARVIS ST.**

**TORONTO SALT WORKS**

GEO. J. CLIFF

---

### WHITE-COTTELL'S
*Best English Malt Vinegar*

### QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agent:

W. Y. COLCLOUGH, 592 Kingswood Road
Beach 2170 Toronto

J. E. TURTON, Board of Trade Building, Montreal

OPPENHEIMER BROS., LTD.
Vancouver, B.C.

BAIRD & CO., Merchants, St. Johns

---

Order from your jobber to-day.

### "SOCLEAN"

the dustless sweeping compound

**SOCLEAN, LIMITED**

Manufacturers TORONTO, Ontario

---

### Olivier's Cream Toffee

*5 cent* bars

**O.K.—Almond—Cocoanut**
The finest made

*Brokers*

Man. & Sask. - Watson & Truesdale
Calgary - Clarke Brokerage
B.C. - Robt. Gillespie & Co., Vancouver

**G. F. OLIVIER (the toffee man)**
MEDICINE HAT

---

### OUTLOOK FOR TEAS IS FOR HIGHER PRICES

Every indication from primary markets points to higher prices on teas. The greater consumption, coupled with the shortage of spot stocks in every country in the world, also the advance of the rupee, tends toward higher levels. The London market during the previous three weeks has advanced 4 to 8 cents per pound.

---

### CLIMAX PAPER BALERS

ALL STEEL-FIREPROOF
*"Turns Waste into Profit"*
12 SIZES
*Send for Catalogue*
CLIMAX BALER CO.
Hamilton, Ont.

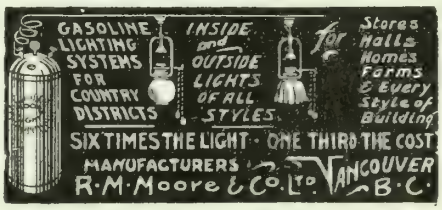
---

## FOR SALE

Selected eggs, creamery butter, fancy dressed poultry. It will pay you to buy your supplies from

**C. A. MANN & CO.**
LONDON, ONT.
Phone 1577

---


GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES
for Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT · ONE THIRD THE COST
MANUFACTURERS
R·M·Moore & Co. Ltd. VANCOUVER B·C·

---

### The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

---

### BEANS

**Handpicked or Screened**

*Ask for quotations*

**Geo. T. Mickle, Ridgetown, Ont.**

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

**The TRENT MFG. CO., LTD.**
TRENTON - - ONTARIO

---

### Fidelity Collection Agency Ltd.

Canadian Bank of Commerce Bldg., Winnipeg

*Collections and Adjustment*

**"We collect anything anywhere"**

References: Can. Bank of Commerce and Molsons Bank

---

These one-inch spaces only $2.20 per insertion if used each issue in the year.

# Wanted

## Classified Advertising

Advertisement sunder this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

### FOR SALE

GROCERY FOR SALE. LARGE FAMILY trade. Stock all new and clean. Sell or rent building. Woodman & McKee, Coaticook, Que.

FOR SALE OR RENT—LARGE BRICK STORE with fixtures, at Conestogo, Waterloo County. General business established sixteen years. H. H. Bowman, 10 Ernest Ave., Toronto, Ont.

FOR SALE—QUARTER HORSE POWER Hobart Electric Coffee Mill. In first-class condition. For further particulars apply Box 44, Canadian Grocer, 153 University Ave., Torotno, Ont.

FOR SALE—ONE OF THE BEST COUNTRY general stores in Welland County. Stock about $10,000, annual turnover about $25,000; right on railway; stock well assorted; one mile and a quarter from Crystal Beach; buildings all in splendid shape. Apply Box 52, Ridgeway, Ont.

GOOD RUBBER TIRE GROCERY WAGON. Back tires used about six weeks. High top; solid, driver sits inside, was painted during last summer; in fine condition. It would cost about $300 to build to-day Price, $125. Apply Box 48, Canadian Grocer, 153 University Ave., Toronto.

FIXTURES FOR SALE.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

### WANTED

WANTED — BY A LIVE WIRE SPECIALTY salesman an attractive side line for the grocers' trade in the Maritime Provinces on commission only. Box 40, Canadian Grocer, 143 University Ave., Toronto, Ont.

WANTED—SITUATION AS CLERK IN GROcery or general store; four years' experience. Can commence at once. OR WOULD BUY small business if right location. Apply Box 30, Canadian Grocer, 153 University Ave., Toronto.

IS THIS YOUR YOUNG MAN?

SEVEN YEARS WHOLESALE AND RETAIL experience. High school and business college education. Practical knowledge of modern salesmanship and office routine. A hustler and thorough worker. Familiar with trade conditions. Open for immediate employment. Box 32, Canadian Grocer, 143 University Ave., Toronto.

WANTED—POSITION IN GROCERY OR GENeral store in some town in Manitoba or Saskatchewan. Have twelve years' experience; capable of taking charge. Best of references. 32 years old and married. Box 149, Woodstock, N.B.


## Baker's Cocoa and Chocolate

REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

*MADE IN CANADA*

**WALTER BAKER & CO. Limited**
**Montreal, Can. Dorchester, Mass.**
**Established 1780**


### AGENCIES WANTED

MONTREAL IMPORTER VISITING ENGLAND in spring is open to act as buying or selling agent for Canadian manufacturers. Strong connection on candies and grocery lines in England. Can undertake care of exhibits at Canadian Exhibition in London. D. F., Canadian Grocer, Southam Bldg., Montreal.

MANUFACTURERS' AGENTS, MONTREAL, are looking for agencies in connection with grocery and candy trade. 250 open accounts in Montreal. A.B.C. Canadian Grocer, Southam Bldg., Montreal.

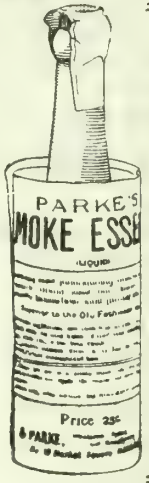
COMMISSION AGENT CALLING ON THE mining and lumbering business in the Cobalt and Porcupine District wants a few good lines. Box 131, Canadian Grocer, 153 University Ave., Toronto, Ont.

TO MANUFACTURERS—COMMERCIAL TRAveller, Canadian, with experience in selling packers' products and groceries, is taking up residence in England May first and would like to handle a few good Canadian lines in that country Personal interview can be arranged. Apply Box 36, Canadian Grocer, 153 University Ave., Toronto


## AGENCY WANTED

To handle ready-made shirts and overalls on the Gaspe Coast. A1 connections with all customers. Apply Box 42, care of Canadian Grocer, 143 University Ave., Toronto, Ont.






## Parke's Smoke Essence

will smoke and cure meat better than the old smoke house method. It is easy to use—just apply with a brush Keeps the meat tender, because the moisture is retained

**RETAILS 35c AND 75c.**

35c size enough for about 100 lbs. is packed in compartment corrugated cases, 36 bottles in each. Price $8.40 per case.

75c size, enough for about 300 lbs., is $6.00 per dozen.

**Parke & Parke Limited**
MACNAB ST. AND MARKET SQ.
**Hamilton, Ontario**


The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.


## COLLECTIONS

By a competent organization which is wideawake to the necessity of having these leakages stopped.

We can handle this proposition in a proper business like manner and guarantee satisfaction to all concerned.

**Nagle Mercantile Agency**
**Laprairie (Montreal) Que**

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

# YOU WILL BE SURPRISED

when you see how easily you can make the finest pastry, cakes, pies, biscuits, etc., by using

# REGAL FLOUR

***White and Pure as the Lily***
**THE BEST IN THE WORLD**

It is with this fine, smooth, always uniform flour that are always made those rich, light, wholesome pastries that please the eye and tempt the palate.

*Try it with your favorite recipe and you will not fail to notice how different it is from ordinary flour.*

REGAL FLOUR does not cost more than other brands of good flour. It is on sale everywhere in bags of 7-14-24-49 & 98 lbs. and in 98 and 196 lbs. barrels.

ST. LAWRENCE FLOUR MILLS CO., Limited
MONTREAL.

# Regal Flour

## *EVERY NEWSPAPER OF THE PROVINCE OF QUEBEC*

publishes, this week, the advertisement reproduced above in favor of our

## REGAL FLOUR

***White and Pure as the Lily***

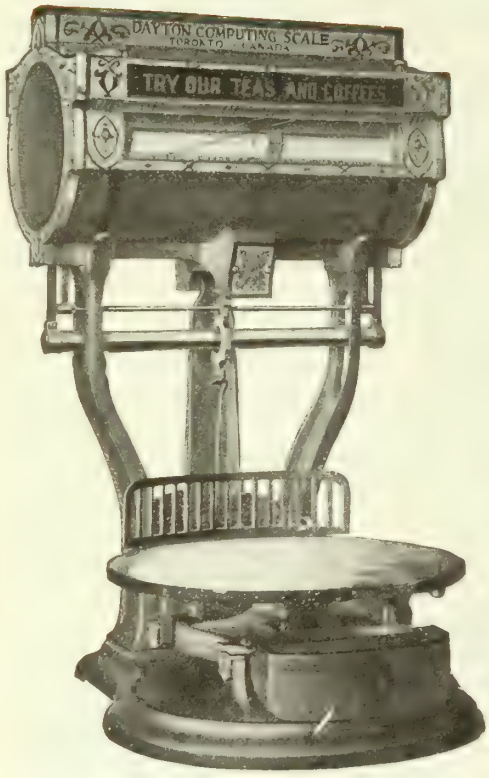
the best flour for cakes and pastry. Highly recommended for its high quality, it will please your customers. How is your stock?

We shall be pleased to fill your orders promptly.

**Sold everywhere in 7, 14, 24, 49 and 98 lb. bags and in 98 and 196-lb. barrels.**

## St. Lawrence Flour Mills Co., Limited, Montreal

# Measure up




The path to success in business—even in a grocery business—is the path of common-sense.

And profits don't just "happen!" Even though the dollars come rolling over your counters, don't hand back more than you should in return. Take into your business as a silent partner a Dayton Computing Scale to measure up every ounce of all you sell. It's the ounces and fractions that count.

The "Dayton" is the silent partner to be sure, but none the less a loyal and worthy friend.

Ready and willing from early morning on through the rush time where mistakes would crop up if weights were measured by human eyes and prices figured by the human brain, on into the late evening, tireless, keen, alert, accurate, honest. The "Dayton" never fails to Measure Up.

We have an illustrated catalogue that will help you pick your partner, waiting for your address. Write for it to-day.

## Dayton Computing Scales

Royce and Campell Ave.
Toronto

FRANK E. MUTTON
Vice-Pres. and Gen. Mgr.

Offices in all
Principal Cities

DIVISION INTERNATIONAL BUSINESS MACHINES CO., LTD.
Also makers of International Time Recorders and Hollerith Electric Tabulators

# CANADIAN GROCER

Member of the Associated Business Papers---Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE: TORONTO, FEBRUARY 20, 1920 No 8



# Welch's

## Quality Fruit Jams

*Other Welch Quality pure fruit products*

Fruitlade
*(Grape-Raspberry and other combinations with grape)*

Peachlade Plumlade Cherrilade

*All packed in 15 oz. glass jars.*

TASTE any or all of the Welch Quality Jams and you will not hesitate to stock them. And you will have no trouble in selling them.

Grapelade has already found great favor in the fruit jam field, it is so smooth and has the true, fresh fruit flavor. Other Welch jams have the same real richness and quality. All are pure, fresh and smooth. All are packed and sold attractively and cleanly.

Base your jam business on this money-making line. Everybody everywhere is hearing about Welch Quality products through one of the largest advertising campaigns ever.

Stock the entire line of Welch Quality jams now. Order from your wholesaler. At the same time write us for window trims and counter displays and other advertising helps specially prepared for dealers.

## *The* Welch Co., Limited, St. Catharines, Ontario



Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of report will be sent on request to anyone interested

# The "Why" of O-CEDAR SUPERIORITY

The O-Cedar Polish Mop is known the world over as the standard Mop. By it all similar products are measured and judged.

Its success is due chiefly to the "chemical" with which it is treated—O-Cedar Polish.

Containing no substance that might be injurious to the finest of woods, free from quick dryers, acids, gums and greases, O-Cedar Polish may be used on any surface with perfect confidence.

The O-Cedar Polish Mop is made of steel, and so constructed that perfect "centre pressure" is obtained by the user. The Mop proper is securely fastened to the steel plate, with all parts firmly riveted. This is the Mop that thousands of careful Canadian housewives have selected; they use it not only on varnished hardwood floors, but also on painted, stained and oiled soft woods, as well as on oilcloth and linoleum.

Every O-Cedar Polish Mop sold makes another satisfied customer—one more woman who can be relied on to purchase O-Cedar Polish steadily thereafter.

**SPECIAL NOTICE**

Due to the ever advancing cost of materials we have found it necessary to charge the consumer 25c extra for the O-Cedar Mop handle, which has formerly been given free with the purchase of a Mop.

Beginning February 1st, 1920, all orders for O-Cedar Polish Mops will be subject to an extra charge for Mop Handles, the charge being made of twenty-five cents (25c), less such discounts as those worthy may be entitled to.

CHANNEL
CHEMICAL COMPANY
LIMITED
TORONTO

# O-Cedar Polish


CANADIAN GROCER, published every Friday. Yearly subscription price, $3.00. Entered as second-class matter at Post Office Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

# Borden's

# The "buy-word" for quality milk products

For over 63 years Borden Milk Products have held leadership — a well-known supremacy that insures greater turnover and 100% customer and dealer satisfaction.

Borden tremendous national magazine and local newspaper advertising is speeding up sales. More women are beginning to use Borden's Evaporated and Condensed Milk. Others are beginning to use it more freely. Cash in on this Borden combination of quality and ready-made demand by featuring these standard staples.

SIX CANADIAN FACTORIES

## The Borden CO., LIMITED

**Leaders of Quality**

**MONTREAL** **VANCOUVER**

# UPTON'S PURE ORANGE MARMALADE

A DESIRABLE BREAKFAST DISH WHEN SERVED WITH TOAST AND COFFEE
ALSO UNEXCELLED FOR MAKING PIES AND CAKES

## Upton Advertising Helps You to Sell More Marmalade

It will pay you to co-operate with the advertising of Upton's Marmalades and Jams. Upton advertisements in newspapers and magazines are read by families in your own neighborhood.

A display of Upton's Marmalades and Jams will help you take advantage of the advertising—help you sell more marmalade—more jam. Tell your customers about Upton's. You will be sure of repeat orders—Upton Quality ensures satisfaction.

Be prepared for the demand—keep a generous supply on hand.

## The T. Upton Company, Limited

**Hamilton - - Canada**

*Selling Agents:*

S. H. Moore & Company, Toronto, Ont.
Gaetz & Company, Halifax, N. S.
Schofield & Beer, St. John, N. B.
P. H. Cowan & Co., St. Johns, Nfld.
Rose & Laflamme, Ltd., Montreal, Que.
Scott Bathgate Co., Ltd., Winnipeg, Man.

Home of J. Aron & Co., Inc., Santos, Brazil

The above is a view of the business home of J. Aron & Co., Inc., at Santos, Brazil. It is located in the heart of the coffee district of the world's greatest coffee port.

This modern building contains every facility for giving green coffee buyers adequate service. It is an important link in our direct Santos-New York-New Orleans service to green coffee buyers.

There all coffees are carefully roasted and tested—in the cup—before shipments are made to roasters. The care with which these tests are made is one of the many reasons why our shipments are so uniform in quality.

*THIS CONSTITUTES ARON'S SUPERSERVICE*

# J. ARON & COMPANY, Inc.
## NEW YORK

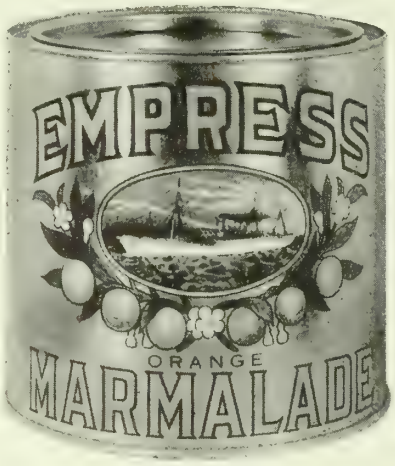
***Canadian Representatives:***

A. T. Cleghorn, Vancouver, B.C.; Nicholson-Rankin, Ltd., Winnipeg, Man.; Alex. F. Tytler, London, Ont.; J. T. Price & Co., Hamilton, Ont.; James Kyd, Ottawa, Ont.; Dastous & Co., Reg., Sherbrooke, Que.; Hughes Trading Co. of Canada, Ltd., Montreal, Que.; Lind Brokerage Co., Ltd., Toronto, Ont.; Henry M. Wylie, Halifax, N.S.; Schofield & Beer, St. John, N.B.: O. N. Mann, Sydney, N.S.

Only the Rich Luscious Juice and the YELLOW part of the Peel are used (with Cane Sugar) in preparing

# EMPRESS Orange MARMALADE

*Now Quoting New Season's Pack*




*Now Quoting New Season's Pack*

MANITOBA
JAMES NOLAN, Rep.
Ross Avenue, Winnipeg

SASKATCHEWAN
H. P. PENNOCK & CO., Ltd., Rep.
Regina

## *Empress Manufacturing Co., Limited*

*Vancouver*

# ORANGES

Fresh cars Florida and California Navels are arriving daily

## LEMONS LEMONS

We can supply your needs with Messinas or California

## GRAPE FRUIT

Frequent arrivals Fancy Florida, quality unsurpassed

## APPLES

B.C. and N. Western Boxes, Nova Scotia and Ontario in barrels
All seasonable varieties

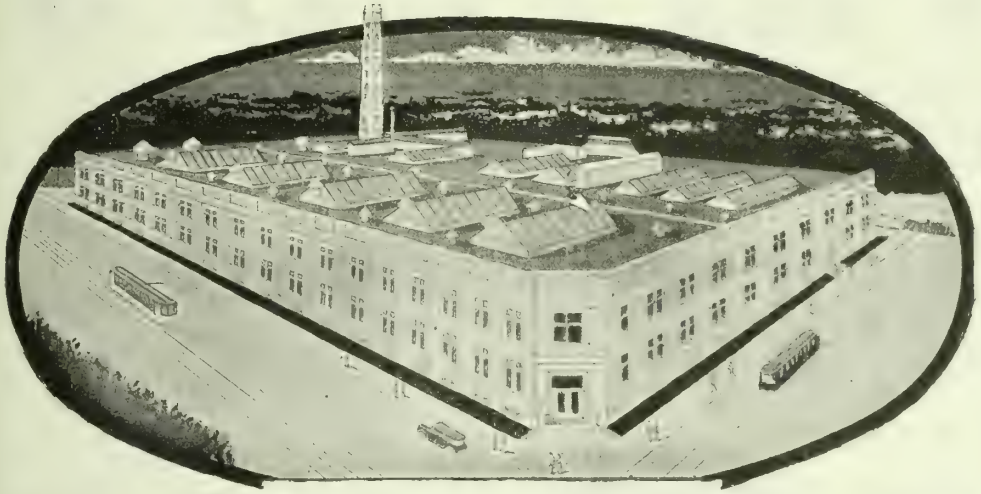
**New Cabbage, Cauliflower, Celery, etc.** **Florida Tomatoes**

**All varieties domestic vegetables**

# PETERS, DUNCAN LIMITED

88 Front St. E., Toronto, Ont. Branches: North Bay, Sudbury, Cobalt, Timmins

# WAGSTAFFE'S



WAGSTAFFE LIMITED
HAMILTON - ONTARIO - CANADA

THE MOST MODERN EQUIPPED PLANT IN CANADA, FOR FRUIT PRESERVING, CANDIED PEEL AND CRYSTALLIZED FRUITS.

New Season's Seville Oranges just arrived

We are now making delivery of our

## New Season's

Celebrated

## Seville Orange Marmalade

All Orange and Sugar, No Camouflage

*Order from Your Wholesale Grocer*

# Wagstaffe Limited

Pure Fruit Preservers

Hamilton - - - - Canada

**Representatives:** H. P. Burton, 513 Dominion Bldg., Vancouver, B.C.; Dominion Brokerage Co., Edmonton, Alta.; Dominion Brokerage Co., Calgary, Alta.; W. H. Escott Co., Ltd., Winnipeg, Man.; W. H. Escott Co., Ltd., Saskatoon, Sask.; W. H. Escott Co., Ltd., Regina, Sask.; W. G. Hinton, 89 Marchmont Rd., Toronto, Ont.; H. G. Smith, 386 Beaconsfield Ave., N.D.G., Montreal, Que.; J. B. W. Smith, 708 Waterloo St., London, Ont.; F. G. Knox, Collingwood, Ont.; W. S. Clawson & Co., St. John, N.B.; H. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton, 7 Duke St., Truro, N.S.; John Rossitor, St. John's, Nfld.

# Furnivall's

## Genuine Seville Orange

# Marmalade

Our new season's shipment of Seville oranges has arrived and we are now ready to make deliveries of our new pack of *Genuine Seville Orange Marmalade* (a delicious blend of the best quality Sevilles and pure cane sugar).

Send in your order now and make sure of prompt deliveries. Your customers will appreciate the wholesome flavor of Furnivall's and the profits will please you immensely.

## FURNIVALL-NEW, Limited

### Hamilton, Canada

AGENTS—The City of Ottawa, Quebec and the Lower Provinces, with the exception of Cape Breton: Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: McLaren Imperial Cheese Co., Ltd., Toronto, Ont. Manitoba: A. D. Norman, Scott Block, Winnipeg, Man. Hamilton: J. T. Price & Co., 35 Mary St., Hamilton, Ont. Cape Breton Island: O. N. Mann, Sydney, N.S. Saskatoon: Gilbert Stroyan, Saskatoon, Sask. Newfoundland: E. J. Godden, St. John's, Newfoundland.

# Shirriff's

# Scotch Brand Marmalade

## The New Season's Pack

We have just received our shipment of this season's Seville Oranges and are now ready to offer dealers prompt deliveries on our genuine Seville Orange Marmalade.

Shirriff's Scotch Marmalade (made from Selected Sevilles and Pure Cane Sugar) is always a popular seller.

It is put up in a great variety of containers--a size for every requirement.

Shirriff's Products hold a reputation for uniform goodness and superior quality. Just tell your customers that you handle Shirriff's lines. You'll be surprised how many of them prefer Shirriff's. Put this reputation to a test by ordering a good supply of the new season's pack today.

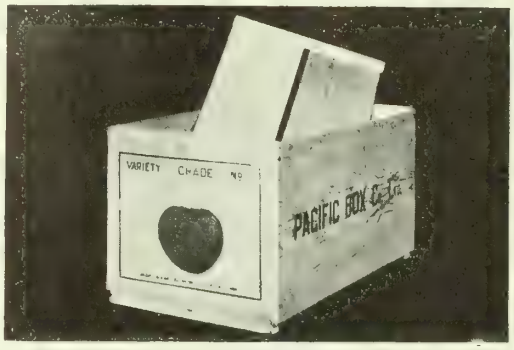
*We have some splendid new show cards which we are prepared to give to all Shirriff dealers*

## Imperial Extract Company

**TORONTO**

**Agents for Canada: H. F. RITCHIE & CO., Limited, Toronto**

# A CREDIT TO YOUR ASSOCIATION




DON'T DETRACT FROM THE APPEARANCE OF YOUR SELECT FRUIT BY PACKING IN A POOR BOX

## BOX SHOOKS

SAWN FROM CLEAN, STRAIGHT-GRAINED STOCK
ENHANCE THE APPEARANCE OF YOUR APPLES

## PACIFIC BOX CO., LTD.

VANCOUVER, CANADA

*The Largest Sale of any Medicine in the World*

# This Free Material Helps You Sell

We make it easy for you to link up your store with our dominating advertising by sending, on request, any or all of the following sales-stimulating material—check off what you want and send to-day:

**BEECHAM'S HELP TO SCHOLARS**
A useful little book that pleases all who go to school.

**BEECHAM'S ALMANAC**
Everybody will thank you for this year-round calendar. Always acceptable.

**BEECHAM'S ORACLES**
They burn up to make pretty pictures. Amuse the kids and grown-ups too.

**BEECHAM'S DECALCOMANIA**
Size 4½ x 7½ inches. A small sign in two colors for door or window.

**BEECHAM'S WINDOW DISPLAYS**
and show cards

# Beecham's Pills

should have your recommendation—they'll satisfy your trade as a safe remedy for Constipation, Indigestion, Sick Headache, Liver and Kidney Troubles—they purify the blood, brighten the eye and clear the complexion. If your stock is low—order to-day!

**Harold F. Ritchie & Co., Inc.**
*Sole Agents*
Toronto - - Ont., Canada

*The Largest Advertised of any Medicine in the World*

# HOPS

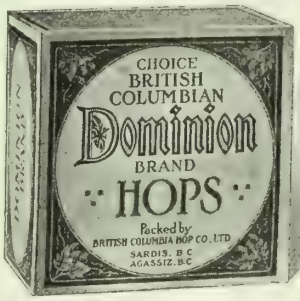
**In Quarter and Half Pound Full and Short Weight Packages**

***BUY DIRECT FROM THE PRODUCER***

**BRITISH COLUMBIA HOP CO., LTD.**

**Ranches located at Sardis, Agassiz, B. C.**

***Head Sales Office:***
**235 Pine Street San Francisco, California.**




**Largest Hop Growers in Canada**

***Write for Prices—Samples***

**AGENTS: For Western Canada**—Donald H. Bain Co., Winnipeg, Man. **Ontario**—Raymond & Raymond, London, Ontario. **Quebec and New Brunswick**—Arthur P. Tippet & Co., Montreal, Quebec. **Newfoundland**—Globe Trading Co., St. John's, Newfoundland. **Nova Scotia**—Chisholm & Co., Ltd., Halifax, N.S.



# EUREKA

NAME REGISTERED
PATENTS 1886—1900—1910—1914—1917

**GROCERS, ATTENTION!**

You want more business; a snappy looking shop that will attract customers, and a real efficient means of preserving your perishable merchandise—articles which you cannot afford to let spoil, in these days of high prices.

And the real answer to all these needs is the Eureka Refrigerator—the best and most reliable refrigerator on the market. It will supply these three essentials in your business, and you cannot afford to wait. We have in stock all styles of grocers' refrigerators, ready for immediate shipment.

Order now and get quick delivery.

Thus you will be prepared to meet the first unexpected warm days of spring without fear of losing your perishable goods.

**Eureka Refrigerator Co., Limited**

**Head Office: OWEN SOUND**

**Branches: Toronto, Hamilton, Montreal**



# The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

## Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

***Your jobber can supply you.***

**NORCANNERS, LIMITED**
**STAVANGER, NORWAY**

**American Headquarters:**
**105 Hudson Street, New York**

**Canadian Agents:**
**C. B. Hart Reg. Montreal** — **A. S. May & Co. Toronto** — **Donald H. Bain Co. Winnipeg**



# From
*the waters of*
# Norway

are now arriving
fresh shipments
of

# King Oscar
**Brand**
# Sardines

Those well-known and much-desired Norwegian Sardines, packed only from selected fish in purest Olive Oil. The supply, however, is very limited.

**Consult your wholesaler.**

**Canadian Agents**

**John W. Bickle & Greening**
**Hamilton Ontario**

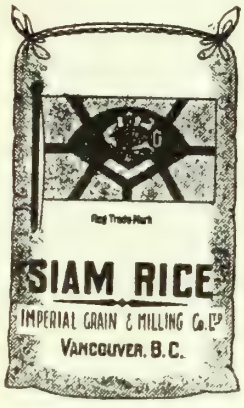
# Bring Them Together!

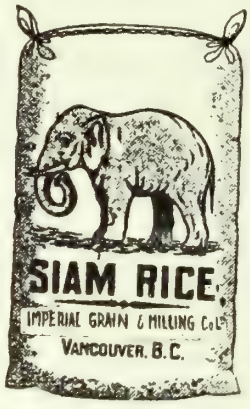
**With Satisfaction and Profit For All**

NATIONAL BISCUIT & CONFECTION CO., LIMITED, VANCOUVER
NATIONAL BISCUIT CO., LIMITED - REGINA

## Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.




We are offering the best value in Rice on the Canadian market to-day.

## DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

**Our agents are:**

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

**Dodwell & Co., Ltd.**

*Importers & Exporters*

VANCOUVER

## *THE PUBLIC LIKES QUAKER*

The little Quaker talks running in the west are creating a new interest in QUAKER BRAND

We need the Grocers' friendly co-operation

**DOMINION CANNERS B.C. LTD.**
Vancouver, B.C.

# FISH

**Fresh - Frozen - Smoked**

***Expressed Daily***

**Directly off the Fishing Boats**
**Iced by Experts**

**B.C.** COD SALMON HALIBUT HERRING SMELT CRAB, Etc.

**ROYAL FISH CO.**
VANCOUVER

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

**BRITISH COLUMBIA**

## Squirrel Brand PEANUT BUTTER

**W. H. Edgett Ltd.**
Vancouver
Canada
**Importers — Exporters**
Car Lot Handlers: Beans, Nuts, Potatoes

**C. T. NELSON**
Grocery Broker and Manufacturers' Agent
105 Hibben-Bone Bldg., Victoria, B.C. In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

**PETER LUND & COMPANY**
Manufacturers' Agents
Can sell, and if required, finance one or two additional staple lines for
**British Columbia Territory**
*Interested manufacturers please communicate.*
505 Metropolitan Bldg., Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C

EVERY MORSEL EDIBLE AND DELICIOUS

## Said the Manager:

"I maintain such standards of cleanliness and quality that I can thoroughly relish any can of

**"ALBATROSS" PILCHARDS**

Clayoquot Sound Canning Co., Ltd.
VICTORIA

**AGENTS:**
**Ontario and Quebec:** Alfred Powis & Son, Hamilton, Ontario
**Manitoba & Sask.:** H. P. Pennock & Co., Ltd., Winnipeg, Man.
**Alberta & British Columbia:** Mason & Hickey
J. L. Beckwith, Victoria, B. C.

## The Secret of Our Success Laid Bare

**By any good Can-opener**

**WALLACE FISHERIES LIMITED**
VANCOUVER

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

**A. M. Maclure & Co.**
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALIES

**THE McLAY BROKERAGE CO.**
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
*Take advantage of our Service*
WINNIPEG MANITOBA

**Richardson Green, Limited**
MANUFACTURERS' AGENTS
Calling upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

**W. L. Mackenzie & Co., Ltd.**
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

**C. H. GRANT CO.**
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

**F. MANLEY**
Manufacturers' Agent
42 Sylvester-Willson Building
WINNIPEG

PLEASE MENTION THIS PAPER
WHEN WRITING ADVERTISERS

Say you saw it in Canadian Grocer, it will identify you.

# Donald H. Bain Co.

## WHOLESALE GROCERY COMMISSION AGENTS

### Herewith are Some Facts on Product Marketing

We have a highly-specialized, keen brained staff of untiring sales promoters. We have your interests at heart, every hour of the day the moment you enlist our services. We have an enviable record of results, with satisfied customers to prove it.

Should you have a product that has not been successfully marketed, we are especially trained to market it in the Western field, in a way that it has never before been marketed—with the paramount of success.

**Get in touch with us.**

## Head Office: WINNIPEG

**Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER**
ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY


**FRANK H. WILEY**
Mfrs. Agent and Importer
Groceries and Chemicals
Headquarters for Feed Molasses
**533-537 Henry Ave., Winnipeg**

**MANITOBA**
**SASKATCHEWAN**

*Wholesale Grocery Commission Brokers*

**ALBERTA**
**WESTERN ONTARIO**

## H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

*We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.*

## The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for SERVICE.

**Williams Storage Co.**
WINNIPEG
and
Winnipeg Warehousing Co.

## Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

**Wholesale Grocery Brokers and Manufacturers' Agents**

TRACKAGE
STORAGE
DISTRI-
BUTION

"Always On The Job"

## The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

**STORAGE** **DISTRIBUTING** **FORWARDING**

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

**WESTERN CANADA**

## SCOTT-BATHGATE CO., LTD.

**Service | Reliability | Integrity**

We have founded our business on these three corner stones—Service, Reliability, Integrity. These are the secret of our success in marketing goods in the West.

If your line does not conflict we can give you the same service.

**Scott-Bathgate Co., Ltd.** Wholesale Grocery Brokers and Manufacturers' Agents **149 Notre Dame Ave. E., Winnipeg**

## F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. Pugsley Dingman & Co., Ltd. John Taylor & Co. and John Bull Mfg. Co.

**ALBERTA**

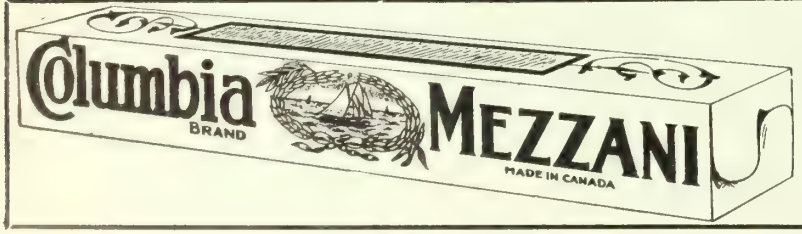
**PACIFIC CARTAGE CO.**
C.P.R. Carters
Office: C.P.R. Freight Sheds CALGARY
*Distribution of Cars a Specialty*
Storage and Forwarding Prompt Service

**B. M. Henderson Brokerage, Ltd.**
Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

**Calgary Storage & Cartage Co., Limited**
Warehousing and Distributing Our Specialty
Office: 304 11th Ave. East
CALGARY ALTA.

WHEN WRITING TO ADVERTISERS KINDLY MENTION NAME OF THIS PAPER

The Advertisers would like to know where you saw their advertisements—tell them.




**MACARONI**
The pure food that builds Muscle and Bone at small expense
*The Meat of The Wheat*
Manufactured by the
**Columbia Macaroni Co., Limited**
LETHBRIDGE, ALTA.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

**T. M. SIBBALD & SON**
*GROCERY BROKERS*
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

**MACLURE & LANGLEY**
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

**J. K. McLauchlan**
Manufacturers' Agent and Grocery Broker
Biscuits, Confectionery, Jams, Cereals, Grocery and Drug Specialties
45 FRONT ST. EAST, TORONTO

**H. D. MARSHALL**
*Wholesale Grocery Broker*
OTTAWA MONTREAL HALIFAX

**W. G. PATRICK & CO.**
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

**W. G. A. LAMBE & CO.**
TORONTO
Established 1885
SUGARS FRUITS

ESTABLISHED 1899

## We Cover the West

SIX BRANCHES with SERVICE that SATISFIES

We have 20 SCIENTIFIC SPECIALTY SALESMEN

Who are anxious to introduce your lines

W.H. ESCOTT Co. Limited

WINNIPEG, MAN.
Saskatoon, Sask.
Regina, Sask.

Calgary, Alta.
Ft. William, Ont.
Edmonton, Alta.

Wholesale Grocery Brokers and Importers

*Consignments solicited.* *Write or wire us.*

## OCEAN BLUE

In Squares and Bags

Sells just as readily at the corner Grocery as in the big Department Stores—and at the same price.

It is praised by all who use it. No matter what class of trade you cultivate, your customers will be glad to buy OCEAN BLUE.

Order from your Wholesaler.

HARGREAVES (CANADA) Limited.
The Gray Building, 24 and 26 Wellington St. W., Toronto.

Western Agents: For Manitoba, Saskatchewan & Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creeden & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

## EL ROI-TAN PERFECT CIGAR

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

QUEBEC

**ROSE & LAFLAMME**
LIMITED
*Commission Merchants*
*Grocers' Specialties*
MONTREAL TORONTO

**EPPS COCOA**
*From now on*
J. C. Thompson Co. Montreal
F. E. Robson Co. Toronto

**AGENCIES WANTED**
For Food Products, Confectionery, etc. For the Dominion. Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

**PAUL F. GAUVREAU**
Wholesale Broker
Flour, Feeds and Cereals,
84 St. Peter Street, Quebec.
I am buyer of flour, feeds, grains of all kinds, damaged grain, also cereals. Mail samples.

Established 1889
**HOWE, McINTYRE Company**
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL - CANADA

**Manufacturers' Agents**
with an energetic sales force covering all Eastern Canada, selling to wholesalers, want lines of canned goods, jams or any other similar lines on commission basis. Address **Dominion Sales Company**, 412 Birks Bldg., Montreal.

**WANTED**
Agencies for food products for the City of Montreal, best references.
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

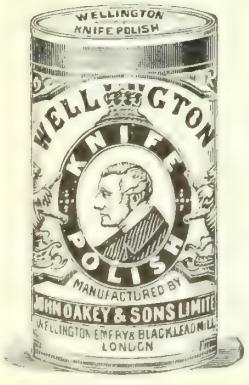
**MANUFACTURERS**
Place your merchandise with a modern up-to-the-minute Agency in 1920.
O. M. SOLMON
MANUFACTURERS' AGENT, IMPORTER, EXPORTER, COMMISSION MERCHANT
Is open to represent several new progressive manufacturers in the New Year.
4492 St. Catherine St. W., Montreal

**AGENCIES WANTED**
For food products, jams and confectionery lines for the Province of Quebec, also for Egypt, Roumania, Bulgaria, Turkey, Greece and Italy. Good connections and best refences. **Levant-American Mercantile Co., Ltd., 408 Power Bldg., 83 Craig W., Montreal.**

**BRITISH GUIANA**
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
*Manufacturers' Representatives*
41 Robb Street, Georgetown, Demerara, British Guiana
*Exporters:* Cocoanuts, Coffee, Rice, Cocoa.

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
**A. H. M. HAY**
*General Produce & Lumbermen's Supplies*
Phone 5311
Residence 6383
98 St. PETER ST. QUEBEC

MARITIME PROVINCES
**GAETZ & CO.**
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.




**OAKEY'S**
**"WELLINGTON" KNIFE POLISH**
The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.
**John Oakey & Sons, Ltd.**
*Manufacturers of*
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1., Eng.
*Agents:*
F. Manley, 42 Sylvester-Willson Bldg., Winnipeg.
Sankey & Manson, 839 Beatty Street, Vancouver.

**TOMATO PASTE**
MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES. Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.
**P. PASTENE & CO., LIMITED**
340 ST. ANTOINE STREET - - - MONTREAL, QUE.

# VLIT

## THE TIME AND LABOR-SAVING FURNITURE POLISH

**V**lit
**L**essens
**I**ndoor
**T**oil

Prevents dry rot and fills hair cracks

Improves all woodwork

**Best and**

Sold only through Wholesalers and Jobbers

R. C. HANNAN, Manager
(Formerly with Thomas J. Lipton)

VLIT
FURNITURE & AUTOMOBILE
POLISH
Velvet Finish Instantaneous,
Lighter Labour, Troubles Over.
VLIT is guaranteed to polish Paints, Varnishes, Enamelware, Pianos, Floors and Furniture. Also Burlap, Linoleum, Fancy Leathers and other things too numerous to mention.
VLIT does not contain one drop of acid which is the great destroyer of furniture.
VLIT prevents mud from adhering to automobiles.
VLIT makes old cars look new.
VLIT licks up dirt and polishes in one movement.
VLIT must make good or we will
Made in Canada
Direction-- Shake bottle, moisten lightly a soft clean cloth, rub briskly four or five movements are sufficient, when a brillant polish is the result DO NOT use a second cloth to polish.
The VLIT MFG. CO., Ltd.
MONTREAL

**V**elvet Finish
**L**ighter Labor
**I**nstantaneous
**T**roubles Over

A genuine furniture food

Contains no kerosene nor acids

Non-inflammable

**Goes Farthest**

**Order Today**

THE VLIT MANUFACTURING CO., LTD.
223 McGill St. MONTREAL
Main 4927

# None Better Than
# SIMMS BRUSHES

The superiority of SIMMS over other brushes and brooms is the reward of 54 years of conscientious endeavor to produce a line of brushes and brooms that are perfect in material and construction.

**A guarantee of quality goes with each of our products.**

| | | |
|---|---|---|
| Brooms | | Shoe Brushes |
| Whisk Brooms | | Stove Brushes |
| Paint Brushes | Lather Brushes | Scrubbing Brushes |

Each of the above is a sure and profitable sale for you. Your customer will be satisfied —will receive the best value for his money.

Stock up in our line and get the brush and broom trade of your district.

# T. S. SIMMS & CO., LIMITED

*Makers of Better Brushes and Better Brooms for 54 Years.*

Head Office: ST. JOHN, N.B.

MONTREAL TORONTO LONDON

# THE BISCUITS OF
# HUNTLEY & PALMERS, Limited
## READING AND LONDON

are renowned throughout the whole world as being the finest that are made, and unequalled both for quality and for keeping properties.
Amongst their greatest favourites are the following:—

| | |
|---|---|
| **BREAKFAST** | The most perfect type of unsweetened rusk. |
| **DIGESTIVE** | Made from selected meal. Short eating, highly nourishing and easily digested. |
| **DINNER** | Especially suitable for serving with soup or for use with butter or cheese. |
| **GINGER NUTS** | Unique, delicious and unrivalled. As popular now as in the days of our grandfathers. |
| **NURSERY** | An excellent food for children and invalids. For many years they have had a large and increasing consumption both in England and abroad. |
| **OSBORNE** | Often imitated — never equalled. Slightly sweet. |
| **PETIT BEURRE** | Favourites even when our parents were young. |
| **TEA RUSKS** | Very delicate and much appreciated at Afternoon Tea. |

***Representatives :***

NOVA SCOTIA and PRINCE EDWARD ISLAND
John Tobin & Co.
Matin Street, Halifax, N.S.

NEW BRUNSWICK
Angevine & McLaughlin
P.O. Box 5, St. John, N.B.

QUEBEC
Rose & Laflamme, Ltd.
500 St. Paul Street West, Montreal.

ONTARIO
The MacLaren Imperial Cheese Co., Ltd.
67 Front Street East, Toronto.

MANITOBA, SASKATCHEWAN and ALBERTA
W. Lloyd Lock & Co.
179 Bannatyne Avenue East, Winnipeg

BRITISH COLUMBIA—
MAINLAND
Kelly, Douglas & Co., Ltd.
Water Street, Vancouver, B.C.
VANCOUVER ISLAND
R. P. Rithet & Co., Ltd.
Victoria, B.C.

NEWFOUNDLAND and LABRADOR
P. E. Outerbridge
P.O. Box 1131, St. John's, N.F.

# HUNTLEY & PALMERS, LIMITED
## READING AND LONDON, ENGLAND

THE BEST BREAD
FLEUR de LIS Flour is the baker's favorite. It enables him to make the best household and fancy breads, as well as the most delicious biscuits.
Fleur de Lis Flour
White and Pure as the Lily
Used for bread making, either by hand or with bread machines. It will make better bread and more of it than any other flour.
Quality, Quantity, Profit: this is what you will get by using Fleur de Lis Flour.
FLEUR de LIS FLOUR is sold everywhere in 98 lbs. bags and in barrels of 98 and 196 lbs.
ST. LAWRENCE FLOUR MILLS CO., Limited.
MONTREAL.
FLEUR DE LIS
Fleur de Lis Flour

The above advertisement of **Fleur de Lis Flour** is one of a series that will appear from week to week, in the newspapers of the Province of Quebec. This advertising will create a large demand: is your stock sufficient to meet it?

Fleur de Lis Flour has won its reputation; it makes a superior bread and makes more bread than any other flour.

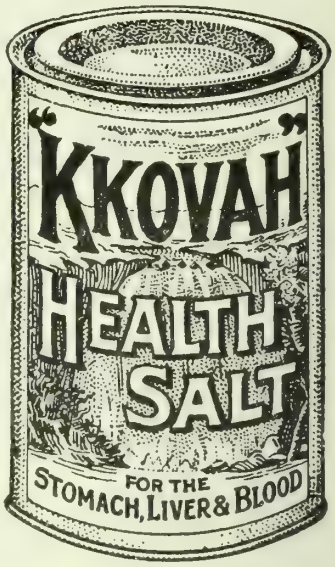
Be ready to meet the demand. We are in a position to fill orders.

On sale everywhere in 98-lb. bags and 98 and 196-lb. barrels.

**St. Lawrence Flour Mills Co. Limited**
MONTREAL

# Public Confidence

in the products you sell spells success for your business and public confidence can only be won by selling goods which strictly adhere to a high standard of quality.




Sole Agents for Canada :

MACLURE & LANGLEY, LIMITED

WINNIPEG : : TORONTO : : MONTREAL

# JAMS
# MARMALADES
# PEELS

## John Gray & Co., Ltd., Glasgow

Established over a Century

Cable : Lamberton, Glasgow.
Codes : A.B.C. 4th and 5th Edition.

# CONFECTIONERY
# MARZIPAN
# CHOCOLATE

*Agents:*

Wm. H. Dunn, Limited, Montreal

Maritime Provinces and Western Canada .

Lind Brokerage Co., Ltd., Toronto

# Hip-o-Lite

MARSHMALLOW CREME

*(Ready-to-use)*

## *Now Made in Canada by Bowron Bros.*

| 1 Gal—160 oz. | 32 oz. | 16 oz. | 1 Pt. | Half Pint. |
|---|---|---|---|---|
| Lacquered can, 4 tins to case. | Screw Top Jar, 1 doz. to case. | Mason Jar Screw Top 1 doz. to case. | Fibre Carton, 1 doz. to case. | Fibre Carton, 4 doz. to case. |
| Wt. 27 lbs. per case | Wt. 18 lbs. per case | Wt. 19 lbs. per case | Wt. 10 lbs. per case | Wt. 20 lbs. per case |
| $19.00 doz. | $5.50 doz. | $3.50 doz. | $2.60 doz. | $1.75 doz. |

ALL SIZES QUOTED ARE IMPERIAL MEASURE

An exquisite Marshmallow of spreadable consistency, light, tender and short. It is used for desserts, cake fillings, frostings, sauces and a hundred and one delicious dishes. Always ready for use—no cooking and the contents of these handy containers will not spoil after opening.

**Hip-O-Lite** offers an excellent profit. Take for instance the 16 oz. size jar (the big family size seller), this costs you 30c and sells for 40c.

A national advertising campaign in leading magazines is daily creating a demand for **Hip-O-Lite**—the delicious Marshmallow Cream that is "different."

On drop shipments of 100 lbs. or over we pay the freight. Send for our free booklets on simplified candy-making, dessert recipes, etc. A post card brings any quantity you wish. Order **Hip-O-Lite** from your wholesaler or send his name to us with your order and we will ship direct.

## BOWRON BROS., Limited

**Hamilton, Canada**

DIRECT SHIPPERS

# Field & Co

(FRUIT MERCHANTS) LTD
40-42 KING WILLIAM STREET,
LONDON, E.C.4. ENGLAND.

Cables: "Loudly, London"
Codes (Private): A.B.C. 4th and 5th Editions
Western Union and Bentleys

**There are plenty of fine fish in the sea, but the best of all Sardines are the**

## OBAYO REAL SARDINES

*The Élite of the Sea*

(Packed in Pure Olive Oil)

STOCK Quality, Mr. Grocer, for successful business. The **Obayo Real Sardines** are of top-grade quality because **only** the finest selected sardines find their way into Obayo tins labelled gold and blue. Thus we are able to guarantee each tin to be of regular first-class quality. Moreover, the fish are packed in pure olive oil. Your enterprise requires big business in all your lines. Be quite certain of this:

**Obayo Real Sardines**

will bring

BIGGER AND BIGGER
REDOUBLED AND REDOUBLED
SARDINE BUSINESS

When next you order Sardines,
ORDER

**Obayo Real Sardines**

*Direct Importers:*
**FIELD & CO. (F.M.), Ltd.,**
40-42, King William St., London, E.C. 4



# An OXO Cube Winter

This winter the sales of Oxo Cubes promise to beat all previous records. Strong and persistent advertising, combined with the fact that the public fully realize the remarkable economy — cheapness—and convenience of these Cubes is increasing the demand by leaps and bounds.

If you have not already done so, get in touch with the sole proprietors and manufacturers — OXO Limited, to-day. See addresses below).

*The Cubes that sell*

**OXO Limited**
Montreal - 356 St. Antoine Street Toronto - 441 King Street West
Winnipeg - 203 Bon Accord Block

# New Business

from the people who pass in and out of your store.

Carnation advertising teaches your customers to use Evaporated Milk, and tells them that you are the Modern Milkman.

You can increase your sales volume and get a share of this new business.

Link your store to this campaign and tell your customers—the readers of Carnation advertisements—that you sell this good milk.

Carnation advertising material is free. Write for one of the following pieces:

Suggestions for Window Trims—Counter Cutout—Counter Stand—Story of Carnation Recipe Book—Carnation Streamers or Hangers.

**Address CARNATION MILK PRODUCTS, CO., LTD.**
**Aylmer, Ontario**

*Remember—your jobber can supply you.*

# Carnation Milk

***From Contented Cows***

*The label is white and red*



# BAGS

AND COTTON LINERS

## The Highest Prices Paid

for Jute Sugar Bags and Cotton Liners—in large or small quantities. Just gather them together to-day before you forget—and send to us.

**Scientific Reclamation of Commercial Waste**

# E-PULLAN



## The Megantic Broom Mfg. Co., Ltd.

***Manufacturers of Brooms and Clothes Pins***

## Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Bovin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.

# Canadian Industries Exhibition
## LONDON, ENGLAND
**June 3rd—17th, 1920**

### Points for Progessive Exporters

1. Have you thought of exhibiting your goods?
2. Are you preparing for the keen competition ahead?
3. "Get in on the top line"—this is the first exhibition.
4. Let your 1920 slogan be: "Slog on"—put more "prod" in your production.

1. We want your goods. We can place them.
2. We have established connections in United Kingdom and nearly every country in the world.
3. We make a specialty of these lines, with experts in charge of each department.

| | |
|---|---|
| CANNED GOODS | DRIED FRUITS |
| BACON | CHEESE |
| LARD | BUTTER |
| CEREALS | SYRUPS |
| SUGAR | HONEY |
| CHEMICALS | GRAIN |

GLUCOSE

We want to represent You. We invite correspondence. Get in touch by next mail. Better still, send us your goods to exhibit and let us be your showmen at this Exhibition. Our stand space is limited, but our capabilities and organization are at your service.

**Write: IMPORT DEPT.** **Cable Address: KEENEST, BRISTOL**

## A. H. PARKER & SONS
PRODUCE BROKERS

**Carlton Chambers, 25 Baldwin Street, BRISTOL, ENGLAND**

BRANCHES: 9 and 10 Fenchurch St., 2 and 3 Philpot Lane, LONDON. Produce Exchange Buildings, 8 Victoria St., LIVERPOOL. Also at GLASGOW, CARDIFF, NEWCASTLE-ON-TYNE and DUBLIN.

# Profit represents Turnover (nothing else)

# Turnover means Sales (actual)

# "SALADA"

Has the Largest Sale of any Tea in Canada

*Q. E. D.*

## "SALADA" TEA COMPANY
OF CANADA, LTD.

*YOU CANNOT IGNORE THESE FACTS*

## Jackson's Camphorated Floor Wax

IS A BETTER ARTICLE FOR LESS MONEY

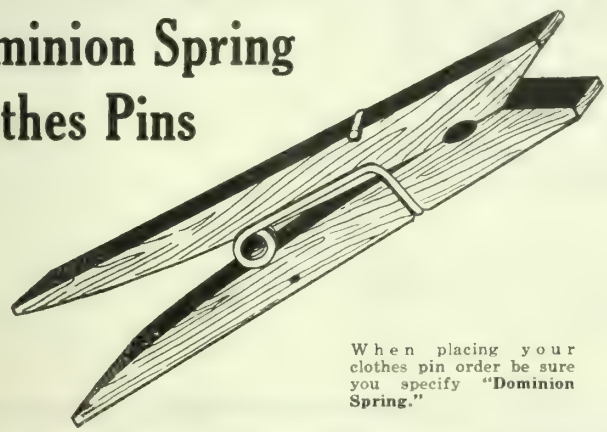
It is the first successful post-war aggressor against high prices.

"WE WANT MORE" is what we hear from hundreds of enthusiastic merchants.

Made by **T. S. Jackson's & Sons, Limited,** London, England

*Sole Agents in Central Canada:* F. MANLEY, 42 Silvester-Willson Bldg., Winnipeg

## Dominion Spring Clothes Pins



When placing your clothes pin order be sure you specify "Dominion Spring."

## There's greater Satisfaction

selling **Dominion Spring Clothes Pins** because they are made stronger and will hold better than any other clothes pin.

Dominion Clothes Pins never split. They will last for years and their profit margin makes selling them a worth-while proposition.

**The J. H. Hanson Co., Ltd.**
**244 St. Paul St. West, Montreal**

## Spend Your Canadian Dollars on Canadian Goods

# CLARK'S SOUPS

Mr. Grocer, will give you as good returns, and your customer as much satisfaction as any imported soups. They are prepared from the very finest ingredients, highly concentrated and nourishing, the package is attractive and the advertising extensive.

*Don't forget the "Other Good Things"*
*on the CLARK list*

*All made in Canada*

Clark's

## W. CLARK, LIMITED, MONTREAL

# COMMON TEA IS VERY DEAR

YOU pay exactly the same freight and duty on a lb. of common tea as you do on a pound of good medium or fine quality tea.

Freights are about four times what they were in 1914 and since the Government put a duty of 7c a lb. on British grown and 10c a lb. on foreign grown tea, common tea is VERY DEAR.

Your customers know RED ROSE TEA "is good tea," the quality can always be depended on—why run unnecessary risks?

## T. H. ESTABROOKS COMPANY, LIMITED

ST. JOHN MONTREAL TORONTO WINNIPEG CALGARY EDMONTON
ST. JOHN'S, NEWFOUNDLAND, AND PORTLAND, MAINE

## Baking Insurance Is Business Insurance!

Egg-O Baking Powder ensures the housewife against the loss of flour, butter and eggs that go to make cakes and biscuits. It may be mixed and placed in the oven without danger of failure. When baking goes wrong the blame is usually brought home to the grocer.

How vital to the welfare of his business that the grocer should stock and advance such a baking powder as

# EGG-O
## Baking Powder

Poor Baking Powder often is the explanation of a multitude of grocery troubles.

Customers: Egg-O Baking Powder forms the key to satisfactory trade and lasting prestige in hundreds of homes.

No other powder is guaranteed with the Egg-O pledge of absolute satisfaction to the consumer. Would any company remain in business for long unless it had the goods that backed up the money-back guarantee? We support our faith in our product with everything we possess.

**THE EGG-O BAKING POWDER CO., Ltd., Hamilton, Canada**

COLMAN'S

KEEN'S

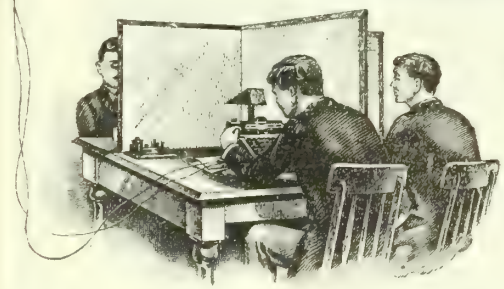
# ALL-BRITISH PRODUCTS

Send for one of these beautiful display cards picturing Colman-Keen products in natural colors. The card is free and is sent charges prepaid. Take advantage of this opportunity of keeping your stock of these quality products always on the move.

## MAGOR, SON and COMPANY, LIMITED

30 CHURCH STREET, TORONTO 191 ST. PAUL ST. W., MONTREAL

## NICHOLSON - RANKIN LTD.



WHOLESALE
GROCERY BROKERS

IMPORTERS
EXPORTERS

"IN TOUCH WITH THE WORLD'S MARKETS"
ALL QUOTATIONS SUBJECT TO CONFIRMATION
TELEPHONE MAIN 6601

OFFICES-707-708 CONFEDERATION LIFE BLDG.
WINNIPEG, CANADA.

CODES
A.B.C. 4TH & 5TH EDITION
ARMSBY'S LATEST
PRIVATE CODES

**If you make good in the selection of your brokers, your brokers will make good for you**

WE DO NOT BUY OR SELL
MERCHANDISE
FOR OUR OWN ACCOUNT

# NICHOLSON-RANKIN LIMITED

WINNIPEG THE SERVICE BROKERS CANADA

# CANADIAN GROCER

Vol. XXXIV. TORONTO, FEBRUARY 20, 1920 No. 8

# Door of Consumers' Association is Banged Shut for Forty Days

## Dominion Board of Commerce Suddenly Puts Its Foot Down on Selling Sugar at $8.50 That Cost Nearly Twice As Much—Evidence Strong Enough to Close Up the Concern Permanently, Says Commissioner Murdock

SUGAR, $8.50 100 lbs., with order, guaranteed saving of one-third on daily necessities, to members only. Send $2 to join. T. Upton, 262 Gerrard Street East. D-TF

The above is a sample of the condensed advertisements that have been appearing in daily newspapers in different cities of Canada for a number of years. The parties who insert these advertisements have been local agents for the now notorious so-called "Consumers' Association," of Windsor, Ont., that last week came under the eye of the Board of Commerce.

This "Association," which existed chiefly for the benefit of one H. V. Martin, styled the "President," was charged by the Board with obtaining money under false pretences and irregular practices in the execution of orders received through the mails.

Among other things, it was alleged that the Consumers' Association was using sugar as a bait to induce purchases of other groceries higher in price than regular quotations, quality considered. The sugar, it was charged, was advertised at a price considerably below wholesale. When an order for sugar came in, the firm filled only a part of it, according to testimony of witnesses for the prosecution, promising to send the balance "with your next order." Mr. Martin declared his firm was doing business legally, and that the action against him is due to activity of what he says is the "grocers' combine."

### THE END NOW EXPECTED

The Consumers' Association now bids fair to pass into the limbo of forgotten things.

Ever since it sprang into being, CANADIAN GROCER has been calling attention to the methods of this concern, and doing its best to have its activities thoroughly investigated.

Time and again in these pages during past years there has been given a very clear statement of the methods of this concern. How it used certain well-known trade-marked lines to find a market for bulk goods of questionable quality at unwarranted prices, selling always group lots.

CANADIAN GROCER has done its best in the past to protect the retailer against the kind of competition that this firm adopted. It has kept a close watch on the activities of Mr. Martin, who heads the Association; has advised numerous merchants how to deal with the arguments of their customers who were misguided by the advertising methods of this concern. It called the attention of the legal department of the former Canada Food Board to the methods, and was, in a good measure, responsible for the temporary ban put upon the Association just prior to the signing of the armistice.

### A Chequered Career

The Consumers' Association has had a very chequered career, its history running back a goodly number of years. During the course of its life, it has appeared under about five different names, but always with the same questionable methods, the same propaganda for getting the people to believe it was serving them in a disinterested and philanthropic fashion. During that time, it has, on more than one occasion, been refused the privileges of the mails, the last occasion being of comparatively recent date. It is to be remembered that the Government of Canada does not, and cannot, refuse the mails to any organization, unless that organization has strayed considerably from the accepted paths of business ethics.

The operators of this concern made their appeal largely to the confidence of the customer. With much trumpeting of the way other merchants were profiteering, with fancy announcements of how differently this "Association" viewed matters, they represented themselves as giving particular thought to the dif-

**BE YOUR OWN BOSS!**

**Work Whole or Spare Time**

**Earn from $25.00 to $50.00 Weekly**

**A large Grocery Corporation, Capital $50,000, wants men everywhere in every city, town or village to act as our BRANCH MANAGER**

All goods sold at Factory prices to the consumer, for example:

Redpath's Best Granulated Sugar, **$8.50** per Cwt.; 5-Pound Pail Pure Kettle Rendered Lard for **$1.00**, Large Cans of Maple Leaf Salmon **25c.**, 5 Bars Sunlight, Comfort, Gold or Surprise Soap for **25c.**, Guaranteed Tea **25c.** per pound, etc., everything at factory prices.

**Write your name and address on the opposite side of this card and mail it to-day for full and free plans**

**The Consumers' Association** **Windsor, Ontario**

A. N. Mack, general merchant, Mill Village, N.S. sent the above card to CANADIAN GROCER on Monday. This is the sort of literature distributed by the Consumers' Association. "Why are the people allowed to send out such advertising?" asks Mr. Mack.

# AN OPPORTUNITY to SAVE YOUR HARD-EARNED DOLLARS

Below are a few items priced as they appear and are sold in the different parts of our members' confidential catalogues.
Our members' catalogues show hundreds of others at a great saving.
We handle everything in the table supply line and not merely a few items.
We also supply Smoked and Salt Meats, Lard and Compound.
We also supply merchandise of all kinds.

COMPARE OUR PRICES WITH THOSE THAT YOU HAVE BEEN PAYING AND SEE IF IT WILL PAY YOU TO JOIN OUR UNION

| | The Old Way | The Union Way |
|---|---|---|
| 100 lbs. Redpath's Best Granulated Sugar $4.00 | 8 cents lb. | 4 cents lb. |
| Christie's, Perrin's McCormick's or Dorr's Soda Biscuits (large 2½-lb. boxes) | 25 cents | 15 cents |
| 8 bars Comfort, Sunlight, Surprise, Taylor's Borax or Lifebuoy Soap | 40 cents | 25 cents |
| Nugget or 2 in 1 Shoe Polish | 10 cents | 5 cents |
| 10 lbs. of Sal or Washing Soda | 20 cents | 8 cents |
| Old Dutch Cleanser | 10 cents | 6 cents |
| 1 lb. of Breakfast Cocoa | 50 cents | 35 cents |
| 1 lb. of Golden Dried Tea (black or green) | 50 cents | 23 cents |
| 1 can Maple Leaf Salmon (large, tall cans) | 20 cents | 15 cents |
| 5 lbs. Selected California Raisins | 75 cents | 40 cents |
| 5 lbs. best Lump Laundry Starch | 40 cents | 23 cents |
| 1 lb. Fresh Roast Coffee (Mocha flavor) | 40 cents | 25 cents |
| 1 lb. Dry Fresh Ground Mustard (double strength) | 40 cents | 20 cents |
| 1 box (3 bars) Cuticle Complexion Soap | 75 cents | 40 cents |
| Clark's Best Spool Cotton | 5 cents | 4 cents |
| 4 Large Cans of Solid Packed Tomatoes | 40 cents | 25 cents |
| 4 Cans of Baby Sweet Corn | 40 cents | 25 cents |
| 4 Cans Early June Peas | 40 cents | 25 cents |
| 1 Large Package of Tillson's Oats (5 pounds) | 25 cents | 20 cents |
| 5 Pounds of Japan Rice(full heads) | 50 cents | 25 cents |

Above are merely a few prices to show the saving our system offers. Thousands of other articles equally low will be found in our catalogues, which we furnish only to those purchasing memberships in the Union.

We often receive requests for catalogues. However, we will not furnish catalogues except to our members, as thousands of dollars are lost through sending catalogues to merely curiosity seekers. With our plan we know where each catalogue goes and are not compelled to add these losses to our prices. Another reason being that we do not care to have our Members' Confidential Prices falling into the hands of those not members of the Union.

This is a sample page from a catalogue of the Consumers' Association. Readers will note this was gotten out some time ago. It illustrates that a few branded lines were being quoted and many others with quality unknown.

ficulties of the consumer, and the alleged advantages of an enormous buying field. They charged $2 membership for the privilege of belonging to the organization.

### A Flat Denial

We have said before, in just as forceful language, that these claims were not true. That this appeal against the retail grocer was wrong. That the statement of the philanthropic attitude of this concern was a misstatement. That the claim of their huge buying organization was false. We have told how the two dollar entrance fee was distributed, $1.60 going to the local representative, usually a dupe of the Association, picked up by glittering advertisements, so that the Association might have the advantage of a local name to encourage their propaganda. Of every membership fee, 40 cents went to the Consumers' Association. That was 40 cents cold profit on the first order, and, as the first order was, at least frequently, the last, it was a substantial profit in itself.

The system was merely to use one or two well-known lines of goods as bait to sell other goods, of unknown quality, at prices that were not low when the quality was considered. Of recent time, owing to the tremendous advance in sugar prices, sugar has been the chief bait. It was offered at prices three, five, six and more dollars below the wholesale price; and of recent date some of those quotations have been below the Cuban price for raw sugar.

But the public did not know this, and did not realize that it was only a blind, and that the other goods that must be bought in combination with this sugar must show an extraordinary profit. They showed this profit because, in some cases, the goods were of doubtful quality, or else the sugar was not always delivered. On a $10 order, it was estimated that there was a net profit of about $1.96, aside from the 40 cents membership fee.

All this CANADIAN GROCER has told before, many, many times. There have been at least a half-dozen prominent articles appeared in these columns during the past two years, and numerous items of less extent, all pointing out the doubtful nature of the operations of this concern, and urging that the matter be made as public as possible. Only by doing so could pressure be brought to bear upon the authorities to have this Association, which was discrediting the retail trade of the country by false arguments, thoroughly investigated.

### Association Comes Under the Ban

During the past week the Consumers' Association has fallen foul of the Board of Commerce. The spectacular price of sugar—$8.50 per cwt.—that has been their chief catch trade, has also been their undoing. The Board of Commerce, charged with the economic distribution of Canada's sugar stocks, knew that the claims of the Consumers' Association must be difficult to believe, and that the encouragement of the purchase of large amounts of sugar at a time when Canada is running behind heavily in production, was a dangerous and unwarranted practice.

### The Board of Commerce Findings

The Consumers' Association was restrained from operation for forty days, and certain mail matter was seized. This mail matter indicated that all that we have said above was more than true. On the statement of Commissioner Murdock, of the Board of Commerce, these letters showed that there was a widespread complaint at the character of the goods sent out. The Commissioner is also authority for the statement that even the offer of sugar was not honestly fulfilled. A few pounds of sugar would be sent forward with the order, with a notice that the balance would be shipped later, but, in many cases at least, was never shipped.

After the full investigation of the affairs of the Company, Commissioner Murdock intimated that, in his opinion, the evidence regarding the methods by which the Consumers' Association conducted its extensive mail order business was sufficient for the Board to make permanent the order already issued restraining the company from operating for forty days. This decision, in all probability, means the disappearance of this business from the commercial life of Canada under any name.

Growing out of this investigation, a police court case is pending in which H. Martin, the proprietor of the Consumers' Association, is charged with obtaining $2 membership fee under false pretences. The case was laid by N. F. Goodyear, of Lindsay, Ont. A plea of not guilty was entered, and Martin was released on $7,500 bail pending the hearing of the case in eight days.

The grocery trade in Canada has waited long for some action to be taken in regard to this concern. Its methods were a contortion of what is considered sound business; but there seemed to be no instrumentality capable of dealing

Continued on page 36

# Advertising Ideas for Retailers

## The Lenten Season is the Time to Increase the Sale of Canned Fish—Window Display and Newspapers the Method

Written by J. L. WYCKOFF

THE grocer, as a rule, usually considers the Lenten season as a quiet one, whereas the business for this particular season can be greatly increased by pushing goods that are specially adapted to that particular season.

A good plan is to take a memo pad and carefully go over your stock, jotting down every line that could be sold in the Lenten season. There are many lines of canned fish that are served in a variety of styles. Some are used cold, others are best heated; and there are still others that make splendid salads. Then again, you may have a new line that a little extra attention and prominence would greatly stimulate the sales. There comes to my memory an instance of just such an occasion when I was keeping shop. A few months previous to Lent we had purchased rather a large shipment of whale meat, thinking that, as the newspapers had been giving the new product quite a lot of publicity, we thought that the opportune time to purchase had arrived, and that sales would naturally follow; but, alas, the goods did not sell very fast in the ordinary way. Some new plan would have to be arranged to sell these goods, otherwise the stock would be a dead one. The Lenten season soon drifted around, and a window was trimmed with whale meat. A card was placed in the display reading: "Prime Whale Steak. It Tastes Like Corn Beef." Also the newspaper advertising was used with such good effect that, in two weeks, we sold five cases, or twenty dozen, and the most valuable feature of the whole campaign was that a ready sale was created afterwards.

There are other lines that can be classed as Lenten goods. There are, for instance, Ready Cooked Spaghetti, Macaroni, Baked Beans, Canned Soup, Canned Vegetables, and many other lines that are wholesome, nourishing foods that readily take the place of meat.

### Window Display Is Attractive

A window trimmed with canned fish—of which there are about twenty-five varieties in the average grocery store—will create an interest from every passer-by, and especially if a small card announcing the name and price is attached to each kind. You will be surprised to note that so few people realize that so many varieties of fish are packed in cans.

The curiosity of the public to try new things is quite natural, and when they see the new lines, and also the old ones—which probably have not been in their homes for some time—on display in your window, and have also been reading about them in your advertisements, the desire to taste them is created.

### HEATED ORANGE GROVES

The fact that mechanical science may and, indeed, must, play a great part in the future of agriculture is beginning to be recognized throughout the world, says the New York "Post." We are stimulating crops by the dispersion of electricity in the soil and in the air about the growing crops; we are saving valuable fruit by systematic spraying and gassing. Probably, however, the most remarkable application of scientific method and apparatus to the preservation of a crop from atmospheric conditions likely to be injurious is represented by the organizations which have been formed in the lemon and orange districts of Southern California.

One organization serves a lemon area for 4,000 acres. The aim is to prevent injury to the crops by frost, the means employed being oil-heating pots, which are practically gigantic oil lamps. A frost may arrive suddenly and attack a particular and often a very limited part, usually, of course, in the early morning, the coldest hour being just before the dawn. In order to give the orchard owners the necessary warning to turn out and light up their heaters a complete system of patrol has been organized; some hundreds of thermometers have been fixed in suitable positions, and 500 telephones installed.

The patrol goes out on motor bicycles or in cars and systematically inspects the thermometers. As soon as the temperature reaches a dangerous point the patrolman who finds it rushes off to the nearest telephone and gives the word.


## Suggestions for the Lenten Season

Many lines of canned fish and other good things that are wholesome, appetizing foods and readily takes the place of meat.

**Chicken Haddie**—'tis delicious with milk and served on toast, per can .....

**Tuna Fish**—tastes like chicken makes a splendid salad. Per can .....

**Whale Steak**—it tastes like nice fresh corn beef at per can..... Lobster, Shrimps, Sardines, Anchovy Paste; and many others that are tasty and appetizing.

**Ready Cooked Spaghetti** for a quick luncheon. Per can .....

**Cream of Tomato Soup**—It's always good at per can.....

**Baked Beans** plain or with Tomato Sauce.

**Marcaroni** makes a nourishing meal, per package.....

**Extra Fine Sifted Peas** equal to the Imported French Peas.

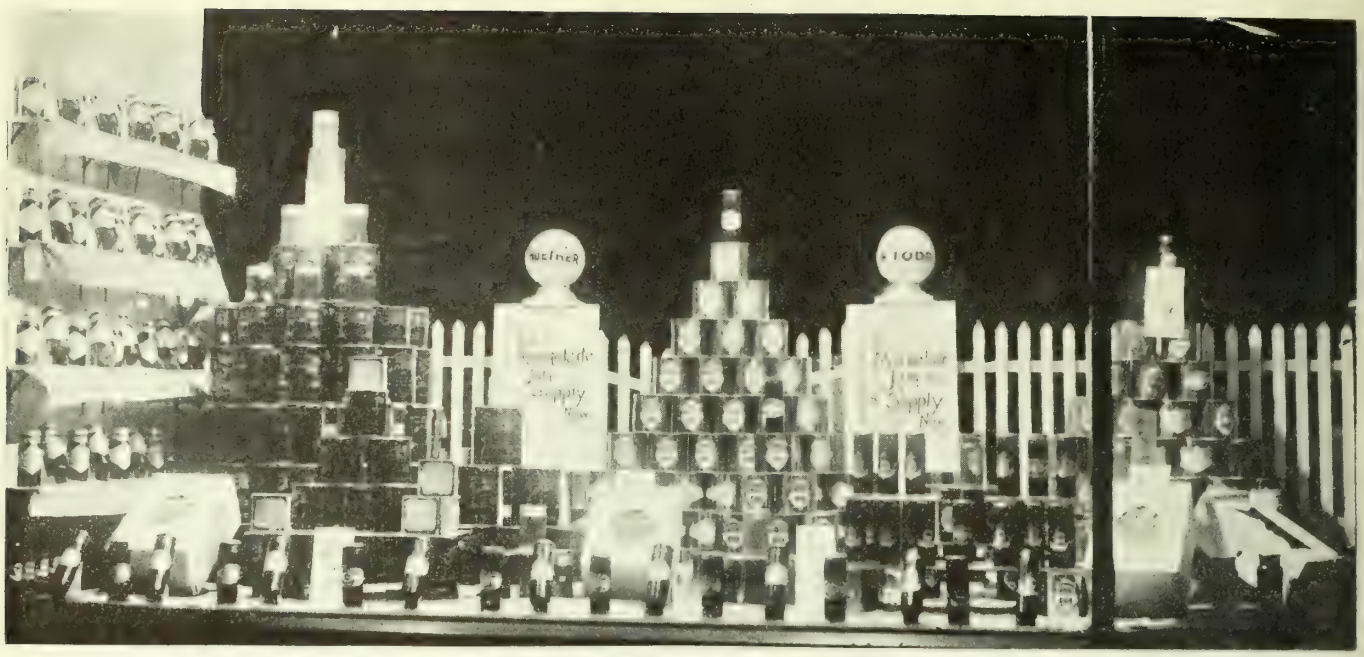
**Cheese Department**—Oko, Laquefort; New Canadian Yellow; Old White; Swiss, Camenbert.

Home Grwon and Imported Vegetables—Tender Lettuce; Crisp Celery; Hot House Tomatoes, Snow White Cauliflowers.

Phone 4600 and your order will have the same care and attention as the personally given.

JONES & COMPANY


A speciman advertisement to help the sales of Lenten goods.



A splendid window display of marmalade that has great selling power.

# New Marmalade Now Being Made

## Italian Bitter Oranges Arrive—Consumption of Marmalade is Increasing—Higher Prices Likely

THE Italian bitter oranges for the manufacture of marmalade have not been arriving very freely of late years. The responsibility of this condition is due, to a large extent, to conditions arising out of the war. The need of men for the firing line during the war was greatly to blame for the lack of cultivating, picking and marketing the fruit. Now that the war is over, more workers have been able to go to the groves to carry on this industry which was so sadly neglected during the stress of war operations.

**For a Tasty Appetizing Breakfast**

There is nothing so enticing as marmalade and toast coupled with a cup of good coffee.

**Blank's Orange Marmalade**

is made from fresh Seville oranges and finest granulated sugar.
In glass jars at
Also in four pound tins at

**Phone 4600**

**Jones & Company**

A specimen advertisement that will help to sell marmalade.

### Italian Bitters Arrive

The first shipment of Italian bitter oranges to arrive in Canada since 1916 are now in the hands of the manufacturers, and the making of marmalade is going merrily on. In a few days the new marmalade will be on the grocers' shelves, ready to go into the homes to whet that jaded appetite which most of us carry to the breakfast table.

### Supplies May Be Limited

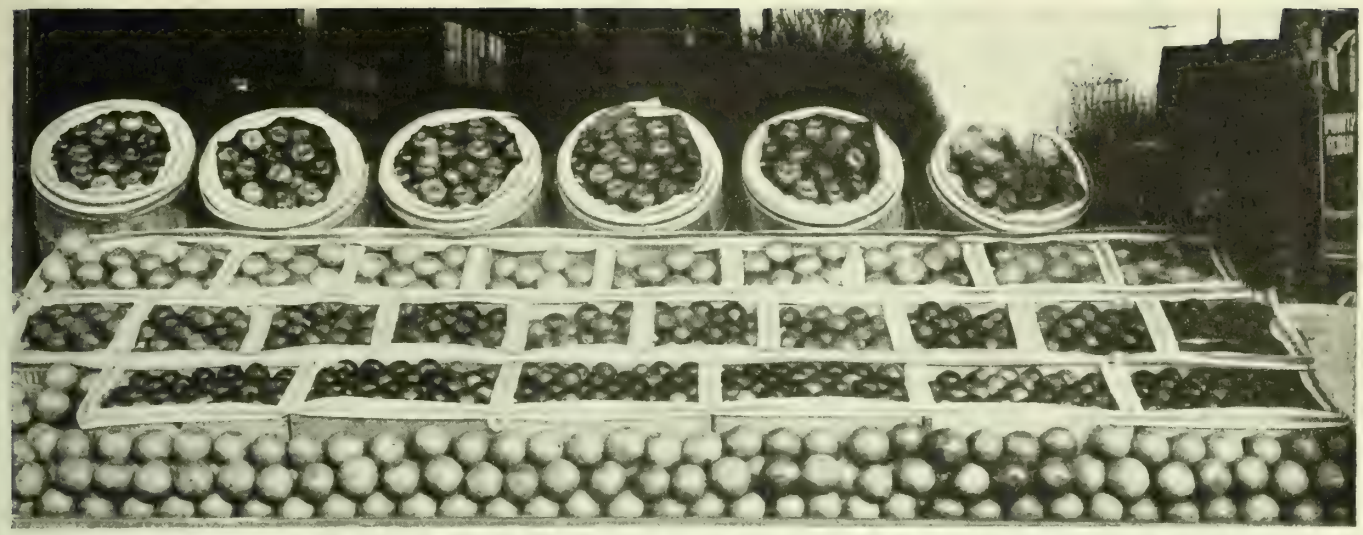
The quantity of stock which the manufacturers will make this year is very difficult to estimate at the present writing. Most manufacturers were entirely sold out of marmalade last year long before the season closed, and are carrying over orders that should have been delivered last year, and which are being filled from this season's make. These orders, and the subsequent new ones, will keep manufacturers pretty busy for the few weeks of the marmalade season, and it will be a question whether there will be any surplus stock when the season is over.

### The Outlook Is For Higher Prices

All raw material that goes into the making of marmalade has greatly advanced in price. Sugar is fully thirty per cent. higher than a year ago. Oranges and lemons have reached high levels, due partly to the scarcity of the fruit and also to the high exchange rate between Canada and the States. This last item alone adds fully 70 cents per case to the cost of sweet oranges and lemons.

### Less Marmalade Made in the Home

Then, again, the higher cost of sugar and fruit will curtail, to a certain extent, the making of marmalade in the homes, and merchants can, therefore, look for a greater demand for the manufactured variety. The consumption of marmalade has greatly increased in the last few years, and will be more so now that the raw material is costing more. It looks very much as though the merchant would be wise to see that his stocks are sufficiently large to meet the demands of his customers.



A Splendid Window Display of Oranges and Apples from Halfpenny & Co., Ottawa

# Ideas for Selling Marmalade

## The Method Used by an Ontario Merchant to Increase Sales—Taking Orders Ahead —Window and Counter Display

MANY housekeepers will welcome the news that Italian bitter oranges are once again being offered for sale, and the making of home-made marmalade can again be resumed, which has been greatly curtailed the last few years, owing to the difficulty in obtaining the necessary supplies. The Porto Rico variety brought in last year proved a very unprofitable investment to both the wholesaler and retailer. The fruit was of a poor quality, light in color, rough, dry and very wasteful.

The bitter orange season is a very short one, lasting only from three to four weeks, and it behooves the merchant to take advantage.

The following is a story of a grocer who has made it a business to push the sale of marmalade supplies, and at the same time to make a special appeal to those customers who do not make marmalade at the season of the year when the fruit cellars have a lean and hungry look.

CANADIAN GROCER knows of an Ontario grocer who has made it a special feature to sell supplies for making marmalade. He states that it is very profitable business, coming at the time of the year when business is inclined to be a little slack. His plan is to go after this business by advertising, window display, and talking about it to his customers. He first gets information from the fruit dealers as to when bitter oranges are expected. His clerks are then instructed to make the suggestion to the customers that bitter oranges are expected on or about a certain day, and it would be wise to have their order booked ahead, as they would then get the choicest fruit. A large number of orders are received by this plan, and by the time the fruit arrives the merchant has some idea how many bitters he will require. When the fruit arrives at the store, a window is trimmed with bitter oranges, sweet oranges, lemons and grape fruit. Display cards are used quite freely, mentioning the name of the fruit and the price. This display never fails to attract a great deal of attention, and large quantities are disposed of. He has receipts for making marmalade typewritten, which he gives with every purchase of fruit. He also loans, gratis, a fruit slicer. This fruit slicer is something that is not usually owned by housekeepers, as, other than being useful for slicing oranges and pineapples, is of very little use in the home; consequently, when the merchant advertises that a fruit slicer is loaned with each order of fruit, he receives a ready demand.

The spring is usually the season when there is the largest demand for marmalade. This merchant then trims his other window, opposite the orange display, with marmalade in glass jars and tins, and also places a few jars on the counter and show cases, to offer suggestions to the customers when they are in the store.

**Going to Make Marmalade?**

We have just received a shipment of those clear skin, juicy Seville oranges. The kind with the agreeable, bitter flavor that makes such delicious marmalade.

A dozen .... cents.

California lemons. They're seedless, a dozen .... cents.

Navel oranges, a dozen .... cents.

Florida grapefruit, clear skin and full of juice, at 2 for 25c, 3 for 25c, 4 for 25c.

**Phone 4600**

**Jones & Company**

A specimen advertisement that will boost the sales of marmalade supplies.

# The Why of the High Cost of Living

## A Layman Talks to the Retail Grocers of Ottawa and Takes a Survey of World Conditions—Boiled Down His Explanation Is Inadequate Supply to Meet Demand

From address of Hon. W. L. Mackenzie King, at Ottawa Grocers' Banquet

THE largest and most important economic issue of our times is the high cost of living. There is not a class nor an individual in the community not affected by it. It is of special interest to members of this association, because retail grocers, more than members of any other branch of the retail trade, come into touch with the entire community in respect to the most essential of those commodities which we speak of as the "necessaries of life."

The articles in which the trade deals are required not by the few, nor by the many, but by all. These circumstances give the retail grocery trade a very significant position in relation to the problem of the high cost of living. It is at the shops of the retail grocers that consumers make their acquaintance in a very real way with the prices of food. Food price lists become a barometer of the cost of living.

### Grocers on the Firing Line

One further consequence of the position in which the trade is placed is that the grocers are placed in a quite exceptional, and I must say a somewhat unenviable position. As regards advancing prices, they stand, so to speak, on the firing line. It is across their counters that the first actual contact takes place between the vast army of consumers seeking to purchase food, and the smaller but nevertheless powerful army of producers with food to sell. The average consumer sees only the man directly in front of him, and the price he is demanding. He sees nothing, and very often knows nothing, of the forces which are pressing from behind, and which not infrequently leave to the retail grocer, in the matter of the price he is demanding, no avenue of escape or retreat. The consequence of all this is that the retail grocery trade is put very often in a wholly false position in the eyes of the public. Its members are looked upon, by those who do not understand the situation, as peculiarly selfish, as persons seeking to profit in virtue of the necessities of others. Were the truth actually known, it could readily be shown that high prices, where they are the result of either a limited production or an inflated currency, an unwise tariff, or other like causes are the despair, rather than the joy, of members of the trade, and make for lesser rather than greater returns on the total volume of transactions.

### Position of Other Trades

What is true in this respect, in a very noticeable way, of the retail grocery trade, is true of the retail trade in general. It is also true of the wholesale trade in most lines of business that have to do with providing the public with the commodities which supply its daily needs. Assuming that artificial restrictions upon trade in the nature of secret trade agreements and combines are not operative, it is a fact, well known to all engaged in trading, that the total volume of business is the all-important factor in determining at what price it is possible to sell goods at a legitimate profit, and that lower prices will, speaking generally, yield a larger total return, where the volume of trade is large, than high prices will yield on a limited turnover.

High prices of themselves do not make for an increase in the volume of trade. They make, as a matter of fact, in the opposite direction. Trading, as an art, consists in finding the price, consonant with a legitimate profit, which will attack most strongly; or in other words, which will permit of the largest number of sales. Once this truth is grasped, the consumer and the merchant will recognize in each other, not individuals who should stand opposed, in the great economic issue which the problem of the high cost of living has forced to the fore, but persons whose interests are alike prejudiced by a common cause which it is to their mutual benefit to discover, and to have remedied if that be possible at all.

### Grocery Trade the Storm Centre

The fact that in the retail grocery trade the articles that are dealt in are, as already mentioned, among the most essential of the necessaries of life, and at the same time, in large part, the most perishable of commodities, makes it inevitable that things should focus up to a point in this particular trade, and that when a window is smashed in hunger riots, it is more likely to be that of a retail grocer than of a hardware merchant, or of a bookseller and stationer.

The retail grocery trade is the storm centre, so to speak, of forces being brought into conflict through the operation of far-reaching, underlying economic laws. What is to be seen through the windows of your trade is the battle at its highest pitch. To those immediately concerned, little is visible or understood of the conditions and forces which, operating many miles away and emerging from out the distant past, account for the struggle that is going on today.

### Loss and Waste of War

The first thing one observes in any sweep of vision is the enormous loss and waste which war has occasioned. Loss and waste of material wealth, and what is infinitely worse, even from a purely economic point of view, loss and waste of human life. It defies the imagination to estimate, with any degree of accuracy, what all this loss means to the total production of the world, and yet there is not a fraction of it which is without its direct bearing upon the present problem of the high cost of living.

What is indefinitely more serious in its effect upon the cost of living throughout the world, than any loss of material wealth, is the loss of the millions of human lives sacrificed outright in war, and the other millions that through disease, bodily injury, or other impairment, have lost their industrial efficiency in greater or less degree.

### The Destruction of Capital

Then, there is the destruction of capital in industry which the war has occasioned, capital which will have to be replaced before many of the normal producing and distributing operations can be recommenced. The mines and factories that have been ruined, the machinery and the railroads that have been destroyed, the loss in part of the merchant marine, all these and countless other losses that the war has occasioned will have to be made good before production can once more assume its normal development. Meanwhile, much capital that would otherwise be invested in the production of commodities that minister immediately to human need will be diverted to those secondary purposes.

Then, there is the vast public debt and the many new obligations which war occasioned to the several countries and the payment of which in the form of interest and pensions must be met as a first charge upon the wealth of the country. Contrive as its administrators may, there is something here which will impose a burden on all classes of industry—which will be reflected in a higher level of prices for years to come, unless some policy is adopted in the interests of consumers which will help to offset these adverse circumstances.

### Inflated Currency

Akin to this increase in public debt is what is termed "Inflation of the currency." Prices are the resultant of two factors considered in relation to each other: commodities on the one hand and currency on the other. The quantity of the precious metals remaining the same, and increase in the quantity of commodities means a decrease in prices; a decrease in the quality of commodities, an increase in prices. If, in addition to gold, which is the basis of currency, the Government of a country issues paper money redeemable in gold, in quantities which raise a doubt in the minds of any appreciable number of people as to the ability of the Government to redeem its paper in gold at the face value, then currency comes to have a less value than before; in other words, it becomes "inflated," and prices, being the resultant of the relation of commodities to currency, increase as the value of the currency falls. There are many who believe that this explains in considerable measure the fall in value of the English sterling, which is the same thing as a rise in prices with regard to those articles which a pound sterling will buy.

There is one feature to which I would like to draw attention with respect to the several factors mentioned; and that is that one and all, with the exception of the last mentioned circumstance of the world's markets being increasingly one, have this in common that they operate as restrictions upon production, and reduction in the total volume of trade.

Such is the view as one gets it at wide range of world conditions, which help to account for the prevailing high level of prices and consequent high cost of living. There is little in the conditions described that we can change. As respects these conditions, for the most part we can only wait for the improvement which comes with time. This makes it the more imperative that we should look more closely at conditions as they are within the borders of our own country, and see if they are such as tend to lend emphasis to the high cost of living, or will admit of change to the benefit of all concerned.

### Supply of Food All Important

If retail groceries are to be made available to consumers at prices which will serve to reduce the high cost of living, they must be available to retail dealers in plenty. The quantity of available supplies, more than anything else, will affect the barometer of the high cost of living. The food price lists will go up as the quantity of available food production lessens. They will come down as the quantity of available food increases. The other consequence is that only as the prices of foodstuffs come down from the present high level can we hope for an appreciable reduction in the cost of living as respects other commodities and services. The artisan cannot work for less than is necessary to supply himself and his family with food. High wages can mean nothing to him if every cent of increase in pay is offset or more than offset by an increase in the price of food.

The salaried official is in the same position. To enable all branches of construction, manufacture and trade, to find a level where a fair wage to labor and a reasonable rate of return on invested capital may be paid, and prices and charges at the same time reduced, there must come some reduction in the cost of food which will be the outcome of a larger production or

supply or of production at a lessened cost.

**Kind of Production Important**

Now note this point which is all-important. Food, in one way or another, is always related to the land. Something has to be grown or raised before there can be any increase in the quantity of food. It may be grain for flour, or cereals or bread; it may be hogs for bacon, or lard or ham; it may be cattle for milk, or cheese or beef; it may be fruit or vegetables, fresh, dried, preserved, or canned—whatever it is, so long as it partakes of the nature of food, it goes back to some form of agricultural or horticultural development. Now what does this mean? It means that only as agriculture in all its branches flourishes, can we hope to find any real solution of the problem of the high cost of living. It is not enough to say that there must be increase in the quantity of production. The kind of production is just as important as the quantity and the kind of production which, above all others, the world is calling out for to-day is food. During the war, it was first more men, then it was more munitions, then it was more ships, then more food. More food it has remained and is likely to remain for many years to come. It was starvation that, in the last analysis, helped to bring the Germans and Austrians to their knees, and starvation means the absence of food.

If this be true, is it not time to ask ourselves, how promises it, with our supplies of food? Canada is a great agricultural country. We have land available for cultivation and use, on a scale relative to our population, unequalled by any other country in the world. Now how have we proceeded?

**Urban Population Increases**

The number of consumers demanding food in urban centres has steadily increased, whilst the number of persons producing food has relatively steadily declined.

Unfortunately, the only national statistics we have are those of the Dominion Census of 1911 for Ontario and the Eastern Provinces, and a somewhat later census in addition for the Prairie Provinces, but it is safe to say that the tendencies they represent have been emphasized rather than diminished in the years to have since intervened.

**Food Production Most Necessary**

People living and working on the land is Canada's greatest need to-day. Not only Canada's, but the world's, faced with starvation as it has been at so many times of late. This need is all the greater when we recall, as already mentioned, that the markets of the world are increasingly one. A famished world bears the same sort of relation to Canada, with its vast agricultural areas, as do our cities and towns to their rural environments. We are differently situated than most other countries. They have not the agricultural possibilities that we have, either in extent of area, or fertility of soils; they, too, have been building up great industrial centres, that must continue to look beyond their own confines for food. The demand, therefore, for our produce from abroad is a factor of which we must not lose account in considering the supply that at any time may be available to meet our own needs.

Any policy such as the one described, which seeks a return of the people to the land, will take time to accomplish its aims.

**Touches the Tariff**

Since an increase in the supply of food is the one obvious necessity, it is scarcely less obvious that anything artificial at present restricting the food supply should be immediately removed. This brings us inevitably to a consideration of the tariff. Were I to pursue this theme further, I should, of course, get into the realm of political controversy, and this is not the time nor the place to provoke a discussion.

At the same time, I would feel I had not fully stated the case were I to omit to express my own conviction that it is possible so to reform the tariff as not only to diminish the high cost of living in a manner which would immediately benefit consumers, but also to reduce the cost of the instruments of production generally, and so help agriculture and all the other industries based upon the natural resources of Canada. As these basic industries thrive, all our other industries will thrive, all our interests, whether of agriculture, manufacture, commerce, or transportation. Any revision of the tariff which failed to keep all these interests steadily in view would not be in the national interest. It is obvious, however, that much can be done through tariff revision by way of reducing the high cost of living, which will prove to the benefit of one and all; and foremost in this connection is any well-considered step which will help to increase the supply of food to dwellers in town and country alike.

# Many U.S. Manufacturers Have Agreed to Accept Canadian Funds

## Two Large Firms Are Holding Out But Wholesalers Hope to Bring Them to Time in the Near Future

"THERE are practically only two large U. S. manufacturers who sell their products in Canada to a large extent who have refused to concede to our terms that payment for their goods in Canadian funds would be accepted at par value," so stated A. C. Pyke, secretary of the Whole Grocers of Ontario.

"American manufacturers realize that to not accept our funds at par value will cut them off from the Canadian market. I have received telegrams from hundreds of wholesalers all over the Dominion, stating their willingness to adopt our plan of discontinuing buying all U. S. products of manufacturers who insisted on taking the exchange."

**Firms Holding Out**

Mr. Pyke further stated: "The two large firms who are holding out are Campbells and the California Dried Fruit and Canners' Association. We are practically at the mercy of the California Fruit Association, as they know that Canada must have their products. Although we could bring in prunes and raisins from other countries, it is pretty hard to break away from the California variety. There is one thing in our favor," continued Mr. Pyke, "and that is, practically all shipments of dried fruits for the season are now in Canada, and by the time the new crop is ready for the market, we may have a better exchange condition. We are now working with the National Wholesalers' Association of the U. S. to bring about a much fairer dried fruit contract."

The U. S. manufacturers who ship great quantities of their products to Canada who have agreed to sell at the prevailing prices in the U. S. and to accept Canadian funds in payment are: Royal Baking Powder Co., Cream of Wheat Co., Fels Soap Co., Van Camps and Waukesha Pure Food Co., manufacturers of Jiffy Jell; other firms are expected to follow.

## EFFORTS TO RIGHT ABNORMAL EXCHANGE

### What Western Wholesalers, Boards of Trade, and Bankers are Doing —Not Much Money Going to the United States

"THE Chicago Tribune prints the following on the Exchange situation from a correspondent in Winnipeg:

"United action by every available resource to stop buying of American goods to stem the disastrous drop in exchange was taken to-day. by the Board of Trade, bankers, wholesale merchants, and women's associations.

"Greater personal economy, careful selection of Canadian or British goods in preference to American products, increased production, and elimination of luxuries were main points advocated by local bankers in interviews to-day concerning what an individual can do to help right the unfavorable rate of exchange.

**Reduce Trade With America**

"Inquiry at express money order offices revealed the fact that the sending of money to the States by individuals is reduced almost entirely to insurance premiums, lodge dues, and labor union's assessments.

"Great reduction in trade with United States by local firms was declared to have taken place, and firms were said to be busy arranging for trade with Great Britain in lines heretofore imported from the United States.

"Women are preparing to patronize, as far as possible, only British and Canadian goods, it was learned.

**Statement by Bankers**

"The following statement was given out by the Bankers' Association:

"Excess of our imports from the United States over our exports is running at a level for which we have not the ready money to pay. Extension of United States credits (government, corporation or individual) would provide quick relief, but this would be only a temporary measure unless at the same time our people settled down to produce more and so rectify our trade balances.

"The individual citizen could give immediate help by not buying goods made in the United States whenever goods manufactured in Canada or Great Britain would meet his requirements."

"That housewives are alive to the situation and intend to take measures to deal with it is indicated in a resolution passed by the Daughters of the Empire to-day, declaring themselves on record as opposed to the purchase of luxuries, vegetables and fruits out of season, and also purchase of American wearing material and articles of ready-made clothing for which Canadian and British substitutes may be found."

# Ottawa Grocers Hear Business Talks

## More Than 400 Present at Annual Dinner — Manufacturers, Wholesalers and Travellers Represented—Address by Hon. W. L. Mackenzie King

Reported for Canadian Grocer by Ottawa Resident Editor

OTTAWA, Feb. 18.—Over four hundred grocers and their guests filled the large banquet room of the Masonic Hall here on Thursday night last, at the annual function of the Retail Grocers' Association of Ottawa. Always on such an occasion, the grocers endeavor to secure some prominent man as speaker. This time it was the Hon. W. L. Mackenzie King, leader of the Liberal party, and although there must certainly have been all shades of political opinion represented among those present at the banquet, the speaker was given an enthusiastic reception. The grocers were in a cheerful mood, and cheered the speaker to the echo when he announced that his subject would be "The Grocery Trade and the High Cost of Living."

B. G. Crabtree, the Elgin Street grocer who is the president of the Ottawa Retail Grocers' Association, filled the position of chairman and toastmaster in such a happy manner that he set the pace for an exceedingly jolly evening, and the guest of honor took occasion to congratulate him on his performance.

With the president at the head table were the following: Hon. W. L. M. King, Mayor Fisher, A. J. Freeman, the newly-elected president of the Retail Merchants' Association of Ottawa, Col. Parkinson, T. S. Kirby, J. F. Taylor, H. W. Chamberlain, Henry Watters, Alderman J. A. Pinard, Controller J. Kent, Alderman Macdonald, Alderman Balharrie, Alderman Denison, Controller Plant, Controller Cameron, W. Macdonald, Alderman Denny, A. Provost, A. Phillips, T. Bowman, T. Collins, Alderman Lowe, A. W. Husband and E. M. Trowern.

Hon. W. L. Mackenzie King's address was of a nature most agreeable to his audience, and was repeatedly applauded —particularly when he remarked that "the endeavor to regulate prices in a manner which will benefit consumers by such expedients as Boards of Commerce is the merest pretence, however useful investigating bodies of the kind may prove in helping to check individual abuses here and there." His address appears on the opposite page.

### Advances in Manufacturers' Costs

In response to the toast "Our Manufacturers," Alderman J. F. Taylor, secretary-treasurer of the E. B. Eddy Company, outlined the conditions with which manufacturers were confonted since the war broke out. Illustrating the great rise of material, he pointed out that lumber, which sold at $30 a thousand before the war, now brought $85; chlorate of potash, of which the E. B. Eddy Company uses from two to three thousand pounds daily, costs 50 cents now as against 7½ cents before the war; glue, of which the company uses 150 tons a year, wax, inks, and other raw materials, had also advanced enormously. Yet no increase in the price of matches had been made since August, 1918. War excise tax had been responsible for the increase in several brands of matches, and the Eddy Company paid the Government over $200,000 a month for this tax, which has to come from the consumer.

Speaking of the increase in wrapping paper, he said that, before the war, the men worked two shifts of twelve hours a day each. Now they worked eight-hour shifts. Wages had increased largely and ground pulp had advanced well over three times the pre-war price. It was so in the case of all other raw materials. The tendency was still upwards in both wages and materials.

### Consumers Hoarding Sugar

In response to the toast "Our Wholesale Grocers," H. W. Chamberlain, of the F. J. Castle Co., Ltd., said that he thought the speech of Hon. Mackenzie King should be circulated broadcast throughout Canada, as opening up a new avenue of thought and a new text—that of justice to the wholesaler. For four years it had been preached that the jobber should be beheaded. He cited numerous instances of difficulties which wholesalers encountered of which little was known. He thought the hoarding habits of the public were largely responsible for the shortage of sugar, if any existed. He urged the getting together of the wholesaler, manufacturer and retailer for the discussion of their problems.

A. Provost strongly emphasized the virtue of the gospel of hard work as a solution of Canada's troubles.

The toast "Our Travellers" was replied to by A. W. Husband, who pointed out that the travelling salesman was the connecting link between the wholesaler and the consumer, and his mission was a vital one to the trade.

### Watches for Past Presidents

An interesting feature of the evening was the presentation of tokens of regard, in the shape of wrist watches, to the past presidents of the association: Alex. Phillips, T. W. Collins and Thomas Bowman. Henry Watters made the presentation, with appropriate remarks, and all the recipients replied.

### The Men Behind

The officers of the Ottawa Retail Grocers' Association are as follows:

President—B. G. Crabtree.

First Vice-President—A. E. Kelly.

Second Vice-President—T. A. C. Kennedy.

Secretary—N. Hurteau.

Treasurer—Duncan Bell.

Executive Committee—F. Burgess, J. C. Allan, J. J. Casey, J. Henderson, J. M. Kennedy.

Board of Trustees—A. Phillips, A. S. Moreland, Thos. Bowman.

Auditors—J. Halpenny, Angus Johnson.

Banquet Committee—B. G. Crabtree, C. Cummings, Duncan Bell, T. A. C. Kennedy, A. G. Johnson.

*"You say, young man, that socks, shirts, underwear, handkerchiefs, and everythin' made of cotton hez riz? Whad d'ya s'pose is makin' cotton so scarce?"*

*"Epidemic of earache among the elephants at the circus!"*

—Rehse in "Louisville Times."

### DOOR OF CONSUMERS' ASSOCIATION SHUT

Continued from page 30

with the case till the organization fell foul of the Board of Commerce with its extraordinary powers.

The Board's action in regard to this case will certainly be well received by the trade. It carries with it the impression that the Board is not, as has sometimes been felt, opposed to the business interests; but is actually endeavoring to fight all conditions that tend toward any slackness in business morality of any kind whatsoever. In this effort the Board should have the enthusiastic support of the retail merchants of Canada.

# CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

*The Only Weekly Grocer Paper Published in Canada*

JOHN BAYNE MACLEAN - - - - - - - - President
H. T. HUNTER - - - - - - - - Vice-President
H. V. TYRRELL - - - - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1103 Union Trust Bldg.; Telephone 3449. Vancouver—39 Tenth Avenue West.

UNITED STATES—New York, Mrs. E. C. Gibb, Room 1606, St. James Building, 1133 Broadway (corner 26th Street), New York; Telephone 8971 Rector. Chicago—Room 1401, Lytton Bldg., 14 E. Jackson St.; Telephone Harrison 9133. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable address, Atabek, London, England.

SUBSCRIPTION—Canada, $3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4.00 a year. Single copies, 10c., invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

VOL. XXXIV. TORONTO, Feb. 20, 1920 No. 8


## *WHY MERCHANTS FAIL*

INCOMPETENCE, inexperience, lack of capital, unwise credits, speculation, neglect of business, personal extravagance and fraudulent disposition of property are given as the chief causes of failure in 1919 in Canada by Bradstreets. Failure, by the way, in 1919 were 23% below 1918.

These causes amounted to 73.3 per cent. of all failures. On the other hand, non-personal causes accounted for only 22.7 per cent. of all failures last year, as against 27.2 in 1918.

It is instructive to read that lack of capital was the greatest handicap, with 35.8 per cent. Incompetence comes next with 20.1 per cent.; fraud caused 8.9 per cent.; inexperience, 5.4; unwise credits, 2.6; neglect, 2.4; speculation, 1.3, and extravagance 8-10 of 1 per cent.

In non-personal causes, specific conditions, such as disaster, war, floods, etc., accounted for 20.9 per cent. of all failures.

In the United States incompetence was the leading cause, accounting for no less than 38.2 per cent., as against 30.3 charged to lack of capital.

This analysis shows that the two big causes of failure are lack of capital and incompetence. Too many merchants go into business without necessary funds; too many others are incompetent in the management of their business.

Would it be advisable to put the grocery business on a license basis, make a capital minimum for everyone going into it; also make a certain amount of experience necessary? What is your idea?

## *THE RIGHT TO FIX—OR NOT*

RETAILERS and wholesalers in Hamilton, Ont., and a number of manufacturers selling on the Price Maintenance plan have been served papers to appear before the Board of Commerce in Hamilton on March eighth. This case is bound to be one of the most important from a trade and distribution standpoint that has yet come before the board. Its effects will be far-reaching.

If the manufacturer has not the right to say at what price the wholesaler shall sell his goods to the retailer, we will find many established-price articles being cut and there will be no obligation on the part of a travelling salesman of a wholesale house to sell these goods at a contracted price, nor will a retailer be breaking the law if he buys them at a discount.

On the other hand if it is held the manufacturer has this right to fix the resale price, no traveller may, without being subject to the penalties of the Secret Commissions Act, offer a discount or a bribe of any kind and no retailer will be able to accept one and not be liable to the same penalties.

This, to CANADIAN GROCER, appears to be the big question to come up at the investigation and if a decision is made one way or the other it will be a great relief to the trade of Canada.

## *A PLEA FOR THE DELIVERY BOY*

MANY grocers consider the delivery boy merely as a "necessary evil," a minor position that exists in the business which can be filled by almost any person. This is a great mistake. A good delivery boy is a real asset—a pivot upon which swings the successful final working of the whole store organization. The boss and clerks may have filled their part of the transaction to perfection. The orders may be carefully filled and started off in plenty of time to reach its destination at the time agreed upon, but if the delivery boy is the "don't care" variety, your plans all go wrong and the customers enter a complaint.

On the other hand if Jimmy, the delivery boy, is one that takes an interest in the work he will see that the orders are delivered on time and in good condition. He has a smile and a joke for whoever receives his basket. A word of cheer for the household and when new goods arrive at the store he is usually the first to acquaint the customers of the fact. When a newcomer arrives in the neighborhood Jimmy is the first to get after the new business. He is the link that binds the customer to the store. If Jimmy is this kind of a boy, hang on to him even if you must double his wages.

# Present Prices of Fish Make Them a Profitable Sale

## Eve of Lenten Season is a Good Time to Start Boosting the Fish Department—Comparisons With Meat Quotations Should Result in Growing Popularity for Fish at This Time

MONTREAL, Feb. 11.—At this season, it should be of little difficulty to the dealer to create a fish department. This is possible during the cold winter months when it might not appeal so strongly in the hot weather. That is to say, at this time, there is already a demand for fresh fish, salt and cured fish. These are lines which can be carried in stock at this period of the year without much danger of loss. Therefore, to stock these lines appears to be good business. In addition to this, it is a season when consumers may have many calls upon their pocketbooks, such as those for extra fuel, light, etc. To have a comprehensive display of these various lines of fish is to invite business which will come through display, and which can be greatly increased through a little effort on the part of the merchant.

At the present time several lines of fish are available for a nominal price per pound. For instance, frozen haddock may be had wholesale for a price of, say, 8 cents per pound, herring at 7 cents and cod at 7 cents. This would enable the grocer to sell at from 10 cents to 12 cents per pound, netting him a good margin of profit. As a turnover is quickly made, there should be no difficulty in making a good margin on the investment. No apology need be made for the low price of these fish, for the food value is great and a veteran fish man told CANADIAN GROCER that he believed the value was as great, pound for pound, as in roast beef. Aside from this, a little argument might be extended to the consumer, showing where an occasional fish diet was better for the system than the heavy diet of meat. In salt fish, cod fish in bulk may be had from 7 cents to 8 cents per pound and is very nourishing and wholesome.

### Consumer Needs Coaching

Consumers of to-day are spending their money very freely, and many of our financiers are becoming alarmed over the wanton spending of money. Many consumers seem to be in a sleepy or dazed condition, as far as the spending of money goes. The higher the price of an article, the more willing they seem to be to pay, that is, in a great many cases. With this in view, the grocer should be able, through a series of carefully prepared advertisements, to educate the consumer into buying wholesome fish food at least two or three times a week. By so doing he would conserve his own expenditure and would provide himself and his family with most wholesome food, and without which, he and his family would be less benefited.

There seems to be a great deal of ignorance regarding the food quality of fish, and the grocer, as already outlined, is in an excellent position to counteract this. In the first place, he can make good use of it in display windows, in arranging complete displays of fish which will draw the buyer to his door. With salt and cured fish available at this season, the use of ice does not become necessary, but a very neat display may be made by a clerk who possesses initiative. Arranging the various kinds of fish into squares, pyramids, circles, etc., and interspersing the display with rows of ordinary eggs, vegetables, etc., a very effective showing can be worked out. Then with his brush and paint, a neat card may be lettered and the price plainly printed such as: "SALT COD FISH, Special To-day 10½c per Lb. Try a Pound," and other short phrases.

Then in the local newspaper suitable advertising could be run, calling attention to the window display, and also to the fact that fish possessed such and such values, and were to be had in any quantity at such and such a place. This matter can be worked out in detail by the average merchant to suit the needs of his own community.

### Beat H. C. of L.

One of the best arguments at the present time in promoting fish sales through the fish department, is that of the exceedingly abnormal prices prevailing on most foods. With bread at 10 cents a pound, potatoes from 5 cents to 6 cents per pound, molasses at $1.60 per gallon, meat at 25 to 50 cents per lb., and so on, the cost of the fish necessary for an average meal is very much less. At the same time the argument that a frequent diet of fish is good for the system is a strong one.

So long as the present increase in the price of necessary foodstuffs continues, there will be a greater reaction later. If all who can will help at the present time to do what is possible to defeat the continual increase in the price of basic commodities, he will have been doing himself and his community a good turn. Doubtless there is a level at which prices would be satisfactory to all concerned, but when the increase continues indefinitely there must be a corresponding readjustment in another way. That is why the greater use of fish in Canada would defeat, in a measure, some of the evils which exist. This is one of our greatest and natural resources, and if used more extensively by our people the average weekly budget would be materially reduced. In addition to this the average consumer would suffer less indigestion, etc.

Why not boost for a bigger and better fish department, Mr. Grocer? Just before the Lenten season is a good time to make a start.

# $100 a Month in High-Grade Candy

## W. N. S. Hunter, Maple Avenue, Hamilton, Ont., Has Met With Much Success in Sales of the Best Quality Chocolates —Display a Telling Factor

W. N. S. HUNTER, Maple Avenue, Hamilton, Ont., has been stocking high-cliass candy now for some months past, and he is well pleased with the success that has attended its sale. "I am turning over one hundred dollars per month on these high-grade confections," he told CANADIAN GROCER, on the occasion of a recent visit. "At first we thought that possibly we couldn't get any demand for them, on account of the nearness of a drug store, and the fact that people usually bought them there, or in a regular candy store. We have them prominently displaved at the front of the store, and this display has been a telling factor in the activity of their sale." As one enters the Hunter store, practically the first thing that greets the eye is the fine show of good chocolates attractively arranged in the showcase.

"Are your regular customers your customers for these candies?" the CANADIAN GROCER representative asked.

"A great many of the families trading here often buy this candy with their regular orders, particularly at Christmas time," Mr. Hunter replied; "but we get a lot of catch trade, too, particularly from people who want a particular kind of candy, and know we stock it."

The number of grocers who are stocking high-class candy is growing, and the success that apparently is attending their efforts warrants the assertion that there is a place in the average grocery business for goods of this kind.

# CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

### MARITIME

J. A. MacKeeman, Prince Edward Island, has opened a grocery and provision store at Murray Harbor South.

B. Goodman, grocer, St. John, N.B., suffered a loss by fire.

The Moncton Co-operative, Ltd., Moncton, N.B., has purchased property on St. George street, Fredericton.

### ONTARIO

L. Johnston, grocer, Galt, Ont., has sold out.

McKellar Bros., grocers, Galt, Ont., has sold out.

J. P. Quinn, grocer, Perth, Ont., has sold to D. McManus.

A. E. Hunter, grocer, Toronto, Ont., has sold to A. C. Hunt.

Jas. Mahon, grocer, Dundas Street, London, Ont., has sold to Williams & Dundas.

Stover & Sager, Deseronto, Ont., have purchased the business of F. H. Richardson, St. George Street.

Kingston, Ont., may have a condensed milk plant. Major-General Williams, C.M.G., is interesting himself in this project.

The grocery business formerly carried on by R. B. Strano, Lindsay, Ont., has been transferred to R. M. Way.

G. L. Stevens, Peterborough, Ont., representative of Robertson Bros., wholesale confectioners, Toronto, is dead.

The Ottawa branch of the Retail Merchants' Association at their annual meeting passed a resolution expressing the conviction that it was desirable to develop domestic trade and recommending that the Dominion Board be instructed to take steps to organize a Dominion-wide trade club looking toward closer business relations with Great Britain and France. There was considerable discussion regarding the adverse exchange rate and the consensus of opinion was that the only way to make American business accept the Canadian dollar at par was to refuse to deal with them until they would do so. A. J. Freeman was elected president.

At the annual meeting of the Shredded Wheat Co. in Niagara Falls the following officers were re-appointed: Chairman, Alexander J. Porter; president, Fred Mason; vice-president, George A. Mitchell; secretary-treasurer, Frank L. Monin. Directors—Joseph Henderson, Fred Mason, Ogden L. Mills, Geo. A. Mitchell, Alex. J. Porter, Robt. W. Pomeroy, Delancey Bankine, Paul A. Schoellkopf, and Carlton M. Smith.

C. E. McRae, merchant, Stayner, Ont., is going out of groceries.

Wm. Leary, grocer and flour and feed merchant, Parkhill, Ont., is selling out.

Fearman Bros., Hamilton, Ont., have joined the Wholesale Grocers' Association of Ontario.

National Grocers, Ltd., wholesale grocers, North Bay, Ont., have opened an office in Toronto in the Bank of Hamilton Bldg.

Eby-Blain, Ltd., wholesale grocers, Toronto, have adopted the group insurance method and have insured one hundred of their employees. The announcement was made by Hugh Blain, the president, at a banquet given by this firm to the employees.

A delegation of the merchants of Brighton, Ont., waited on the council and presented a petition signed by all the merchants asking for a by-law to be passed closing all places of business at 7 o'clock p.m. and accordingly by-law No. A132 was given its several readings, signed and sealed, to take effect Feb. 14.

### G. F. MORROW JOINS CHAIN STORE CONCERN

Gerald F. Morrow, who has been advertising manager of the Atlantic Sugar Refineries. Limited, Montreal, is severing his connection with that firm, and is associating himself with the Atlantic and Pacific Tea Company, of Jersey City, N.J. The Atlantic and Pacific Tea Company is a big chain store concern, capitalized at many million dollars, with a chain of stores in the United States. Mr. Morrow was at one time connected with a wholesale house in New York City, so has had a wide experience in merchandising. He was the editor of the Atlantic Sugar Refineries house organ—the "Red Ball." He has been five years in Montreal.

### DOMINION CANNERS DIRECTOR DEAD

**David Marshall, former Grocer and Member of Parliament, Passes Suddenly in the West**

AYLMER, ONT. — David Marshall, M.P., and for many years a director of the Dominion Canners, Limited, died suddenly in Vancouver, B.C., during the week from influenza.

Mr. Marshall was born at Eden Mills, near Guelph, on October 26, 1846, removing to a farm three miles north of Aylmer with his parents at the age of eight. When sixteen, he hired out to a neighboring farmer for $8 a month, and later learned to run an engine, working for $2 a day. He was employed for some time after that at scaffolding work in the Petrolea oil fields, and a few years later formed a partnership with David Kenzie, of Aylmer, buying and operating a threshing outfit. He continued at this work for five years, when he established a shingle factory at Rogers' Corners, which he ran for three years, when he bought out the grocery business of Thompson Brothers, naming his store the "Red Star Grocery," which name it still bears.

He conducted the grocery for nearly ten years, when he became interested in the Aylmer Canning Company, then just starting, and was one of the promoters of the factory. He was manager of the Aylmer factory for more than twenty years, and was general manager of Dominion Canners for three years.

Mr. Marshall was also one of the promoters of the Aylmer Condensed Milk Company, being president of the company up until the time the business was purchased by Carnation Milk Products Company.

He was on a tour of the Western factories of Dominion Canners, Limited, accompanied by R. L. Innes, of Hamilton, when death overtook him. His remains were brought home to Aylmer for burial.

### NEW MONTREAL AGENCY

W. J. Sheely, broker and manufacturers' agent, Montreal, has taken into partnership Arthur F. Mott, the new firm being known as Sheely-Mott Co. Mr. Sheely has been in business in Montreal for a number of years. Mr. Mott, who is 26 years of age, went overseas as a private in 1917 with the 24th Battalion, and returned a Captain in the 87th Battalion in 1919.

The new agency has obtained the account of the Harry Horne Co., Ltd., Toronto, for Quebec Province. Mr. Mott will devote his time exclusively to detail work among the retailers, while Mr. Sheely will look after the wholesale trade. Both Mr. Sheely and Mr. Mott are young men who have many friends among the trade in Montreal and Quebec Province.

### DEATH OF W. L. MacKENZIE

Winnipeg.—W. L. MacKenzie, president of the manufacturers' agents firm of W. L. MacKenzie, Ltd., a resident of this city since 1880, died this morning. Mr. MacKenzie was born at Dickinson's Landing, Ont., and was 88 years of age.

### WEDNESDAY AFTERNOON CLOSING

Oshawa. — A new departure was inaugurated yesterday, when nearly all the merchants in town closed their stores for the afternoon and gave their clerks a half-holiday. This policy is to be continued throughout the entire year, except weeks in which holidays occur.

The practice of Wednesday afternoon closing in the summer has become very general, but the all-year-round application of the idea is something of an innovation—at least, in the smaller towns.

### FIRE DAMAGES OFFICES

The Toronto offices of the Canadian Feed Company, of Fort William, Ont., in the Board of Trade building, suffered from a fire that took place at 10 Front Street East. The flames shot across to the window of the above company's offices, and practically a total loss was the result. It was the only office damaged. The damage was covered by insurance. Wallace J. Baker, the Toronto manager, has temporarily removed his office to his home at 152 Close Ave., Toronto.

### SOLD BAD EGGS—FINED TEN DOLLARS

For selling bad eggs, representing them as new laid, a Saskatchewan man was recently fined $10 and costs. The man, Kumsit by name, a farmer, brought several dozen eggs to town, and disposed of them to a grocer, representing them as fresh laid, and for which he received the highest price. The grocer sold them as strictly fresh. It wasn't long until customers were complaining, and the police were notified. The result was that Kumsit was arraigned in court, and admitted that the eggs had been gathered some months previously. Upon examination, it was found the eggs were unfit for human consumption.

### NEW HALIFAX BROKER

T. B. Cooke, for a number of years sales manager of the Dominion Molasses Co., Halifax, N.S., has established a manufacturers' agency business in Halifax under the name of the Cooke Brokerage Co. His lines will include Domolco Molasses for the Maritime Provinces. Among his other lines are Sunkist canned fruits. He will have offices in the McCurdy Building, Halifax.

### STOP BUYING IN THE U.S.

**Sydney Firm Will Wait Till Exchange Is Normal**

Sydney, N. S., Feb. 6. — "We have decided to stop buying from the United States until American shippers are willing to pay the exchange or until the rate becomes normal," said a member of the firm of Wood & McConnell, wholesale grocers.

# Export Business For Butter Looks Promising

## Great Britain Very Short of Supplies—The Sterling Exchange Cause of the Lack of Exporting At the Present Time

THE best of authorities tell us that Canadian butter will be badly needed in Europe. In Great Britain the butter ration is only one ounce per head per week—striking evidence of the extreme scarcity. At present the controlling factor in the situation is the low level to which the sterling exchange has fallen, which has stopped exports to England.

Another obstacle in the exporting of butter to Great Britain is the Government control. Although home production of butter was free of control on the 31st of January, there is no indications as yet that the free importation of butter will be allowed. In fact, the Food Controller said recently that in his opinion some degree of supervision of food supplies will have to be exercised for at least 3 years to come. Whether this will prove the case or not, the future alone will tell. In the meantime the exporting of butter has practically ceased and the trend of the market has a tendency to decline.

Canadian export trade for butter showed a gratifying increase in 1919; as in the nine months ending December 31 the amount exported was 12,694,150 pounds, an increase of 456 per cent. over the same period in 1914.

### CHAIN CANDY STORES IN WESTERN CANADA

**Start Made in Edmonton to be Followed Up in Other Centres**

EDMONTON. — (Special.) — An all-Edmonton candy company has been organized, to be known as the "Dolly Dimple" Candy Shop. Chocolates and candies are to be manufactured on Namayo Avenue, and a chain of retail stores are planned for the West. The first of the stores is being fitted up in Edmonton, on Jasper Avenue. The formal opening took place on February 14. The second store will open in Regina, and as soon as arrangements can be completed, Calgary and Saskatoon will be included. It is expected that eight stores will be in operation in Alberta and Saskatchewan this year. M. J. Hutchinson, formerly managing director of the "Bulletin," Edmonton, business manager of the Regina "Leader," at one time connected with the MacLean Publishing Company, Toronto, and the "Examiner," Peterborough, Ont., is a partner in the new company, and has been appointed general manager.

### INSURANCE AND BONUS TO EMPLOYES

Vancouver.—Malkin's "Old Guard Association," an association organized and officered by the W. H. Malkin Co., Vancouver employees, has been in existence for some 15 years. The same rules that were drawn up then are in force now.

During the last year the association held ten meetings, two dances, organized and carried through a splendid picnic, as reported in CANADIAN GROCER, and finished up with a dinner and banquet in the Hotel Vancouver a couple of days after Christmas, whereat the management announced a gift insurance ranging from $500 to $3,000 per member.

Here is a feature that has been in existence for fifteen wears with the Malkin employees. On the completion of the fifth year's service and at the completion of every year thereafter, a bonus is paid to each employee, which bonus is arrived at by paying 15 per cent. of the total wages earned up to the 1st of January of the current year, the same percentage as the declared dividend on the common stock of the W. H. Malkin Co., Ltd., for the current year. Each employee of five years' service ranks like a common shareholder in the firm, and it can be depended on that not many leaks escape the notice of the employees, nor many practices long survive that might cost the house a customer.

On Saturday the 7th the "Old Guard" had a banquet at which the bonus cheques on 1919 business were distributed.

### NEW CANNING FACTORY

The Silver Lake Canning Company will be established in St. David's, Ont., during the coming season. It is to be carried on by F. R. Parnell, S. Switzer and F. Bentham, all of St. Catharines, and will do a general canning business. C. L. Black has been engaged as manager, and he has contracted for over thirty-five acres of tomatoes. New storerooms and boilerrooms are to be constructed, the estimated cost being $5,000. Work on this will be started soon.

### COCOA PRICES MAY GO HIGHER

The present undertone on cocoa is a very firm one. Already some of the manufacturers have advanced prices. It is not at all improbable that the market will strengthen within the next few weeks to a further extent, and in the meantime a good demand prevails. One large importer stated to CANADIAN GROCER that prices were being held on their present level as long as possible, but that the trend was upward and that advances might come before the end of the year. In any case, it was pointed out that declines were very improbable.

# NEWS FROM WESTERN CANADA

## WESTERN NEWS

Mr. Stanley, who has been with the Western Grocers, Swift Current, Sask., for some months as credit manager, left this week for Okanagan, B.C.

Howard Agnew, of Parkman, Sask., has sold his general store to Wm. Lees, a farmer. Mr. Lees will take possession March 1.

W. C. Jones, manager for the wholesale firm of Cameron & Heap since their opening in Swift Current, Sask., is leaving to accept an important position at Regina with the Dominion Cartridge Company.

At a figure of $13,000, the general store of R. A. Webster, of Cochrane, Alberta, has been purchased by the Cochrane U.F.A. Co-operative Association, Ltd. A general store business will be carried on, and Mr. Webster has been appointed manager.

Fire on Wednesday of last week destroyed the big departmental store of B. Willence, at Leader, Sask. The fire was caused through a leakage of gas in the stores lighting plant. The loss is heavy. Mr. Willence was in Winnipeg at the time.

The general store of Kasper Haberlack, of Sedley, Sask., was destroyed by fire, together with stock, on January 28. A defective stovepipe was the cause. The loss is estimated at $10,000, partly covered by insurance.

The following Whitewood, Sask., merchants agree to observe Wednesday afternoon as a half-holiday throughout the year 1920, closing each Wednesday at 12.30 noon, excepting in cases where there should be a holiday on a Thursday following: A. M. Duquette, J. Grierson & Son, J. J. Knowler & Co., J. D. Norton, V. E. Lefebvre, R. Emigh, F. H. McDonald, V. d'Etchegoyen, Whitewood Drug Store, R. S. Park, Whitewood Implement Co., Merchants Bank, J. W. Dayman and Jos. Topinka.

John D. Millar, wholesale grocer, has been elected president of the Saskatoon Board of Trade. S. W. Johns is vice-president and G. H. Harman is treasurer. Malcolm Isbister is honorary president. The executive consists of Aden Bowman, J. F. Cairns, departmental store owner, L. G. Calder, J. D. Gunn, Geo. Hazen, stationer, Harley Henry, J. O. Hettle, Austin Needham, baker, W. A. Porteous, R. H. Potter, Thomas Reynolds, miller, and J. M. Stevenson.

The Regina Retail Merchants' Association have taken up with the management of the General Hospital the question of the purchase of food supplies through retail merchants. Last year the supplies were purchased through a local firm at the wholesale price plus five per cent. The board declared that if supplies could not be purchased locally, with advantage to the hospital, they would be justified in going to Winnipeg or elsewhere. Tenders for groceries, it was decided, would be called for in a manner to be decided upon by the finance committee, and bread, milk and meat in a similar way.

## WARNING TO GROCERS

Vancouver.—Mr. Fairley, of the Dominion Department of Agriculture, draws the attention of the trade to the provision in the Dominion Egg Marks Act requiring the retailers to remove from empty egg cases the Government inspection label. Failure to do this renders the retailer liable to a fine of $50. It would be well to draw this item to the attention of your clerks now.

## RUPEE ADVANCING ADDS TO COST OF TEA

A cable received in Toronto states that rupee has now advanced in value to 2s. 11¾d. Before the war the rupee was worth 1s. 4d., and, as money has to be changed into rupees to buy Ceylon and India products such as tea, this greatly enhances the cost to purchasers in Canada.

## HERE FOR CANADIAN FOOD PRODUCTS

A. L. Brown, of J. L. Morison, Sons & Jones, importers in London, Eng., is in Canada on a business trip, connecting up with Canadian firms interested in export trade to Britain. He says there is a good demand for certain Canadian goods, such as canned fruits, condensed and powdered milk, sugar, cereals, etc., and that splendid business will be done this year. Mr. Brown was a visitor at the Toronto office of CANADIAN GROCER during the week.

## BUYS COFFEE AND SPICE PLANT

Alfred Harvey has purchased the plant of the Pioneer Coffee & Spice Co., Ltd., Victoria, B.C. He is operating the plant under the new name, Harvey Coffee and Spice Mills Ltd. The Pioneer Coffee and Spice Mills are now handling all their business from their Vancouver factory. Mr. Harvey stated to CANADIAN GROCER that he had appointed agents for the products of the Harvey plant in many points.

## SOAP FACTORY FOR VANCOUVER

Vancouved. — (Special.) — On his recent visit to Vancouver, Lord Leverhulme, the British soap magnate and head of Lever Bros., investigated several locations suitable for the establishment of a soap factory, and although it was not made known at the time selection was made of a desirable piece of water front on Burrard Inlet, adjacent to the Heaps Mills. Negotiations have been continually in progress until this week, when announcement was made by his Vancouver representative, F. T. Schooley, of the Royal Crown Soap Co., that a deal had been completed, involving the initial payment of a sum of $195,000. It is stated that a modern soap factory will be constructed.

## AGENTS APPOINTED FOR "HALL" AND "CASTLE" GOODS

Harry Hall & Co., Ltd., Vancouver, B.C., have appointed J. C. Thompson Co., Montreal, as their agents in that city for their "Hall" brands of salmon, pilchards and herring, and their "Castle" and "Hall" brands of dried and canned fruit.

## HARD TO GET ANY CHEAPER SUGAR

Victoria, B.C., on account of the acute sugar shortage, made inquiries, with considerable publicity, about sugar prices, and the importation of some Chinese sugar by the city was mooted. Lately some Vancouver consumers prevailed on the Vancouver council to ask for quotations also. The Vancouver city purchasing agents didn't have any luck.

The city purchasing agent is in receipt of quotations for sugar which show that there is no possibility of securing any of this commodity cheaply. Hong Kong sugar was quoted at $20.50 per cwt., plus commission, and the price had to be paid in U. S. gold with the collateral in the bank at Hong Kong before the shipment left.

Before Mr. Stuart ascertained the facts he volunteered some statements regarding the Vancouver Refinery, for Blythe T. Rogers appears in print to-day to declare them all false. As the local sugar is quoted wholesale at $14.50 even after the recent two advances, Mr. Rogers says:

"I can only say that if he thinks $15.85 a high price on sugar from Montreal, he is going to get a shock when he gets a reply from Hong Kong. Mr. Stuart is finding out that in comparison with other points the present price of sugar in Vancouver is exceedingly low. I welcome the action of the city council in endeavoring to obtain sugar for sale at cost, because the more enquiries they make and the more quotations they receive, the more this point will be driven home.

"I challenge all Mr. Stuart's statements, and publicly demand that he either furnish proof or else retract them."

# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

FROM all over the Dominion market reports all indicate a firmness of tone. Many lines of commodities have advanced. The primary markets for teas and coffee are extremely strong and from every source indications are that higher prices are inevitable. Stocks of granulated sugar are in very scant supply. There is an active business reported on all lines and in most cases the demand is greater than the supply.

**MONTREAL**—Montreal markets are firm this week and many advances have been effected. Sugar remains very strong on an unchanged price basis and dealers state the tendency is decidedly not lower. Canned goods are comparatively quiet and prices are unchanged. Figs have badly broken and have declined sharply. Dates are stated to be practically cleaned up, but shipments expected in March are hoped to help the situation very considerably. Currants are steady and in good demand. Nuts are somewhat easier, particularly shelled walnuts and almonds, both of which have declined a little in the local markets. Peanuts are very strong and it is stated that peanuts in shell are very short on spot. Feeds continue firm and very scarce. Package goods stand firm with higher tendencies, particularly in the lines containing oats. Cereals are firm and in active demand. Peas and beans are very strong. Higher prices are to be expected in both these lines in the very near future. Spices are very firm and cloves have jumped in the primary markets. No changes in the local market are reported this week, but tendencies are undoubtedly higher. Rice markets are very bare and many varieties are stated to be completely out of stock with little hope for further supplies for some time to come. Corn syrup is a good seller. Prices are steady and firm. Teas are very strong and although no actual change is recorded this week it is stated that as soon as the few dealers with small supplies of old stocks are sold out, higher prices are inevitable. Coffee and cocoa are strong and steady and prices are unchanged. Oats are stronger and have advanced about 4 cents on all grades. Lemons have advanced and oranges are stated to be a little easier. Apples in boxes are higher. Potatoes are easier and cabbage (Montreal) has declined to $4.50 per barrel. The following miscellaneous articles have all advanced: Roasted peanuts, package coffees, "Gem" lye, laundry soaps and washing tablets, table salt, metal polish, baking powder, wheat flakes, washing powder, Old Dutch cleanser and pure lard in pails.

**TORONTO**—All markets in general grocery lines this week are very firm with a trend toward higher levels. Granulated sugar is very scarce and supplies are being distributed in small quantities. Reports from primary sugar markets, however, are very favorable towards better supplies of raws coming forward in the near future. Labor troubles in Cuba are somewhat improved and the crop is being made very fast. The molasses market is very firm. Fancy Barbadoes molasses is off the market for the time being. The primary market for teas is ruling with a continued strong undertone. All producing markets are practically cleaned up of the better grades and any that are put on the market are quickly snapped up. The exchange rate on the rupee has again advanced and every indication points to higher prices. The coffee market is in the same condition as teas. Supplies are scarce and difficult to procure. The trend from primary markets indicates that higher levels will be reached in the near future. Barley has advanced 50 cents per bag. Graham flour also is higher. Fancy rices are becoming scarce and prices on spot stocks are quoted 3½ cents per pound higher. Dried fruits of all descriptions are very firm and stocks are getting low. Cleansing and soap powders have all registered an advance of 50 cents per case. Many lines of toilet soaps are also higher. Stocks of Ontario beans in dealers' warehouses are practically depleted, although brokers state that there are plenty of supplies being held by the farmers. Fancy biscuits have all advanced, likewise one brand of baking powder. There has been a tremendous demand for all citrus fruits and prices are quoted 50 cents to $1 a case higher. Potatoes are selling at $4 per bag. The produce and provision market is fairly steady. Butter and cheese are inclined to be easier as no exporting is being done. Eggs have shown a firmness owing to the advent of the Lenten season.

**WINNIPEG**—Many grocery lines have advanced this week. Sugar supplies remain scarce. Rices are ruling at firm prices. Spices are higher. The bean market is very active and advances are looked for. The Japanese bean has shown another advance. The tea market is very strong; information from primary markets all tend toward higher levels. Peanut butter is in a strong market and likely to advance. Nutmegs have advanced 2 to 4 cents per pound. Other spices are firm. Dried fruits are getting scarce. The vegetable market remains unchanged.

# QUEBEC MARKETS

MONTREAL, Feb. 20.—The markets generally this week are very strong. Many lines have reached higher levels. Sugar remains firm on an unchanged price basis. Teas are very strong and, although no change in prices are noted on this market, higher prices in the near future are inevitable. Peanuts have advanced, likewise laundry soaps, washing powders and wheat flakes. The potato market is somewhat easier.

## *Sugar Situation is Unchanged*

**Montreal.**

SUGAR.—The situation in this market is practically unchanged. Prices are very firm, and although the recent labor troubles in Cuba are said to be settled there remains a great shortage of raws and several refineries are closed on this account.

| | |
|---|---|
| Atlantic Sugar Company, extra granulated sugar, 100 lbs. | 14 50 |
| Acadia Sugar Refinery, extra granulated. | 14 50 |
| Canada Sugar Refinery | 14 50 |
| Dominion Sugar Co., Ltd., crystal granulated | 14 50 |
| St. Lawrence Sugar Refineries | 14 50 |
| Icing, barrels | 14 70 |
| Icing, 25-lb. boxes | 15 10 |
| Icing, 50-lb. boxes | 14 90 |
| Do. (50 1-lb. boxes) | 16 20 |
| Yellow, No. 1 | 14 10 |
| Do., No. 2 (Golden) | 14 00 |
| Do., No. 3 | 13 90 |
| Do., No. 4 | 13 70 |
| Powdered, barrels | 14 60 |
| Do., 50s | 14 80 |
| Do., 25s | 15 00 |
| Cubes and Dice (asst. tea), 100-lb. boxes | 15 10 |
| Do., 50-lb. boxes | 15 20 |
| Do., 25-lb. boxes | 15 40 |
| Do., 2-lb. package | 16 50 |
| Paris lumps, barrels | 15 10 |
| Do., 100 lbs. | 15 20 |
| Do., 50-lb. boxes | 15 30 |
| Do., 25-lb. boxes | 15 50 |
| Do., cartons, 2 lbs. | 16 50 |
| Do., cartons, 5 lbs. | 17 00 |
| Crystal diamonds, barrels | 15 10 |
| Do., 100-lb. boxes | 15 20 |
| Do., 50-lb. boxes | 15 30 |
| Do., 25-lb. boxes | 15 50 |
| Do., cases, 20 cartons | 16 25 |

## *Active Demand For Corn Syrup*

**Montreal.**

SYRUP.—There is manifest at the present time an extremely heavy demand for corn syrup. Prices are steady and firm and unlikely to change for some time to come.

MOLASSES.—There is little or no change to report in this market. Supplies are still very poor and there appears no likelihood of any improvement at present. Prices tend upwards and advances are to be expected.

| | | |
|---|---|---|
| Corn Syrups— | | |
| Barrels, about 700 lbs., per lb. | .... | 0 08½ |
| Half barrels | .... | 0 08¾ |
| Kegs | .... | 0 09¼ |
| 2-lb. tins, 2 doz. in case, case | .... | 5 70 |
| 5-lb. tins, 1 doz. in case, case | .... | 6 55 |
| 10-lb. tins, ½ doz. in case, case | .... | 6 25 |
| 2-gal. 25-lb. pails, each | .... | 2 70 |
| 3-gal. 38½-lb. pails, each | .... | 4 00 |
| 5-gal. 65-lb. pails, each | .... | 6 50 |
| White Corn Syrup— | | |
| 2-lb. tins, 2 doz. in case, case | .... | 6 30 |
| 5-lb. tins, 1 doz. in case, case | .... | 7 15 |
| 10-lb. tins, ½ doz. in case, case | .... | 6 85 |
| **Cane Syrup (Crystal) Diamond—** | | |
| case (2-lb. cans) | .... | 8 50 |
| Barrels, per 100 lbs. | .... | 12 25 |
| Half barrels, per 100 lbs. | .... | 12 50 |
| **Glucose, 5-lb. cans (case)** | .... | 4 80 |

| | Prices for Island | of Montreal |
|---|---|---|
| **Barbadoes Molasses—** | | |
| Puncheons | 1 30 | 1 35 |
| Barrels | 1 33 | 1 36 |
| Half barrels | 1 35 | 1 40 |
| Fancy Molasses (in tins)— | | |
| 2-lb. tins, 2 doz. in case, case. | .... | 6 00 |
| 3-lb. tins, 2 doz. in case, case. | .... | 8 25 |
| 5-lb. tins, 1 doz. in case, case. | .... | 6 80 |
| 10-lb. tins, ½ doz. in case, case | .... | 6 65 |

**Note—Prices on molasses to outside points average about 3c per gallon less. In gallon lots 2c above ½ barrel prices.**

## *Canned Goods Very Quiet*

**Montreal.**

CANNED GOODS.—Trade in this market remains very quiet although in some cases it is stated little more activity has been manifest during the week. Prices are firm and unaltered, and business is said to be only fairly good.

**CANNED VEGETABLES**

| | | |
|---|---|---|
| Asparagus (Amer.), mammoth green tips | 4 50 | 4 85 |
| Asparagus, imported (2½s) | 5 50 | 5 55 |
| Beans, Golden wax | 2 00 | 2 00 |
| Beans, Refugee | .... | 2 00 |
| Beets, new, sliced, 2-lb. | .... | 1 35 |
| Corn (2s) | .... | 1 80 |
| Carrots (sliced), 2s | 1 45 | 1 75 |
| Corn (on cob), gallons | 7 00 | 7 50 |
| Spinach, 3s | 2 85 | 2 90 |
| Squash, 2½-lb., doz. | .... | 1 50 |
| Succotash, 2 lb., doz. | .... | 1 80 |
| Do., Can. (2s) | .... | 1 80 |
| Do., California, 2s | 3 15 | 3 50 |
| Do. (wine gals.) | 8 00 | 10 00 |
| Sauerkraut, 2½ lb. tins | .... | 1 60 |
| Tomatoes, 1s | 1 45 | 1 50 |
| Do., 2s | .... | 1 50 |
| Do., 2½s | 1 80 | 1 85 |
| Do., 3s | 1 90 | 2 15 |
| Do., gallons | 6 50 | 7 00 |
| Pumpkins, 2½s (doz.) | 1 50 | 1 55 |
| Do., gallons (doz.) | .... | 4 00 |
| Peas, standards | 1 85 | 1 90 |
| Do., Early June | 1 92½ | 2 05 |
| Do., extra fine, 2s | .... | 3 00 |
| Do., Sweet Wrinkle | .... | 2 00 |
| Do., fancy, 20 oz. | .... | 1 57½ |
| Do., 2-lb. tins | .... | 2 75 |
| Peas, Imported— | | |
| Fine, case of 100, case | .... | 27 50 |
| Ex. Fine | .... | 30 00 |
| No. 1 | .... | 23 00 |
| Apricots, 2½-lb. tins | 6 25 | 6 50 |
| Apples, 2½s, doz. | 1 40 | 1 65 |
| Do., new pack, doz. | .... | 2 20 |
| Do., 3s, doz. | 1 80 | 1 95 |
| Do., new pack | .... | 6 75 |
| Do., gallons, doz. | 5 25 | 5 75 |
| Blueberries, ½s, doz. | 0 95 | 1 00 |
| Do., 2s | 2 40 | 2 45 |
| Do., 1-lb. talls, doz. | 1 85 | 1 90 |
| Currants, black, 2s, doz. | 4 00 | 4 05 |
| Do., gallons, doz. | .... | 16 00 |
| Cherries, red, pitted, heavy syrup, No. 2½ | 4 80 | 5 15 |
| No. 2 | .... | 20 00 |

**CANNED FRUITS**

| | | |
|---|---|---|
| doz. | 4 75 | 4 80 |
| Do., white, pitted | 4 50 | 4 75 |
| Gooseberries, 2s, heavy syrup, doz. | .... | 2 75 |
| Peaches, heavy syrup— | | |
| No. 2 | 3 65 | 4 00 |
| Do., gallon, "Pie," doz. | .... | 9 50 |
| Do., gallon, table | .... | 10 00 |
| Pears, 2s | 4 25 | 4 50 |
| Do., 2s (light syrup) | .... | 1 90 |
| Do., 2½s | .... | 5 25 |
| Pineapples (grated and sliced), 1-lb. flat, doz. | .... | 1 90 |
| Do., 2-lb. talls, doz. | .... | 2 30 |
| Do., 2½s | 4 00 | 4 50 |
| Plums, Lombard | 2 00 | 2 20 |
| Do., in heavy syrup | 2 40 | 2 45 |
| Do., in light syrup | .... | 2 45 |
| Gages, green, 2s | 2 40 | 2 45 |
| Raspberries, 2s, black or red, heavy syrup | 4 50 | 4 60 |
| Strawberry, 2s, heavy syrup | 4 50 | 4 85 |
| Rhubarb, 2-lb. tins | .... | 2 25 |

**CANNED FISH, MEATS, ETC.**

| | | |
|---|---|---|
| Salmon— | | |
| Chums, 1-lb. talls | .... | 2 00 |
| Do., ½s, flat | .... | 1 20 |
| Sockeye, 48, 1s, doz. | .... | 4 75 |
| Do., 96, ½s, doz. | .... | 2 50 |
| Red Springs, 1-lb. tall | 4 10 | 4 30 |
| Do., ½ lb. | .... | 2 00 |
| Cohoes, 1-lb. tall | .... | 3 65 |
| Do., ½-lb. flat | .... | 1 90 |
| Pinks, 1 lb. | .... | 2 60 |
| Do., ½ lb. | .... | 1 30 |
| White Springs, 1s | .... | 2 00 |
| Chums, 1 lb., talls | .... | 2 00 |
| Do., ½s, flat | .... | 1 10 |
| Gaspe, Niobe Brand (case of 4 doz.), per doz. | .... | 2 25 |
| Alaska, red, 1-lb. tall | 4 25 | 4 50 |
| Herrings, imported, tomato sauce | .... | 3 25 |
| Do., kippered | 2 85 | 2 90 |
| Do., tomato sauce, ½s | .... | 1 85 |
| Do., kipp., Canadian, 48, 1s | .... | 1 [illegible] |
| Do., plain, case of 4 doz. | .... | 6 75 |
| Do., ½s | .... | 1 65 |
| Haddies (lunch), ½-lb. | .... | 1 00 |
| Haddies, chicken (4 doz. to case), doz. | 2 25 | 2 35 |
| Canadian sardines, case | 6 25 | 6 75 |
| Whale Steak, 1-lb. flat | .... | 2 00 |
| Pilchards, 1-lb. talls | 1 90 | 2 00 |
| Norwegian sardines, per case of 100 (¼s) | 24 00 | 25 00 |
| Oysters (canned), 5 oz., doz. | .... | 2 60 |
| Do., 10 oz., doz. | .... | 4 20 |
| Lobsters, ¼-lb., doz. | .... | 3 40 |
| Do., ½-lb. tins, doz. | 5 50 | 6 00 |
| Do., 1-lb. talls | .... | 12 00 |
| Do., ¾-lb., doz. | .... | 6 00 |
| Do., 1-lb. flats | .... | 12 00 |
| Lobster pastes, ½-lb. tins | .... | 2 40 |
| Sardines (Amer. Norweg'n style) | .... | 14 50 |
| Do., Canadian brands (as to quality), case | 6 25 | 17 50 |
| Do., French | 32 00 | 34 00 |
| Do., (gen. Norwegian) | 21 00 | 22 25 |
| Do., Portuguese, case | .... | 24 00 |
| Scallops, 1-lb., doz. | .... | 3 25 |
| Do., Eastern trade | .... | 2 65 |
| Do., Winnipeg and Western | .... | 2 85 |
| Scotch Snack, No. 2, doz. | .... | 4 50 |
| Shrimps, No. 1 | 2 40 | 2 80 |
| Do., 1½s | .... | 4 50 |
| Crabs, No. 1 (case 4 doz.) | .... | 6 75 |
| Crab meat (Japanese), doz. | .... | 6 50 |
| Clams (river), 1 lb., doz. | .... | 1 90 |
| Scotch Snack, No. 1, doz., Montreal | .... | 2 35 |
| Meats, English potted, doz. | .... | 2 00 |

## *Figs Decline; Dates Finished*

**Montreal.**

DRIED FRUITS.—Figs have badly broken and have sharply declined. Importers state they cannot account for the slump unless the lower prices of Spanish figs are responsible. There is manifest an increased consumption of Spanish figs for manufacturing purposes, such as the making of biscuits and confectionery. Dates are practically cleaned up both in this and the American markets. Shipments are due in March and these are expected to materially help the situation. Higher prices are looked for. Raisins continue very high and the market is very bare. Currants are steady and are being rapidly bought up.

| | | |
|---|---|---|
| Apricots, fancy | .... | 0 40 |
| Do., choice | .... | 0 34 |
| Do., slabs | .... | 0 30 |
| Apples (evaporated) | 0 23½ | 0 24 |
| Peaches, (fancy) | 0 28 | 0 30 |
| Do., choice, lb. | .... | 0 28 |
| Pears, choice | 0 30 | 0 35 |
| Drained Peels— | | |
| Choice | .... | 0 26 |
| Ex. fancy | .... | 0 30 |
| Lemon | .... | 0 45 |
| Orange | .... | 0 46 |
| Citron | .... | 0 68 |
| Peels (cut mixed), doz. | .... | 3 25 |
| Raisins (seeded) | | |
| Bulk, 25-lb. boxes, lb. | 0 18 | 0 23 |
| Muscatels, 2 Crown | .... | 0 23 |
| Do., 1 Crown | .... | 0 25 |
| Do., 3 Crown | .... | 0 24 |
| Do., 4 Crown | 0 19½ | 0 20 |
| Cal. seedless, cartons, 16 oz. | .... | 0 23 |
| Cal. seedless, cartons, 16 oz. | 0 22 | 0 23 |

| | | |
|---|---|---|
| Cal. Seedless, loose | 0 26 | 0 28 |
| Fancy seeded | .... | 0 17 |
| 15 oz. | 0 21 | 0 22 |
| Currants, loose | 0 19 | 0 22 |
| Do., Greek (16 oz.) | .... | 0 24 |
| Dates, Excelsior (36-10s), pkg. | .... | 0 15½ |
| Fard, 12-lb. boxes | .... | 3 25 |
| Packages only | 0 19 | 0 20 |
| Do., Dromedary (36-10 oz.) | .... | 0 19 |
| Packages only, Excelsior | .... | 0 20 |
| Loose | 0 16 | 0 17 |
| Figs (layer), 10-lb. boxes, 2s, lb. | .... | 0 40 |
| Do., 2¼s, lb. | .... | 0 45 |
| Do., 2½s, lb. | .... | 0 48 |
| Do., 2¾s, lb. | .... | 0 50 |
| Figs, white (70 4-oz. boxes) | .... | 5 40 |
| Figs, Spanish (cooking), 22 lbs. boxes, each | .... | 0 12 |
| Figs, Turkish, 3 crown, lb. | .... | 0 44 |
| Do., 5 Crown, lb. | .... | 0 46 |
| Do., 7 Crown, lb. | .... | 0 52 |
| Figgs, mats | .... | 4 75 |
| Do. (25-lb. boxes) | .... | 2 75 |
| Do. (12 10-oz. boxes) | .... | 2 20 |
| Prunes (25-lb. boxes)— | | |
| 20-30s | .... | 0 32 |
| 30-40s | .... | 0 30 |
| 40-50s | .... | 0 27 |
| 50-60s | .... | 0 23 |
| 60-70s | .... | 0 22 |
| 70-80s (25-lb. box) | .... | 0 20 |
| 80-90s | .... | 0 19 |
| 90-100s | .... | 0 17½ |
| 100-120s | 0 16 | 0 17 |

## *Shelled Walnuts Easier; Almonds Also Decline*

**Montreal.**

NUTS.—Shelled almonds and walnuts are easier and prices have declined a little. Tarragona almonds are quoted in one quarter at from 32c to 33c, and walnuts are selling at from 75c to 80c. Demands for these nuts are heavy at the present time, and it is thought that although the market is considerably easier it will stiffen up again shortly. Java peanuts are very firm on account of the enormous demands and shortage of supplies. Peanuts in shell on spot are said to be very scarce, but several cars are rolling and will relieve the local situation.

| | | |
|---|---|---|
| Almonds, Tarragona, per lb. | 0 32 | 0 33 |
| Do., shelled | .... | 0 60 |
| Do., Jordan | .... | 0 75 |
| Brazil nuts (new) | .... | 0 28 |
| Chestnuts (Canadian) | .... | 0 27 |
| Filberts (Sicily), per lb. | 0 28 | 0 29 |
| Do., Barcelona | 0 25 | 0 26 |
| Hickory nuts (large and small), lb. | 0 10 | 0 15 |
| Pecans, No. 4, Jumbo | .... | 0 35 |
| Peanuts, Jumbo | .... | 0 24 |
| Do., "G" | 0 19 | 0 20 |
| Do., Coons | .... | 0 16 |
| Do., Shelled, No. 1 Spanish | 0 24 | 0 25 |
| Do., Salted, Spanish, per lb. | 0 29 | 0 30 |
| Do., Shelled, No. 1, Virginia | 0 16½ | 0 18 |
| Do., No. 1 Virginia | .... | 0 14 |
| Peanuts (Salted)— | | |
| Fancy wholes, per lb. | .... | 0 33 |
| Fancy splits, per lb. | .... | 0 33 |
| Pecans, new Jumbo, per lb. | 0 32 | 0 35 |
| Do., large, No. 2, polished | 0 32 | 0 35 |
| Do., Orleans, No. 2 | 0 21 | 0 24 |
| Do., Jumbo | .... | 0 60 |
| Pecans, shelled | 1 60 | 1 70 |
| Walnuts | 0 29 | 0 35 |
| Do., new Naples | .... | 0 34 |
| Do., shelled | 0 75 | 0 80 |
| Do., Chilean, bags, per lb | .... | 0 33 |

**Note—Jobbers sometimes make an added charge to above prices for broken lots.**

## *Feeds Continue Very Scarce*

**Montreal.**

FEEDS.—There is little change to report in the market this week. Supplies continue very short and prices are very firm. The bad weather of the past week has materially affected transportation and the markets are stated to be very bare. Demands for all feeds are heavy.

| FEEDS— | | |
|---|---|---|
| Bran, mixed cars | .... | 45 00 |
| Shorts, mixed cars | .... | 52 00 |
| Crushed oats | 63 00 | 71 00 |
| Barley chop | .... | .... |
| Special Middlings | .... | .... |
| Feed Flour, 98 lbs. | .... | 3 80 |
| Gluten Feed— | | |
| F.o.b. Cardinal | .... | 66 00 |
| F.o.b. Fort William | .... | 64 00 |

## *Package Goods Stand Steady*

**Montreal.**

PACKAGE GOODS.—Package goods are standing firm, and in view of the reaction in the oat market lines containing these cereals will probably advance shortly. In the meantime there is a fairly good demand for all package goods at prevailing prices, and the undertone is decidedly firmer. White Swan wheat flakes have advanced from $2.80 to $2.95 per case.

**PACKAGE GOODS**

| | | |
|---|---|---|
| Breakfast food, case 18 | .... | 2 85 |
| Cocoanut, 2 oz. pkgs., doz. | .... | 0 78½ |
| Do., 20-lb. cartons, lb. | .... | 0 36 |
| Corn Flakes, 3 doz. case 3 50 3 65 3 50 | .... | 4 25 |
| Oat Flakes, 20s | .... | 5 40 |
| Rolled oats, 20s | .... | 6 50 |
| Do., 18s | .... | 2 42½ |
| Do., large, doz. | .... | 3 90 |
| Oatmeal, fine cut, pkgs., case | .... | 6 75 |
| Puffed rice | .... | 5 70 |
| Puffed wheat | .... | 4 25 |
| Farina, case | .... | 2 35 |
| Hominy, pearl or granu., 2 doz. | .... | 3 65 |
| Health bran (20 pkgs.), case | .... | 2 60 |
| Scotch Pearl Barley, case | .... | 2 60 |
| Pancake Flour, case | .... | 3 60 |
| Pancake Flour, self-raising, doz. | .... | 1 50 |
| Wheat food, 18-1½s | .... | 3 25 |
| Buckwheat Flour, case | .... | 3 60 |
| Wheat flakes, case of 2 doz. | .... | 2 95 |
| Oatmeal, fine cut, 20 pkgs. | .... | 6 75 |
| Porridge wheat, 36s, case | .... | 7 30 |
| Do., 20s, case | .... | 7 50 |
| Self-raising Flour (3-lb. pack.) doz. | .... | 3 05 |
| Do. (6-lb. pack.), doz. | .... | 6 00 |
| Corn starch (prepared) | .... | 0 12 |
| Potato flour | .... | 0 16 |
| Starch (laundry) | .... | 0 10¼ |
| Flour, Tapioca | 0 15 | 0 16 |

## *Cereals Firm; Are Good Sellers*

**Montreal.**

CEREALS.—There is little change to report in this market this week. Prices are firm with upward tendencies. Business is stated to be very brisk and supplies are ample for all demands.

| CEREALS— | | |
|---|---|---|
| Cornmeal, golden granulated | .... | 5 50 |
| Barley, pearl (bag of 98 lbs.) | .... | 7 50 |
| Barley, pot (98 lbs.) | .... | 6 75 |
| Barley (roasted) | .... | .... |
| Buckwheat flour, 98 lbs. (new) | .... | 6 00 |
| Hominy grits, 98 lbs. | .... | 6 50 |
| Hominy, pearl (98 lbs.) | .... | 6 25 |
| Graham flour | .... | 6 00 |
| Do., barrel | .... | 13 25 |
| Oatmeal (standard granulated) | .... | 5 75 |

## *Split Peas Higher; Beans Are Strong*

**Montreal.**

PEAS.—Peas are very strong this week on account, principally, of the barren state of the market. Split peas (new crop) are being quoted at the advanced prices of from $8.25 to $9 per 98 pounds, and other grades are on the upward trend.

BEANS.—Beans are also very strong, and although no definite alterations are made this week with the exception of California lima beans, which are selling at from 20c to 21c per pound, general advances are to be expected in view of the present shortage.

| | | |
|---|---|---|
| **BEANS—** | | |
| Canadian, hand-picked, bush. | 5 40 | 5 75 |
| Japanese | 5 25 | 5 50 |
| Japanese Lima, per lb. (as to quality) | 0 10 | 0 12 |
| Lima, California | 0 20 | 0 21 |
| **PEAS—** | | |
| White soup, per bush. | 4 80 | 5 00 |
| Split, new crop (98 lbs.) | 8 25 | 9 00 |
| Boiling, bushel | 4 80 | 5 00 |
| Japanese, green, lb. | 0 10½ | 0 11 |

## *Flour Steady Under Active Demands*

**Montreal.**

FLOUR.—Flour continues a good seller on an unchanged price basis and is very firm. Supplies are found to be none too good, but adequate to meet all present demands.

| **Standard Wheat Flours—** | | |
|---|---|---|
| **Straight or mixed cars, 80,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.** | .... | 13 25 |
| Per bbl., in (2) cotton bags, 98 lbs. | .... | 13 45 |
| **Small lots, per bbl. (2) jute bags, 98 lbs.** | .... | 13 55 |
| Winter wheat flour (bbl.) Jute bags | .... | .... |

## *Spices Firm; Cloves Stronger*

**Montreal.**

SPICES.—All spices are very strong and cloves have jumped in the primary markets about 15 per cent., although no changes have been effected in the local markets. Business is only fairly good and supplies are being held up very considerably by the bad weather of the past few days.

| | | |
|---|---|---|
| Allspice | .... | 0 22 |
| Cassia (pure) | 0 33 | 0 35 |
| Cocoanut, pails, 20 lbs., unsweetened, lb. | .... | 0 40 |
| Do., sweetened, lb. | .... | 0 36 |
| Chicory (Canadian), lb. | .... | 0 20 |
| Cinnamon— | | |
| Rolls | .... | 0 35 |
| Pure, ground | 0 35 | 0 40 |
| Cloves | 0 85 | 0 90 |
| Cream of tartar (French pure) | 0 75 | 0 80 |
| American high test | 0 30 | 0 33 |
| Ginger | .... | 0 40 |
| Ginger (Cochin or Jamaica) | .... | 0 31 |
| Mace, pure, 1-lb. tins | .... | 1 00 |
| Mixed spice | 0 30 | 0 32 |
| Do., 2½ shaker tins, doz. | .... | 1 15 |
| Nutmegs, whole | 0 60 | 0 70 |
| 64, lb. | .... | 0 45 |
| 80 lb. | .... | 0 42 |
| 100, lb. | .... | 0 40 |
| Ground, 1-lb. tins | .... | 0 65 |
| Pepper, black | 0 35 | 0 40 |
| Do., special | .... | 0 32 |
| Do., white | .... | 0 50 |
| Pepper (Cayenne) | 0 35 | 0 37 |
| Pickling spice | 0 28 | 0 30 |
| Paprika | 0 65 | 0 70 |
| Tumeric | 0 28 | 0 30 |
| Tartaric acid, per lb. (crystals or powdered) | 1 00 | 1 10 |
| Cardamon seed, per lb., bulk | .... | 2 00 |
| Carraway (nominal) | 0 30 | 0 35 |
| Cinnamon, China, lb. | .... | 0 30 |
| Do., per lb. | .... | 0 35 |
| Mustard seed, bulk | 0 35 | 0 40 |
| Celery seed, bulk (nominal) | 0 75 | 0 80 |
| Pimento, whole | 0 18 | 0 20 |

**For spices packed in cartons add 4½ cents a lb., and for spices packed in tin containers add 10 cents per lb.**

## *Rice Markets Are Very Bare*

**Montreal.**

RICE.—Rice appears to be a very scarce commodity these days, and dealers state that Carolina No. 2, Siam, Mandarin, Sparkling, Japans, Patnas, and broken rice are completely off the market for the present with little hopes of further supplies. Carolina, ex, fancy, is selling at from $19 to $21, and Carolina fancy is quoted at $18.

| | | |
|---|---|---|
| RICE— | | |
| Carolina, ex. fancy | 19 00 | 21 00 |
| Do. (fancy) | .... | 18 00 |
| Rangoon "B" | .... | 14 50 |
| Rangoon "CC" | .... | 14 25 |
| Broken rice, fine | .... | 14 00 |
| Tapioca, per lb. (seed) | 0 12½ | 0 13 |
| Do. (pearl) | 0 12½ | 0 13 |
| Do. (flake) | 0 11 | 0 12½ |

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

## *Roasted Peanuts Are Advanced*

**Montreal.**

PEANUTS.—In sympathy with the recent advances in peanuts and the firm tone prevailing, several brands of roasted peanuts rule at higher figures. "Bon Ton" are selling at 26 cents a pound; "Suns" at 22 cents, and "G" at 19½ cents per pound.

## *Package Coffees Are Advanced*

**Montreal.**

COFFEE.—On account of the shortage of coffee upon the market and strong tone of this commodity, general advances have been effected within the past two weeks, and "George Washington" brand of package coffees are advanced accordingly. Standard size is selling at $4.85 per dozen; medium, $9.60, and family, $15.

## *Metal Polish Again Advances*

**Montreal.**

METAL POLISH.—Owing to the recent advances in all oils used in the manufacture of polishes, "parrot" metal polish scores even higher figures, and is quoted at $5 per case of 3 dozen. This is the second advance within one week.

## *Laundry Soaps Advance; Washing Tablets Also*

**Montreal.**

LAUNDRY SOAP.—Owing to the increased cost of fats used in the manufacture of laundry soaps, all standard brands have advanced from $9.50 to $9.75 per case.

WASHING TABLETS. — "Toro" washing tablets have advanced $1.00 per gross, and are now selling at $6.40.

## *Salt Scores Higher Levels*

**Montreal.**

SALT.—Higher figures rule on "Windsor" salt and the following are the recently advanced quotations in barrel lots: 80 3½ lbs., $6.60; 40 7 lbs., $6.30; 20 145 lbs., $6. "Regal" free-running table salt" has advanced 25 cents per case, being quoted at $2.55 per case of 24 round cartons (about 2½ lbs). Ice cream salt has advanced 5 cents per bag and is selling at $1.50.

## *Baking Powder Quoted Higher*

**Montreal.**

BAKING POWDER.—Higher prices rule this week for "Egg-O" baking powder. Herewith new quotations: 4 ozs., case of 6 doz., $1.40; 6 ozs., $1.85; 9 ozs., case of 4 doz., $2.40; 12 ozs., $3.10; 16 ozs., $3.85; 2½ lbs., case of 2 doz., $8.65; 5 lbs., case of 1 doz., $16.30.

## *Advances Rule on "Gem" Lye*

**Montreal.**

LYE.—"Gem" lye has recently advanced in this market 50 cents per case and is selling at $5.40 per case.

## *Washing Powder and Old Dutch Higher*

**Montreal.**

WASHING POWDER.—"Gold Dust" washing powder is higher, being quoted in this market at $7.75 per case. "Old Dutch Cleanser" also is advanced 15 cents per case, and is selling at $4.65.

## *Pure Lard Easier; Prices Decline*

**Montreal.**

LARD.—The easier feeling in the hog market is reflected in this, and pure lard in 20 lb. pails has declined about 1½ cents per pound. Pails are quoted at $6.25.

## *Teas Continue To Gain Strength*

**Montreal.**

TEAS.—Teas are gaining in strength and although no definite changes have been effected this week on account of dealers still having small stocks of old supplies on hand, advances are inevitable in the near future. Markets are practically bare, it is stated, and are likely to so continue for an indefinite time.

| | | |
|---|---|---|
| JAPAN TEAS— | | |
| Choice (to medium) | 0 65 | 0 75 |
| Early picking | 0 65 | 0 70 |
| Finest grades | 0 80 | 1 00 |
| Javas— | | |
| Pekoes | 0 46 | 0 48 |
| Orange Pekoes | 0 49 | 0 51 |
| Broken Orange Pekoes | 0 48 | 0 50 |

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

## *Oats Again Advance; Hay is Unchanged*

**Montreal.**

HAY AND GRAIN.—Hay stands firm on an unchanged price basis and supplies are stated to be greatly improved. Trade, however, is not very brisk for the time of year. Although oats were considerably easier last week and prices declined on all grades, they have regained in strength owing to the bad weather conditions, and a general shortage. An advance of 4 cents on all grades has been effected. Business is quiet.

| | | |
|---|---|---|
| Hay— | | |
| Good, No. 1, per 2,000 lb. ton | .... | 28 00 |
| Do., No. 2 | .... | 27 00 |
| Do., No. 3 | .... | 24 00 |
| Straw | .... | 15 00 |
| Oats— | | |
| No. 2 C.W. (34 lbs.) | .... | 1 16 |
| No. 3 C.W. | .... | 1 13 |
| Extra feed | .... | 1 13 |
| No. 1 feed | .... | 1 11 |
| No. 2 feed | .... | 1 09 |
| Tough 3 C.W. | .... | 1 09 |
| Barley— | | |
| No. 3 C. W. | .... | .... |
| No. 3 | .... | .... |
| No. 4 C.W. | .... | .... |
| Feed barley | .... | 1 65 |

Prices are at elevator.

## *Coffee and Cocoa Strong and Steady*

**Montreal.**

COFFEE.—Business in this market is stated to be very brisk at recently advanced prices, and although it is very steady at the moment the fact of supplies of good coffee being somewhat slow the tendency is upward rather than down.

COCOA.—Cocoa is very firm under active demands, and prices rule unchanged.

| | | |
|---|---|---|
| COFFEE— | | |
| Rio, lb. | 0 33½ | 0 35½ |
| Mexican, lb. | 0 50 | 0 51 |
| Jamaica, lb. | 0 46 | 0 48 |
| Bogotas, lb. | 0 49 | 0 51 |
| Mocha (types) | 0 50 | 0 52 |
| Santos, Bourbon, lb. | 0 47 | 0 49 |
| Santos, lb. | 0 47 | 0 48 |
| COCOA— | | |
| In 1-lbs., per doz. | .... | 5 80 |
| In ½-lbs., per doz. | .... | 3 00 |
| In ¼-lbs., per doz. | .... | 1 60 |
| In small size, per doz. | .... | 1 15 |

## *Lemons Advance; Oranges Easier*

**Montreal.**

FRUIT.—Under active demands and comparatively short supplies, lemons have advanced and are quoted in this market at $7.50. California navels are somewhat easier and in some instances have declined to from $7 to $8. Apples in boxes are higher, and an advance of 75c over last week's quotations is recorded. Present selling price is $4.75. Trade is fairly good and dealers express satisfaction with existing conditions.

| | | |
|---|---|---|
| Apples— | | |
| Baldwins | 7 50 | 8 00 |
| Ben Davis, No. 1 | 6 00 | 7 00 |
| MacIntosh Red | .... | 12 00 |
| Fameuse, No. 1 | 14 00 | 15 00 |
| Greenings | 7 50 | 8 00 |
| Gravenstein | .... | .... |
| Spies | .... | 10 00 |
| Winter Reds | 6 50 | 7 00 |
| Apples in boxes | .... | 4 75 |
| Bananas (as to grade), bunch | 6 00 | 7 00 |
| Cranberries, bbl. | 12 00 | 13 50 |
| Do., gal. | .... | 0 75 |
| Grapes, Tokay (box), 30 lbs. | .... | .... |
| Grape, Emperor, kegs | .... | 13 00 |
| Grapefruit, Jamaican, 64, 80, 96 | .... | 4 25 |
| Do., Florida, 54, 64, 80, 96 | .... | 4 25 |
| Lemons, Messina | .... | 7 50 |
| Pears, Cal. | .... | 6 50 |
| Pomegranates (boxes of about 80), box | .... | 3 00 |
| Keiffer Pears (box) | .... | 2 75 |
| Pears, Cal. | .... | 5 00 |
| Oranges, Cal., Valencias | .... | 7 00 |
| Cal. Navels | 7 00 | 8 00 |
| Florida, case | .... | 4 00 |

## *Potatoes Easier; Cabbages Tomatoes, Also*

**Montreal.**

VEGETABLES.—Potatoes are easier this week and have declined to from $3.50 to $4 per bag. Supplies are greatly improved. Montreal cabbage has declined to $4.50 per barrel. On account of Florida tomatoes being on the market hothouse tomatoes are being quoted at 40c per pound. Florida celery has appeared on the market and is selling at $7.50 per 4 dozen crate. There is a fairly active demand for all vegetables.

| | | |
|---|---|---|
| Florida tomatoes, crate (40 lbs.) | .... | 8 00 |
| Beans, new string (imported) hamper | .... | 7 00 |
| Beets, new, bag (Montreal) | .... | 2 00 |
| Cucumbers (hothouse), doz. | .... | 4 00 |
| Chicory, doz. | .... | 0 75 |
| Cauliflower, Am., doz. dble crate | .... | 7 00 |
| Do., single crate | .... | 3 50 |

| | | |
|---|---|---|
| Cabbage (Montreal), barrels | | 4 50 |
| Carrots, bag | | 1 75 |
| Garlic, lb. | | 0 50 |
| Horseradish, lb. | | 0 20 |
| Lettuce (Boston), head crate | | 3 00 |
| Leeks, doz. | 3 00 | 4 00 |
| Mint | | 0 60 |
| Mushrooms, lb. | | 1 50 |
| Do., basket (about 3 lbs.) | | 4 00 |
| Onions, Yellow, 75-lb. sack | | 8 50 |
| Do., red, 75 lbs. | 8 50 | 9 00 |
| Do., crate | | 3 00 |
| Do., Spanish, case | | 8 50 |
| Oyster plant, doz. | | 0 50 |
| Parsley (Canadian) | | 1 00 |
| Peppers, green, doz. | | 0 50 |
| Parsnips, bag | | 1 75 |
| Potatoes, Montreal (90-lb. bag) | 3 50 | 4 00 |
| Do., New Brunswick | | 4 00 |
| Do., sweet hamper | 3 50 | 3 75 |
| Radishes, American, doz. | | 0 75 |
| Spinach, barrel | | 6 00 |
| Turnips, Quebec, bag | | 2 00 |
| Do., Montreal | 1 50 | 1 75 |
| Tomatoes, hothouse, lb. | | 0 40 |
| Florida lettuce (hamper) | | 4 00 |
| American parsley, doz. | | 2 00 |
| Florida celery (4-doz. crate) | | 7 50 |

# ONTARIO MARKETS

TORONTO, Feb. 20.—All grocery lines this week are very firm. Many commodities are higher. Nearly all cleansing and soap powders have advanced 25 to 50 cents per case. Some lines of toilet soap are also up. The sugar market is steady at unchanged prices. The tea and coffee markets are extremely active and higher prices are inevitable. Fancy grades of rice are scarce and prices are quoted higher. Oranges, lemons and grape fruit are higher, due mostly to the high exchange rate. Messina bitter oranges are now on the market and selling at $6.00 per case. Potatoes are easier, selling at $4.00 per bag.

## *Granulated Sugar Very Scarce*

**Toronto.**

SUGAR.—Supplies of granulated sugar are very scarce, barely enough to meet immediate demands. Yellow sugar is more plentiful. Prices remain steady.

| | |
|---|---|
| St. Lawrence, extra granulated, cwt. | 14 71 |
| Atlantic, extra granulated | 14 71 |
| Acadia Sugar Refinery, extra granulated | 14 71 |
| Can. Sugar Refinery, extra granulated | 14 71 |
| Dom. Sugar Refinery, extra granulated | 14 71 |

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

## *Syrups Steady Molasses Firm*

**Toronto**

SYRUPS AND MOLASSES.—Corn syrups are moving very freely at unchanged prices. The market for molasses is very firm. Fancy Barbadoes molasses is not being quoted, the market being bare of this line.

## *Primary Tea Market Extremely Firm*

**Toronto.**

TEAS.—From every source of information, CANADIAN GROCER has learned that higher prices on teas are assured. The producing markets are practically cleaned up of supplies of fancy stocks. The exchange rate on the rupee has again advanced, which adds another 2 cents per pound to the cost. This, coupled with the greater consumption, points to higher prices in the very near future.

| | | |
|---|---|---|
| Ceylons and Indians | | |
| Pekoe Souchongs | 0 48 | 0 54 |
| Pekoes | 0 52 | 0 60 |
| Broken Pekoes | 0 56 | 0 64 |
| Broken Orange Pekoes | 0 58 | 0 66 |
| Javas | | |
| Broken Orange Pekoes | 0 58 | 0 65 |
| Broken Pekoes | 0 45 | 0 50 |
| Japans and Chinas | | |
| Early pickings, Japans | 0 63 | 0 65 |
| Do., seconds | 0 50 | 0 55 |
| Hyson thirds | 0 45 | 0 50 |
| Do., pts. | 0 58 | 0 67 |
| Do., sifted | 0 67 | 0 72 |

Above prices give range of quotations to the retail trade.

## *Higher Prices Likely On Coffee*

**Toronto.**

COFFEE.—The trend of the primary coffee market indicates higher prices. The demand is very great, and growers of many of the finer grades refuse to make shipments to Canada, except through the U.S. ports, thereby getting the exchange. The U.S. are practically the largest consumers of coffee in the world, and will buy the entire crops, and Canadian brokers, in order to get supplies, must pay the exchange. Spot stocks of coffee are very limited.

| | | |
|---|---|---|
| Java, Private Estate | 0 51 | 0 52 |
| Java, Old Government, lb. | | |
| Bogotas, lb. | 0 49 | 0 50 |
| Guatemala, lb. | 0 48 | 0 52 |
| Mexican, lb. | | 0 55 |
| Maracaibo, lb. | 0 47 | 0 48 |
| Jamaica, lb. | 0 45 | 0 46 |
| Blue Mountain Jamaica | | 0 52 |
| Mocha, lb. | | 0 55 |
| Rio, lb. | 0 35 | 0 37 |
| Santos, Bourbon, lb. | 0 46 | 0 47½ |
| Ceylon, Plantation, lb. | | 0 54 |
| Chicory, lb. | | 0 25 |
| Cocoa | | |
| Pure, lb. | | 0 31 |
| Sweet, lb. | | 0 31 |

## *Package Goods In Good Demand*

**Toronto.**

PACKAGE GOODS.—There is a good, steady demand for all lines of package goods. One manufacturer of corn flakes is quoting at $3.50 per case until the 1st of April.

**PACKAGE GOODS**

| | | |
|---|---|---|
| Rolled Oats, 20s, round, case | | 6 50 |
| Do., 20s, square, case | | 6 50 |
| Do., 36s, case | | 4 85 |
| Do., 18s, case | | 2 42½ |
| Corn Flakes, 36s, case | 4 00 | 4 25 |
| Porridge Wheat, 36s, regular, case | | 6 00 |
| Do., 20s, family, case | | 6 80 |
| Cooker Package Peas, 36s, case | | 4 20 |
| Cornstarch, No. 1, lb. cartons | | 0 12 |
| Do., No. 2, lb. cartons | | 0 10½ |
| Laundry starch | | 0 10¼ |
| Laundry starch, in 1-lb. cartons | | 0 12¼ |
| Do., in 6-lb. tin canisters | | 0 13¾ |
| Do., in 6-lb. wood boxes | | 0 13¾ |
| Potato Flour, in 1-lb. pkgs | | 0 16 |
| Fine oatmeal, 20s | | 6 75 |
| Cornmeal, 24s | | 3 65 |
| Farina, 24s | | 2 90 |
| Barley, 24s | | 2 60 |
| Wheat flakes, 24s | | 5 60 |
| Wheat kernels, 24s | | 4 50 |
| Self-rising pancake flour, 24s | | 3 30 |
| Buckwheat flour, 24s | | 3 30 |
| Two-minute Oat Food, 24s | | 3 75 |

## *Barley Higher Graham Flour Also*

**Toronto.**

CEREALS.—Barley has advanced 50 cents per 98-pound bag. Pearl barley now quoted at $8.50 and pot barley at $7.25. Graham flour is also higher, selling at $7 for bag of 98 pounds, and 8 cents per pound in smaller quantities.

| | Single Bag Lots F.o.b. Toronto | |
|---|---|---|
| Barley, pearl, 98s | | 8 50 |
| Barley, pot, 98s | | 7 25 |
| Barley Flour, 98s | | 4 50 |
| Buckwheat Flour, 98s | | 6 25 |
| Cornmeal, Golden, 98s | 5 75 | 6 00 |
| Do., fancy yellow, 98s | | 6 50 |
| Hominy grits, 98s | 5 50 | 6 00 |
| Hominy, pearl, 98s | 5 25 | 5 75 |
| Oatmeal, 98s | 5 75 | 6 00 |
| Oat Flour | | |
| Corn Flour, 98s | | 5 50 |
| Rye Flour, 98s | | 5 00 |
| Rolled Oats, 90s | 5 25 | 5 50 |
| Rolled Wheat, 100- lb. bbl. | | 8 00 |
| Cracked wheat, bag | | 6 50 |
| Breakfast food, No. 1 | | 7 75 |
| Do., No. 2 | | 7 75 |
| Rice flour, 100 lbs. | | 10 00 |
| Linseed meal, 98s | | 6 75 |
| Peas, split, 98s | | 0 08½ |
| Blue peas, lb. | 0 09 | 0 10 |
| Marrowfat green peas | | 0 11¾ |
| Graham Flour, 98s | | 7 00 |
| Farina, 98s | | 6 20 |

## *Fancy Rice Getting Scarce*

**Toronto.**

RICE.—The rice market continues very strong. Stocks of many lines are hard to obtain, and particularly the finer grades. Blue Rose now quoted at 20 to 21½ cents per pound.

| | | |
|---|---|---|
| Honduras, fancy, per 100 lbs. | | |
| Blue Rose, lb. | 0 20 | 0 21½ |
| Siam, fancy, per 100 lbs. | 15 00 | 16 00 |
| Siam, second, per 100 lbs. | 13 50 | 14 50 |
| Japans, fancy, per 10 lbs. | | 17 00 |
| Do., seconds, per 100 lbs. | | 15 00 |
| White Sago | | 0 14 |
| Do., Pakling | | 14 00 |
| Chinese, XX., per 100 lbs. | | |
| Do., Simiu | | |
| Do., Mujin, No. 1 | | |
| Tapioca, per lb. | 0 14½ | 0 15 |

## *Dried Fruits Firm Prices Unchanged*

**Toronto.**

DRIED FRUITS.—The market for dried fruits is becoming bare of stocks. Many wholesalers are selling package raisins in lots of not more than one dozen to a customer. The demand for figs is very high. Other lines of dried fruits remain firm at the same prices as quoted last week.

| | | |
|---|---|---|
| Evaporated apples | | 0 24 |
| Apricots, cartons, 11 oz., 48s | | 4 55 |
| Candied Peels, American— | | |
| Lemon | 0 44 | 0 46 |
| Orange | 0 44 | 0 46 |
| Currants— | | |
| Grecian, per lb. | 0 22 | 0 24 |
| Australians, 3 Crown, lb. | 0 22 | 0 23 |

| | | |
|---|---|---|
| **Dates—** | | |
| Excelsior, pkgs., 3 doz. in case | .... | 5 50 |
| Dromedary, 9 doz. in case | .... | 8 00 |
| Fard, per box, 12 to 13 lbs. | .... | 3 50 |
| New Hallowee dates, per lb. | .... | 0 21 |
| **Figs—** | | |
| Taps, lb. | .... | 0 17 |
| Malagas, lb. | .... | .... |
| Comarde figs, mats, lb. | .... | .... |
| Smyrna figs, in bags | 0 16 | 0 18 |
| Cal., 4 oz. pkgs., 70s, case | .... | 5 00 |
| Cal., 8 oz., 20s, case | .... | 3 25 |
| Cal., 10 oz., 12s, case | .... | 2 25 |
| **Prunes—** | Per lb. | |
| 30-40s, 25s | .... | 0 31 |
| 40-50s, 25s | .... | 0 28 |
| 50-60s, 25s | .... | 0 24 |
| 60-70s, 25s | .... | 0 22 |
| 70-80s, 25s | .... | 0 21½ |
| 80-90s, 25s | .... | 0 17¾ |
| 90-100s, 25s | .... | 0 16¾ |
| Sunset prunes in 5-lb. cartons, each | .... | 1 15 |
| **Peaches—** | | |
| Standard, 25-lb. box, peeled | 0 26½ | 0 28 |
| Choice, 25-lb. box, peeled | 0 27 | 0 30 |
| Fancy, 25-lb. boxes | 0 29 | 0 30 |
| **Raisins —** | | |
| California bleached, lb. | .... | .... |
| Extra fancy, sulphur blch., 25s | .... | 0 28½ |
| Seedless, 15-oz. packets | .... | 0 26½ |
| Seedless, 15-oz. packets | 0 24 | 0 25½ |
| Seedless, Thompson's, bulk | 0 25 | 0 26 |
| Crown Muscatels, No. 1s, 25s | .... | 0 25 |
| Turkish Sultanas | 0 25½ | 0 28½ |

## *Fresh Cocoanuts Per Sack $12.00*

**Toronto.**

NUTS.—There is a steady demand for shelled nuts. Prices are unchanged. Fresh cocoanuts, 100 to the sack, are quoted at $12 per sack.

| | | |
|---|---|---|
| **Almonds, Tarragonas, lb.** | 0 31 | 0 33 |
| **Butternuts, Canadian, lb.** | .... | 0 06 |
| **Walnuts, Cal., bags, 100 lbs.** | 0 40 | 0 45 |
| **Walnuts, Bordeaux, lb.** | 0 28 | 0 30 |
| Walnuts, Grenobles, lb. | .... | 0 33 |
| Do., Marbot | .... | 0 30 |
| **Filberts, lb.** | .... | 0 25 |
| **Pecans, lb.** | 0 30 | 0 32 |
| Cocoanuts, Jamaica, sack | .... | 12 00 |
| **Cocoanut, unsweetened, lb.** | .... | 0 45 |
| Do., sweetened, lb. | .... | 0 45 |
| **Peanuts, Jumbo, roasted** | 0 18 | 0 19 |
| Brazil nuts, large, lb. | 0 32 | 0 33 |
| Mixed Nuts, bags 50 lbs. | .... | 0 32 |
| **Shelled—** | | |
| Almonds, lb. | 0 62 | 0 65 |
| Filberts, lb. | 0 50 | 0 55 |
| Walnuts, Bordeau lb. | 0 88 | 0 90 |
| Do., Manchurian | .... | 0 68 |
| **Peanuts, Spanish, lb.** | .... | 0 25 |
| Do., Chinese, 30-32 to oz. | 0 18 | 0 19 |
| Do., Java | 0 19 | 0 19½ |
| **Brazil nuts, lb.** | .... | 0 88 |
| **Pecans, lb.** | .... | 1 10 |

## *Canned Goods Remain Steady*

**Toronto.**

CANNED GOODS.—There is a good demand for all lines of canned goods. Canned peas are rather scarce. Supplies of other lines are fair. Prices remain unchanged.

## *Cleansing Powders Show Advance*

**Toronto.**

MISCELLANEOUS. — Old Dutch Cleanser is up 50 cents per case, now quoted at $4.75. Panshine now selling at $4.35 per case. Lux is also higher, quoted at $8.50 per case. Some lines of Toilet Soap are also higher. Baby's Own, now $1.45 per dozen. Lilac Rose Glycerine soap is quoted at $6 per case. Goblin Soap up to $6.50 per case. Crest Castile Soap, 100s, are $4.70 per box. La France Castile Soap is quoted at $6.75 per case of 20 bars, and tablets, 100 to case, at $4.70. Fairy Soap is 50 cents per case higher. Sunny Monday Soaps now $9.50 per case. Tip Top Soap Chips advance to $8.70 per case. Surprise Soap Powder has advanced to $3.55 per case, also Gold Dust is up 50 cents per case. Sea Foam Soap Chips now quoted at $5.90 per case. Diamond Dyes are now $1.13 per dozen.

## *Honey Market Remains Unchanged*

**Toronto.**

HONEY.—Stocks of honey are getting low. The demand is steady at unchanged prices. Maple syrup is selling freely. No change in price is noted this week.

## *Beans Are In Active Demand*

**Toronto.**

BEANS.—The market for beans is very firm. Ontario hand-picked are scarce; but splendid samples of Ontario two-pound pickers are offered to the trade at $5.50 per bushed. Kotenashi are quoted at $4.50 to $5 per bushel. The demand is brisk.

| | | |
|---|---|---|
| Ontario, 1-lb. to 2-lb. pickers, bus. | .... | 5 50 |
| Do., hand-picked, bus. | .... | .... |
| **Marrowfats, bu.** | 6 00 | 6 50 |
| **Japanese Kotenashi, per bu.** | 4 50 | 5 00 |
| **Rangoons, per bushel** | 3 00 | 3 50 |
| **Limas, per lb.** | 0 16 | 0 17 |
| **Madagascars, per lb.** | 0 14 | 0 15 |

## *Baking Powder And Biscuits Higher*

**Toronto.**

BISCUITS.—All lines of fancy biscuits have advanced one cent per pound.

BAKING POWDER.—Egg-O Baking Powder has advanced. The 4-ounce size now selling at $1.40 per dozen; 6-ounce at $1.85; 9-ounce at $2.40; 12-ounce at $3.10; 16-ounce at $3.85; and 2½-pound cans at $8.65 per dozen.

## *Manilla Paper And Clothes Pins Higher*

**Toronto.**

CLOTHES PINS. — The ordinary clothes pins have advanced to $1.75 per box. Manila wrapping paper is also higher, now quoted at 8 cents per pound in single rolls, and 7½ cents in 5 rolls.

## *Oranges And Lemons Higher*

**Toronto.**

FRUIT.—Oranges, lemons and grapefruit are the feature of the fruit market. The demand is very heavy, on account of the epidemic of sickness. Prices are considerably higher, oranges being quoted at $6 to $7.75 per case, according to size. California lemons are selling at $8 per case. Grapefruit is also higher, quoted at $4.25 to $5.50 per case. Apples and other fruit are in good demand.

| | | |
|---|---|---|
| Cal. Navel Oranges— | | |
| 80s, per case | .... | 6 00 |
| 100s, per case | .... | 6 50 |
| 126s, per case | .... | 7 00 |
| 150s, per case | .... | 7 50 |
| 176s, 200s, 216s, 250s, per case | .... | 7 75 |
| Florida Oranges— | | |
| 126s, 150s, 176s, 200s, 216s, 250s | .... | 6 75 |
| Bananas, Port Limons | .... | 0 08½ |
| Lemons, Cal., 300s, 360s | .... | 8 00 |
| Do., Messinas, 300s | .... | 4 50 |
| Grapefruit— | per case | |
| 28s | .... | 4 25 |
| 36s | .... | 4 50 |
| 46s, 54s | .... | 4 75 |
| 64s, 70s, 80s | .... | 5 50 |
| Apples, Nova Scotia | | |
| Baldwins, bbl. | 4 50 | 7 00 |
| Starks | 4 50 | 6 75 |
| Fallawatus | .... | 6 75 |
| Peewaukie | 6 25 | 7 00 |
| Kings | 4 50 | 5 00 |
| Other varieties | 4 50 | 7 00 |
| Apples, Ontario— | | |
| Spys, No. 1, bbl. | .... | 11 00 |
| Do., Nos. 2 and 3 | 6 50 | 9 00 |
| Baldwins | 6 00 | 7 00 |
| Rome Beauty, sizes 88s, 96s, 104s, 113s, 125s, 138s, 150s | 3 75 | 4 00 |
| Cal. Pears | .... | 5 50 |
| Florida Tangarines, 144s, 168s, 196s, 216s, 224s | .... | 4 25 |
| Do., Spanish Malagas, keg | 15 00 | 17 00 |
| Cranberry, Cape Cod, bbl. | .... | 13 50 |
| Do., half bbl. | .... | 7 50 |
| Do., boxes | .... | 4 50 |
| Pomegranates, boxes | .... | 4 00 |

## *Messina Bitter Oranges Arrive*

**Toronto.**

BITTER ORANGES.—Messina bitter oranges, for making marmalade, are now on the market, and quoted at $6 per case.

## *Potatoes Now Quoted $4.00 Per Bag*

**Toronto.**

VEGETABLES.—The potato market is easier, now quoted at $4 per bag. Other vegetables remain firm, at unchanged prices. California vegetables are in good demand. Cabbage quoted at $6.75 per crate; cauliflower at $5.50 per crate; celery, 6 to 7 dozen to crate, at $14.

| | | |
|---|---|---|
| Cabbage, bbl. | .... | 6 00 |
| Carrots, per bag | .... | 2 25 |
| Parsnips, per bag | .... | 2 75 |
| Radishes, Cal., doz. | .... | 0 75 |
| Cabbages, Cal., case | 6 50 | 7 00 |
| Hothouse Tomatoes, lb. | .... | 0 42 |
| Onions, Yellow Danvers, 100 lb. sacks | .... | 8 00 |
| British Columbia Onions, 75 lb. sacks | .... | 7 50 |
| Spanish Onions, large cases | .... | 7 50 |
| Do., small crates | .... | 2 75 |
| Onions, white, large sacks | .... | 7 50 |
| Green Onions, doz. bunches | .... | 1 00 |
| Celery, 8 doz. | .... | 7 00 |
| Cauliflower, Cal., case | .... | 4 25 |
| Potatoes— | | |
| Ontario, 90-lb. bags | .... | 4 00 |
| Quebec, 90-lb. bags | .... | 4 00 |
| Jersey Sweet Potatoes, hamper | .... | 3 00 |
| Do., bbl., double-headers | .... | 7 50 |
| Turnips, bag | .... | 1 25 |
| Mushrooms, 4-lb. basket | .... | 4 00 |
| Lettuce, Cal., head, crate 8 doz. | .... | 5 50 |

## *Flour Is In Steady Demand*

**Toronto.**

FLOUR. — The demand for flour is steady. Prices are unchanged.

| | | |
|---|---|---|
| Ontario winter wheat flour, in carload shipments, on tracks, per barrel, in jute bags | ... | 11 70 |
| Ontario spring wheat flour, in jute bags, per barrel | .... | 13 45 |

## *Bran Is Scarce Shorts Also*

**Toronto.**

MILLFEEDS. — Bran is not being offered. Millers are bare of supplies.

| | | |
|---|---|---|
| **MILLFEEDS—** | | |
| **Bran, per ton** | .... | **45 25** |
| **Shorts, per ton** | .... | **52 25** |

# WINNIPEG MARKETS

WINNIPEG, Feb. 20—Market conditions this week show an upward tendency. Many lines have advanced. Sugar supplies remain scarce. Rices are ruling at firm prices. A great deal of activity is reported in the bean market. The Japanese bean is quoted higher. Primary markets for tea are very strong and local demands have been very heavy. Spices are higher. Vegetables remain steady.

## *Sugar Market Remains Steady*

**Winnipeg.**

SUGAR.—The situation in the sugar market remains the same. Supplies are scant.

## *Rices Are Holding Very Firm*

**Winnipeg.**

RICES.—Rices are very firm. American market has advanced $1.00 per hundredweight and Oriental rices are in scant supply. They are quoted at very high prices.

| | | |
|---|---|---|
| No. 1 Japan, 50-lb. sacks | | 0 18 |
| Do., 100-lb. sacks | | 0 17½ |
| No. 2 Japan, 100-lb. sacks | | 0 14 |
| Patna, 100-lb. sacks | | 0 15¼ |
| Fancy head, 100-lb. sacks | | 0 18 |
| Ground rice, 50-lb. sacks | | 0 11½ |
| Do., 100-lb. sacks | | 0 11 |
| Do., 10-lb. bags, per bag | | 1 00 |
| Tapioca, pearl, 160-lb. bags, per lb | 0 14 | 0 14½ |
| Sago, 130-lb. bags, per lb. | 0 14 | 0 14½ |

## *Beans Are in Good Demand*

**Winnipeg.**

BEANS.—The bean market is very firm. Considerable activity is reported by jobbers in buying. Advances are looked for, as Japanese beans show another advance.

## *Coffee Shows Very Little Change*

**Winnipeg.**

COFFEE.—The coffee market shows little change. Prices for all well-described coffees are very firm, with slightly higher tendencies. Coffee in tins also shows higher costs.

## *Primary Market Very Strong on Teas*

**Winnipeg.**

TEA.—The primary markets are very strong. Indications are that even higher prices must come. There is a very heavy demand for teas of all descriptions. Retailers report consumers are purchasing tea in 5 and 10 pound packages to assure against further advances.

## *Nutmegs Advance; Spices Are Firm*

**Winnipeg.**

SPICES.—Nutmegs show an advance of from two to four cents per lb. New York market on all spices is very firm, with advances showing on many lines.

| | |
|---|---|
| Allspice, 1-lb. tins, per lb. | 0 27 |
| Do., 5-lb. tins, per lb. | 0 22 |
| Cassia, 1-lb. tins, per lb. | 0 41 |
| Do., 5-lb. box, per lb. | 0 36 |
| Do., 25-lb. pails, per lb. | 0 35 |
| Cloves, 1-lb. tins, per lb. | 0 90 |
| Do., 5-lb. box, per lb. | 0 85 |
| Do., 25-lb. pails, per lb. | 0 80 |
| Ginger, 1-lb. tins, per lb. | 0 42 |
| Do., 5-lb. box, per lb. | 0 34 |
| Do., 25-lb. pails, per lb. | 0 32½ |
| Nutmegs, 1-lb. tins, per lb. | 0 47 |
| Do., 5-lb. box, per lb. | 0 44 |
| Pastry spice, 5-lb. tins, per lb. | 0 34 |
| Do., 35-lb. pails, per lb. | 0 32½ |
| Black pepper, 1-lb. tins, per lb. | 0 53 |
| Do., 5-lb. box, per lb. | 0 48 |
| Do., 25-lb. pails, per lb. | 0 47½ |
| White pepper, 1-lb. tins, per lb. | 0 60 |
| Do., 5-lb. tins, per lb. | 0 55½ |
| Do., 35-lb. pails, per lb. | 0 55 |
| Cayenne pepper, 5-lb. box, per lb. | 0 37½ |
| Tumeric, 1-lb. tins, per lb. | 0 35 |

## *Peanut Butter Likely to Advance*

**Winnipeg.**

PEANUT BUTTER is due for an advance. Peanuts have advanced considerably. American prices on peanut butter show an advance of 2c per lb.

## *Toilet Papers Look Higher*

**Winnipeg.**

Some manufacturers of toilet paper have already advanced their prices from 25 to 50 cents per case. Market on all paper lines is very firm. Higher prices are looked for.

## *Counter Check Books Advance*

**Winnipeg.**

Last week CANADIAN GROCER pointed out that conditions were such that check book manufacturers were compelled to advance their price, and advised those in need to purchase their requirements for some time to come. The price has now been advanced 10 per cent. A further advance is also looked for.

## *Dried Fruits in Scant Supply*

**Winnipeg.**

DRIED FRUIT.—Many lines of dried fruits are in scant supply. Seeded raisins are practically all bought up; prices are advancing rapidly.

## *Vegetables Reported Unchanged*

**Winnipeg.**

VEGETABLES.—Vegetables are very steady, there has been very litle change for some weeks past.

| | |
|---|---|
| Beets, per lb. | 0 03 |
| Turnips, per lb. | 0 02½ |
| Carrots, per lb. | 0 03½ |
| Cabbage, per lb. | 0 05 |
| Potatoes, per bushel | 2 25 |

# VANCOUVER MARKETS

VANCOUVER, Feb. 20—For the most part all markets are ruling firm. Sugar has advanced one cent per pound. Syrups also are quoted higher. Macaroni and soda biscuits have reached new levels, while laundry soaps and cleansing powders have registered another advance. The peanut market is holding very firm and higher prices are expected. A serious shortage of salt is reported, attributed to labor troubles. Lemons and oranges are quoted higher. Potatoes are ruling steady.

## *Sugar Prices Quoted Higher*

**Vancouver.**

SUGAR.—Sugar was advanced another cent locally on the arrival of the "Mont Cervin" with 4,500 tons of raws. The wholesalers and retailers have been without sugar for several days. This makes the second advance in a month, the price wholesale now standing at $14.50.

## *Shelled Walnuts in Poor Demand*

**Vancouver.**

WALNUTS.—Manchurian walnuts in the shell are not at all active. To quote one authority, "For a while it appeared that the price was going to continue to climb on walnuts, and many importers bought for speculative purposes. Added to this, there were many shipments came over from the Orient on consignment. There have been, then, greater stocks on this side than usual, and although the primary markets continue strong, spot stocks can be obtained at less money."

## *Syrups Have Made an Advance*

**Vancouver.**

SYRUP.—Local brands of syrup have been advanced, according to size, from 25c to 45c per dozen.

## *Shortage of Salt Reported*

**Vancouver.**

SALT.—There is a very distinct shortage of salt in Vancouver. It is thought by some that the shortage indicates a failing supply in the wells, but it is stated that this is not so.

Continued on page 49

# WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

## *Alberta Markets*

FROM CALGARY, BY WIRE.

Calgary, Alta., Feb. 20.—The markets this week are all very firm, with an upward tendency. Rolled oats have advanced 30 cents per bag. Pot and pearl barley also advanced 70 cents on a 98-pound bag. Chase and Sanborn's coffee is quoted 2 cents per pound higher. Several brands of baking powder are higher. Old Dutch Cleanser now selling at $4.75 per case. Lye, washing powders and salt have all advanced. Ontario cheese quoted at 29½ to 32 cents per pound. Supplies of eggs are rather short. American new-laids quoted at $21.50 per case, and locals selling at $22.50. Best local potatoes are higher now, selling at $75 per ton. Lemons quoted at $8.00, and oranges $6.50 to $8.00 per case.

| | | |
|---|---|---|
| Flour, 96s, per bbl. | .... | 12 95 |
| Beans, B.C. | 7 50 | 9 00 |
| Rolled oats, 80s | .... | 4 90 |
| Rice, Siam | 12 75 | 14 75 |
| Japan, No. 1 | 15 50 | 18 00 |
| Tapioca, lb. | .... | 0 14 |
| Sago, lb. | 0 13½ | 0 15½ |
| Sugar, pure cane, granulated, cwt | .... | 15 35 |
| Cheese, No. 1, Ont., large | 0 29½ | 0 32 |
| Butter, creamery, lb. | .... | 0 65 |
| Do., dairy, lb. | 0 50 | 0 55 |
| Lard, pure | 20 40 | 21 60 |
| Eggs, new laid, local, case | .... | 22 50 |
| Do., No. 1, storage, case | 15 00 | 17 00 |
| Tomatoes, 2½s, standard, case | 4 50 | 4 75 |
| Corn, 2s, case | 4 00 | 4 45 |
| Peas, 2s, standard, case | 4 20 | 4 75 |
| Strawberries, 2s, Ontario, case | .... | 10 30 |
| Raspberries, 2s, Ontario, case | .... | 10 30 |
| Cherries, 2s, red, pitted | 9 00 | 9 50 |
| Apples, evaporated | 0 22½ | 0 25½ |
| Do., 25s, lb. | .... | 0 26¾ |
| Peaches, evaporated, lb. | .... | 0 25¾ |
| Do., canned, 2s | .... | 7 50 |
| Prunes, 90-100s | .... | 0 16 |
| Do., 70-80s | .... | 0 17 |
| Do., 50-60s | .... | 0 20 |
| Do., 30-40s | .... | 0 26 |
| Do., 20-30s | .... | 0 31 |
| Raisins, bleached Sultanas | .... | 0 27 |
| Do., bulk, seedless | .... | 0 21 |
| Do., package, 11 oz. | .... | 0 16½ |
| Filiatras Currants, lb. | .... | 0 26 |
| Salmon, pink tall, case | .... | 10 25 |
| Do., Sockeye, tall, case | .... | 17 50 |
| Do., halves | 18 00 | 19 00 |
| Potatoes, Alta., per ton | .... | 75 00 |
| Oranges | 6 50 | 8 00 |
| Lemons | .... | 8 50 |
| Grapefruit | 6 00 | 6 50 |

## *New Brunswick Markets*

FROM ST. JOHN, BY WIRE.

St. John, N.B., Feb. 20.—Very few changes are noted in the markets this week. All commodities remain firm. Currants and pot barley have advanced. Stocks of raisins are becoming low and prices are higher. Choice raisins are quoted at 25½ and 26 cents per 15-ounce package, and the fancy quoted at 26½ cents. Corned beef shows a slight decline, now quoted at $3.75. Pure lard has advanced one cent per pound. Butter is easier, likewise new-laid eggs. Potatoes are very scarce, a slightly higher rate being quoted this week.

| | | |
|---|---|---|
| Flour, No. 1 patents, bbls., Man. | .... | 14 90 |
| Cornmeal, gran., bags | 6 00 | 6 10 |
| Cornmeal, ordinary | 3 85 | 3 90 |
| Rolled oats | .... | 12 50 |
| Rice, Siam, per 100 lbs. | .... | 14 75 |
| Tapioca, 100 lbs. | 13 50 | 15 00 |
| Molasses | .... | 1 30 |
| Sugar— | | |
| Standard, granulated | .... | 14 60 |
| No. 1, yellow | .... | 14 10 |
| Cheese, New Brunswick | .... | 0 32 |
| Cheese, Ont., twins | .... | .... |
| Eggs, fresh, doz. | 0 65 | 0 68 |
| Eggs, storage | .... | 0 58 |
| Breakfast bacon | 0 40 | 0 42 |
| Butter, creamery, per lb. | .... | 0 66 |
| Butter, dairy, per lb. | .... | 0 60 |
| Butter, tub | 0 55 | 0 57 |
| Lard, pure, lb. | 0 33 | 0 33½ |
| Lard, compound | 0 31 | 0 31½ |
| American, clear pork | 58 00 | 63 00 |
| Beef, corned, 1s | 4 00 | 4 20 |
| Tomatoes, 2½s, standard case | .... | 4 20 |
| Raspberries, 2s, Ont., case | 4 40 | 4 45 |
| Peaches, 2s, standard, case | 7 25 | 7 35 |
| Corn, 2s, standard, case | .... | 3 75 |
| Peas, standard, case | .... | 4 10 |
| Apples, gal., N.B., doz. | 4 75 | 5 00 |
| Strawberries, 2s, Ont., case | .... | .... |
| Salmon, Red Spring, flats, cases | .... | 19 50 |
| Pinks | 11 00 | 11 50 |
| Cohoes | 15 00 | 15 50 |
| Chums | .... | 9 00 |
| Evaporated Apples, per lb. | 0 22½ | 0 23 |
| Peaches, per lb. | 0 27½ | 0 28 |
| Potatoes, Natives, per bbl. | .... | 7 00 |
| Onions, Can., 100-lb. bag | .... | 7 00 |
| Lemons, Cal., case | .... | 10 00 |
| Oranges, Cal., case | 6 00 | 7 50 |
| Grapefruit, Cal., case | .... | 7 00 |
| Apples, Western, box | 4 50 | 5 00 |
| Bananas, per lb. | 0 10 | 0 11 |
| Grapes, Malaga, keg | 11 00 | 13 00 |

## *Saskatchewan Markets*

FROM REGINA, BY WIRE.

Regina, Sask., Feb. 20.—Supplies of sugar are very low this week, but supplies promised both from the East and B.C. No change in quotations; the market remains firm. Peanut butter has advanced. A car of California vegetables expected. Regina potatoes quoted at $2.50 per bushel.

| | | |
|---|---|---|
| Beans, small white, Japans, bus. | .... | 4 50 |
| Beans, Lima, per lb. | .... | 0 12½ |
| Rolled oats, brails | .... | 5 00 |
| Rice, Siam, cwt. | .... | 12 00 |
| Sago, lb. | .... | 0 11¾ |
| Flour | .... | 5 40 |
| Tapioca, lb. | .... | 0 14 |
| Sugar, pure cane, gran., cwt. | .... | 13 50 |
| Cheese, No. 1, Ontario, large | .... | 0 33 |
| Butter, Creamery | .... | 0 70 |
| Lard, pure, 3s, per case | .... | 21 60 |
| Bacon, lb. | .... | 0 47 |
| Eggs, new laid | 0 75 | 0 80 |
| Tomatoes, 2½s, standard case | .... | 4 47 |
| Corn, 2s, standard case | .... | 3 96 |
| Peas, 2s, standard case | .... | 4 30 |
| Apples, gal. | .... | 3 25 |

### VANCOUVER MARKET

Continued from page 48

Labor troubles, followed by severe storms, are credited with the shortage. Cars are arriving all the time from the East and it is not thought that the zero mark will be touched, but many merchants are making small deliveries to their customers only. There is lots of salt in California, but the high exchange rate discourages importation of the California salt.

## *Laundry Soaps Have Advanced*

**Vancouver.**

SOAP.—Two well-known brands of laundry soap advanced 50c a case; washing powders also made advances. Local soap went up 35c. Shortage of fats is the reason given.

## *Potatoes Are Now Ruling Steady*

**Vancouver.**

VEGETABLES.—There has been no change in the potato market for a month. Ashcrofts and Lillooet potatoes rule at $90 and $95, and lower mainland spuds at $80 to $85.

## *Fresh Meat Market Ruling Firm*

**Vancouver.**

FRESH MEATS.—The market for fresh meats stands very firm. Beef is quoted at 22 cents per pound, lamb at 40 cents; mutton, 38 cents, and pork at 33 cents per pound.

## *Smoked Meats Show Advance*

**Vancouver.**

PROVISIONS.—There is a steady demand for cured meats of all descriptions. A general advance is noted on all smoked meats.

## *Fresh Eggs Are 65 Cents Per Dozen*

**Vancouver.**

EGGS.—Supplies of local fresh eggs are arriving in sufficient quantities to meet the demand. Price quoted this week is 65 cents per dozen.

## *Butter Market Has Declined*

**Vancouver.**

BUTTER.—There is a good demand for fresh butter. The price has declined one cent per pound, now selling at 71 cents per pound.

# Want Margarine Imports Permanent

## Canadian Produce Association at Hamilton Convention Pass Resolution to This Effect —Standards Set for Canadian Eggs—New Officers for 1920

Reported by CANADIAN GROCER Staff Correspondent.

HAMILTON, Ont., Feb. 18.—The Canadian Produce Association, which met in session here last week, once again went on record in favor of the elimination of the bad egg from the Canadian market and of the permanent importation of oleomargarine.

As mentioned in last week's issue, Harper R. Gray, of Gunn, Langlois, Ltd., Montreal, occupied the chair in the absence, through illness, of E. J. Smith, of Brockville. Mr. Gray is the new president for 1920.

**Report of Committee on Egg Standards**

The committee approve of the principle of Government inspection for eggs.

Moved by R. Gray, seconded by H. R. Gray.—That the matter of inspection for provincial and interprovincial shipments be optional with buyer and seller.

Moved by A. W. Bayman, seconded by J. A. Cook.—That this committee ask the Government to enact legislation making it an offence to buy or sell eggs unfit for food. Passed unanimously.

Moved by H. Gray, seconded by R. C. Hunter.—That the Government have inspectors at all large centres to verify the grading of any dealer in the interests of dealer and shipper alike.

Moved by R. H. Gray, seconded by A. W. Bayman.—That the proposed standards for fresh eggs be agreed to with the following changes: "That the maximum allowance at time of inspection shall not exceed sixteen eggs below grade, and of these not more than four shall be unfit for food."

Moved by H. S. Johnston, seconded by A. I. McTaggart.—That proposed standard for grading storage eggs be changed as follows: That the grade extra firsts be eliminated and the standards suggested for extra firsts be applied as extras, with the change that the air cell be not less than ⅜-inch in depth, and that the maximum allowance at time of inspection not to exceed sixteen eggs per case, under grade of which not more than four shall be unfit for food.

J. F. Fraser moved that the standard for No. 1 storage eggs should be 22 oz. to the dozen and 42 lbs. to the case.

**No Stop to Oleomargarine**

Among the resolutions adopted were the following:

Resolved that this association express their thanks and appreciation to the entertainment and banquet committee and all associated with them, with special reference to Harry H. Fearman, who by their untiring efforts and careful planning have made our convention of 1920 not only profitable but pleasant for all.

E. J. SMITH

Brockville, Ont., past president of the Canadian Produce Association, prevented from attending the Convention through illness.

Resolved that this association express the appreciation of all its members for the excellent work accomplished by the retiring officers, making special mention of the retiring president, E. J. Smith, whom we regret has been unable to attend this convention through illness.

Resolved that this association recommend to our Executive Committee for 1920, that they secure suitable office space in Toronto for our secretary-treasurer.

Resolved that we express our appreciation of the representative attendance from the American dealers and particularly appreciate the attendance of the members of this association who have come from distant provinces to attend this convention.

Resolved that this association, met in annual convention, strongly recommend that our Federal Parliament enact such further legislation as will permit the importation into Canada and the manufacture in Canada of Oleomargarine, beyond period ending August 31st, 1920, as now specified on our statute books and that copy of this resolution be forwarded by the President of our association to the Hon. Dr. Tolmie, Minister of Agriculture, Ottawa, accompanied by a special letter giving full and complete details.

Resolved that inasmuch as Great Britain is the logical export market for Canadian eggs, poultry and dairy products, combined with the fact that Canadian farm products have already acquired such a favorable reputation on the British market that we, the Canadian Produce Association, assembled in Hamilton at our annual convention place ourselves on record as emphasizing to the Federal Government the urgent need of the immediate appointment of a Canadian Poultry and Dairy Product Representative in England for the year 1920. The duties of this Canadian representative would, in our estimation, be:—

(a) To visit all present and prospective purchasers of Canadian eggs, poultry and dairy products and explain to them Canada's ability to supply.

(b) To keep Canadian exporters fully advised as to market conditions in Great Britain.

(c) To report upon and follow up all shipments of Canadian eggs, poultry and dairy products and report upon their condition upon arrival as far as this would be possible.

Resolved that inasmuch as the poultry industry, now being one of the largest in Canada, aggregating the grand sum total of one hundred and twenty million dollars' annual production, that we, the Canadian Produce Association, now assembled in our annual convention, place ourselves on record as emphasizing to the Federal Government the urgent need of an educational campaign for and to the consumer so that the proper food value of poultry products might become better known and that our executive in making this request offer at the same time all the support and co-operation that our association could render in such a campaign.

**Changes in Egg Regulations**

There were a number of amendments to former egg regulations adopted, the report being submitted by J. F. Fraser,

chairman of the committee on egg regulations, as follows:

Page four, section (b). Moved by A. W. Bayman; seconded by H. S. Johnston; that this clause read as follows:—

Every case or container containing eggs in the shell imported into Canada for domestic consumption shall be marked on both ends in a legible and indelible manner and with the name of the country of origin. The letters in such markings on the cases mentioned in this section shall be block letters not less than one and one-quarter inches in height.

The cases mentioned in this section shall be marked by the importer or first receiver as soon as examined and before they have been delivered or shipped or offered for sale.

The importer or his representative shall cause to be removed, erased or obliterated all marks or lettering on cases containing imported eggs when such markings are different from, or inconsistent with the marks or brands required by the egg regulations.

Clause (c). Moved by R. H. Ashton; seconded by A. W. Bayman; Read as follows: Every case containing eggs that are shipped or sold to the retail trade within Canada in shipments in case lots or more shall be marked on both ends with the name of the class and grade of the eggs contained therein and with the name of the country of origin when other than domestic product. The letters in such markings on the cases specified in this section shall be block letters not less than one and one-quarter inches in height.

Clause 7, page 5, shall read:—Cases containing Canadian eggs in lots of twenty-five cases or more intended for export out of Canada shall not be shipped or delivered until they have been inspected and marked by an inspector and certificates issued.

Clause 9, page 6 to be eliminated.

Clause 15, page 7. Following words shall be added:—Or the dealer receiving same when returned from a foreign country.

Clause 16 shall read:—Collectors of customs throughout Canada shall not allow any Canadian eggs to be shipped for export out of Canada that are not marked in accordance with these regulations.

Clause 17 shall read:—These regulations shall come into operation after being passed and assented to by the Governor-General-in-Council and advertised in the *Canadian Gazette*.

### Transportation Problems

H. R. Gray, Montreal, read the following, the report of the Transportation Committee:

1. I would suggest that where difficulty is met with in regard to express rates or in getting express claims paid, that the matter be taken up through the Transportation Committee, or direct with Mr. C. N. Ham, secretary, Express Traffic Association of Canada, Canadian Express Building, Montreal.

2. This association should recommend to the incoming Transportation Committee, that efforts should be made to have our claims on transportation companies settled more promptly. We must pay our transportation charges on delivery of the goods, or in the case of the railways, shortly after, and it is only fair to ask the transportation companies to pay our claims within a reasonable time. I would suggest thirty days for express claims, and sixty days for railway claims; incidents are known, where claims have been outstanding for at least two years, and this state of affairs should not be allowed to exist.

3. Then again, there is a disposition on the part of the transportation company's claim departments to settle claims on a fifty-fifty basis. This may be alright in a doubtful case, but if a claim is correct, it is one hundred per cent. correct, and members of this association should be very careful in settling claims, so that their settlement will not be a precedent, and result in prejudicing claims of fellow members.

4. There are still serious complaints with regard to the poor quality of poultry crates which are used in shipping live poultry. The attention of the express companies should be directed to this matter,

---

### Officers For 1920

**OFFICERS:—**

President, H. R. Gray, Montreal.
1st Vice-president, F. F. White.
2nd Vice-president, Richard Gray.
Secy.-treasurer, Jas. T. Madden, Toronto.

**DIRECTORS:—**

R. B. Colwell, Halifax.
J. Emond, Quebec.
A. E. Bailey, Belleville.
R. J. McLean, Toronto.
H. B. Clemes, Toronto.
J. J. Fee, Toronto.
H. H. Fearman, Hamilton.
A. A. Pomeroy, Charlottetown.
W. J. Skinner, Forest.
A. A. McKergow, Montreal.
J. Wilson, Montreal.
M. Lemon, Owen Sound.
A. P. Slade, Vancouver.
J. W. Atherton, St. Thomas.
T. S. Anderson, Listowel.
J. A. Kennedy, St. John, N.B.
H. Johnston, Lindsay.
C. M. Thacker, Montreal.
A. E. Silverwood, London.
A. Vaillancourt, Montreal.
C. J. Smith, Brockville.

**RESOLUTIONS:—**

Chairman, I. W. Steinhoff.
E. J. Smith.
J. J. Fee.
Richard Gray.
J. F. Fraser.
A. E. Silverwood.
J. I. Brown.
C. M. Thacker.
N. H. Eden.
J. A. Kennedy.

**TRANSPORTATION:—**

Chairman, Richard Gray.
J. F. Fraser.
H. Johnston.
T. J. Coyle.
H. B. Clemes.
Jas. T. Madden.
C. P. Rhodes.
F. F. White.
C. M. Thacker.
R. J. McLean.

**ARBITRATION:—**

General Chairman, H. B. Clemes.
Toronto sub-committee:
H. B. Clemes.
Jas. T. Madden.
L. M. King.
H. H. Fearman.
A. E. Silverwood.
Winnipeg sub-committee:
P. A. McLean.
T. J. Coyle.
T. Elliott.
Montreal sub-committee:
C. M. Thacker.
John Wilson.
Richard Gray.
A. A. McKergow.
Wm. Champagne.
Maritime sub-committee:
J. A. Kennedy.
R. P. Proctor.
Geo. Lightizer.
J. F. Fraser.
R. B. Colwell.

**LEGISLATION:—**

Chairman, R. J. McLean.
C. M. Thacker.
W. G. Jackson.
F. M. Watt.
C. G. Stuart.
A. E. Silverwood.
John Wilson.
A. W. Bayman.
R. H. Ashton.
W. R. Erskine.

and they should instruct their agents to see that when live poultry is shipped, it is shipped in the proper size, and standard make of coops.

5. Recently a manufacturer has put on the market, round wire for binding cheese boxes, which is much more satisfactory and more easily adjusted than the flat wire, which has been used during the past two or three years.

6. Complaints have been received with respect to the delay in transit, and also delays in deliveries of eggs, butter, cheese and poultry. Where these delays occur, if the member cannot secure prompt redress, the matter should be taken up through the secretary of our association, or through the Transportation Committee.

7. With a view to improving the handling of eggs, I would suggest that our association get out a printed card, or booklet, "PRACTICAL HINTS RE PRODUCTION, PACKING AND MARKETING EGGS," as follows. These could be ordered in large quantities and distributed by the members—the name of the company could be inserted with a rubber stamp, and we believe that this information, which could be sent wide-spread, would do a great deal to educate all handlers of eggs in the proper method of handling them.

### Canadian Produce Association

**Practical Hints Re Production, Packing and Marketing Eggs**

1. Feed hens on clean, wholesome food, and provide plenty of pure water in clean utensils.

2. Keep the poultry house clean, sanitary and free from vermin. Provide plenty of clean, dry nests in darkened places.

3. Gather eggs at least once a day in cool weather, and twice a day in hot weather.

4. Kill off, dispose of, or at least remove from the flock the male bird after the breeding season. Their presence in the flock after June 15th is costing Canadian farmers a great deal of money each year through the sale of partially incubated eggs.

5. Always keep eggs in a cool, dry place and have them covered with a cloth or other means to prevent fading or evaporation. Do not keep eggs near kerosene, onions, fish or other strong smelling substance; they readily absorb odors.

6. Do not sell eggs known to be bad; it is dishonest.

7. Each party handling eggs should candle them to make sure that nothing but good, sound, wholesome eggs are marketed.

8. Do not wash eggs.

9. Ship eggs as regularly and as frequent as possible; at least twice a week in the summer, and one in the winter.

10. Never expose eggs to direct sunlight, rain or to extreme heat.

11. Do not ship eggs in damp, worn or otherwise damaged fillers.

12. Make sure that there is a good supply of excelsior in the bottom of the case, just sufficient to make the filler come level with the top of the case. Also have a flat and a good supply of excelsior, or paper on top of the eggs immediately under the lid.

13. Put the fillers in with the straight edge up and parallel with the centre board and end of the case; this gives the eggs much better protection than if the cut edge is up and parallel with the end of the case.

14. When the eggs are put in the fillers, and just before putting on the next flat, brush your hand across the top of the eggs, so that any eggs which are long or unusually large will be levelled with the top of the filler; the flat should sit snugly on the top of the fillers, otherwise broken eggs will result.

15. If the case has a patent fastener it is not necessary to nail the lid; a tack will suffice to fasten the patent nail.. When opening cases at destination they are often badly broken, due to too many nails having been used in the fastening of the lid.

Continued on page 53

# Possibility of Export of Butter and Eggs in 1920

## J. S. McLean, of the Harris Abattoir Co., Toronto, Tells Canadian Produce Association at Annual Convention That Canadian Eggs Have Preferred Place in British Market

Continued from last week

In addition to the superior quality of Canadian eggs, Canada has earned a good reputation in regard to pack. In this field, too, our aim should be not so much to rest on laurels already won, as to further improve our methods of handling. Above all markets of the world, Great Britain's is the quickest to recognize and to pay a premium for products of superior pack and equally ready to impose a penalty for inferior methods of pack. This Association has already done much, and can do much more, to improve methods and it is only fair to add that the Departments of Agriculture, both Federal and Provincial, have done work of the highest importance in this respect. This phase of the subject will probably be dealt with in this conference by others better informed than myself, but it cannot be too often emphasized that the interests of all are involved in the improvement of the quality and pack of our product, and, therefore, that the farmer who produces, the merchant who packs and exports, and the Departments of Agriculture who are concerned in the problem from the point of view of increasing the value of our national production, should continue to work hand in hand to secure the highest reputation in foreign markets for our agricultural products.

Up to this point I have touched upon only what may be called the normal factors of the export trade. This year, however, we are confronted with another problem which seems likely to dominate and over-ride all other factors. I mean the exchange situation. This problem of exchange enters fundamentally into every export transaction to-day. It enters particularly into the business of exporting eggs because it is the practice of egg exporters to make contracts in the spring for fall delivery. Last year some exporters received a sharp lesson as to the penalties which may accrue from fluctuating exchange. Eggs sold in June when exchange was about 4.70 were delivered in October and November when exchange had fallen to about 4.20. This drop in exchange represented a shrinkage of nearly $2 per case and the exporter who had not protected himself on exchange was let in for very heavy losses.

The difficulties of last year, however, were trifling as compared with those which confront us at the present time. The exchange situation has steadily gone from bad to worse. The pound sterling to-day is at a discount as comtared with Canadian currency, of more than twenty per cent., and the situation is still further complicated by the fact that Canadian funds are at a discount in United States of sixteen per cent. I shall not attempt, because I do not feel I am able, to deal with the conditions which have brought this situation about. My remarks will be confined to an examination of exchange as it is likely to affect egg exporting during the coming season.

In the first place as regards British exchange. The first thing to be said is that the shrinkage in value of sterling adds greatly to the cost of the eggs to the British consumer. For years we have been accustomed to convert Canadian into British currency on the basis of one penny for two cents, that is, if eggs are sold to the Britisher at 60 cents per dozen delivered England, we have thought of these eggs as costing the Britisher 30 pence. But these eggs now cost the Britisher not 30 pence, but 30 pence plus twenty per cent., that is 36 pence per dozen, thus the price of imported food is tremendously increased to the Britisher and his power to buy is correspondingly decreased. Great Britain has continued to import tremendous quantities of foreign product, but it is only a question of time until she will be forced to greatly curtail her imports.

This reflection must enter into the calculations of every merchant in this country who puts up product for shipment to Great Britain. No matter how badly Great Britain wishes foreign food the time will come when she will have to cut down her importations to a bare minimum. The working out of this is already apparent in all other European countries. In France and Belgium, but more particularly in Germany and Austria, the depreciation in currency has far exceeded that of Great Britain. To-day we see in Germany this situation carried to its logical conclusion. The German mark is worth about one-twentieth of its pre-war value. If Canadian eggs were sold to Germany at a price of sixty cents per dozen delivered in Hamburg, these eggs cost the Germans not two and a half marks per dozen as would have been the case before the war, but fifty marks per dozen. The result is that the price of imported foods in Germany is absolutely prohibitive and no matter how badly Germany needs foreign foods, she is unable to buy them.

I have used the above German illustration as typical of a situation which may conceivably arise in Great Britain. A year ago the man who predicted that the pound sterling would decline to 4.50 would have been looked upon as an extreme pessimist. When sterling fell to 4.50 most people thought that the bottom had been reached. The few persons who then predicted that the pound might go to four dollars were looked upon as croakers. But sterling has gradually fallen until to-day the pound is worth in New York about 3.35. In view of what has happened, who can predict how low exchange will go or how long it will remain depressed?

All of these questions must enter into the exporter's problem.

Canadian egg dealers are assured that Great Britain will wish all the surplus eggs of Canada during 1920. They have no assurance whatever that Great Britain will be able to buy them. The factor which will decide whether or not the Britisher will buy them will be their price, delivered England, expressed in sterling. Even at a high price there will presumably be some demand from Great Britain, but unquestionably if our price is as high this year as last, the Britisher will be a very unwilling buyer. Contracts for Canadian eggs, fall delivery, were made last year on a basis of about thirty shillings per long hundred, c.i.f. English ports. These eggs cost the British importer thirty-six pence or three shillings per dozen. At the present time eggs costing exactly the same in this country, with the same transportation charges added, would, on account of the lower exchange, cost the Britisher seventeen per cent. more, or forty-two pence per dozen.

Now, if the egg merchant in Canada is this year able to make c.i.f. sales for fall delivery with exchange pegged at a certain price as the basis of the contract, then he will know exactly what he is able to pay, and the Canadian price will thereby be set. If, however, the Britisher declines to make c.i.f. contracts on a specified basis of exchange, the Canadian dealer will be very much at a loss to know on what basis it is safe to put away eggs for export. If he does store eggs for export he must take the chance of fluctuations in exchange. If sterling declines still further, eggs will be worth a correspondingly lower price. If, on the other hand, sterling advances, there will be a corresponding gain.

I should think it would be the part of wisdom for those who wish to take on export business to try and agree on terms which will constitute the basis of sale. As to these terms, I should think that Canadians should be willing to quote a c.i.f. price, British ports, in dollar exchange, or in sterling at a specified rate of exchange which would relieve the Canadians of the chance of fluctuations. There may be some difference of opinion as to whether the Canadian should offer his eggs free alongside Atlantic seaboard, or c.i.f. British ports. During the last two years Canadian exporters have made an effort to sell their eggs free alongside Atlantic seaboard and the conditions then existing justified their demand, for at that time shipping conditions were greatly disturbed on account of the war. Someone had to take a serious risk of damage on the ocean, and as the Canadian dealer, in making contracts, was operating on a narrow margin, I think it was quite fair to ask the Britisher to assume this risk.

Now, however, that shipping has got back more nearly to normal I think the Britisher may fairly ask the Canadian to follow his goods across the Atlantic. The shipper can and should see that his eggs are carefully handled at seaboard and are loaded in a safe position on the ship. The Britisher having no representative here cannot fairly be asked to do this.

If the Britisher declines to make contracts for fall delivery then it will be very difficult to arrive at a safe price basis and there will probably be a greater element of risk in putting away eggs this year than in any year since the beginning of the war.

There will, of course, as usual be some guide in the price of eggs in United States, but here again the element of exchange creates a very difficult problem. For instance, let us suppose that April eggs are bought in Chicago at forty cents and suppose the exchange rate as between United States and Canada at that time is the same as to-day, namely, sixteen per cent. Forty cents Chicago would then be equivalent to 46.4 cents Canada, and if the Chicago price were considered safe the Canadian dealer might assume that he could pay 46.4 cents per dozen.

However, these eggs will be going into storage to come out six months later. How can the Canadian dealer estimate what the rate of exchange will be when his eggs come out of storage? During the last six weeks I have talked with several leading bankers and exchange brokers in the city as to the probable course of exchange. In each case they have begun by saying, "We know no more about this than you do. Some persons guess that exchange will continue to rise, others that it will decline. Every prediction is a guess and nothing more."

When, therefore, the Canadian wishes to take out of storage the eggs which have cost him 46.4 cents per dozen, exchange may be 25 per cent., in which case he is assured a profit, or it may be ten per cent., or even five per cent., in which case he is assured a loss.

It will be seen that in addition to all the normal elements of risk there attaches this season a new element of risk arising out of exchange, which is more difficult to calculate, and may be more serious in regard to results than all other risks combined.

This question of exchange affects similarly all exportable articles of food, and the effect of it has been seen on the American hogs and provisions market within the last ten days. Immediately following the spec-

tacular drop in exchange about ten days ago. American hogs and provisions suffered an equally spectacular decline. During the last ten days hogs have fallen one and a quarter cents per pound, provisions about two cents per pound, and the end is not yet. The decline is very easy to understand. The cost of these food products expressed in terms of European currency was so greatly increased by the slump in exchange that the purchasing power of European countries was greatly curtailed and for the most part they completely ceased buying.

These countries will not come into the market again until either their exchange advances or until the price in America declines to a point where, at the lower rate of exchange, they can afford to buy.

# Grading and Marketing of Eggs

H. S. Johnston in discussing the subject of the proposed changes in grades and regulations in marking eggs said:

We have now had two years' experience in handling eggs under the "regulations respecting the grading and marking of eggs," as they now stand and should, we believe, be in a fair position to judge of the effectiveness and efficiency of same. Mr. Brown, who has been the head of the poultry division of the Department of Agriculture for some years past, has given a great amount of thought and study to the betterment of the egg industry. He has accumulated a very valuable fund of information gathered from all sources of the globe which should be of great assistance to the handlers of eggs in Canada. Mr. Brown and his assistants have done their best to stimulate the production of eggs and to bring the industry to the forefront in Canada and Great Britain and we believe the trade in general appreciate his work and that of his staff.

Because this work is being carried on by the Government, it does not necessarily mean that we should not help, nor that we must not criticize what has been, or is being done. On the contrary, we believe it is the duty of everyone interested in the development of the industry to give every possible assistance in the carrying out of such measures as are for its betterment and to oppose only such measures as we have reason to believe are detrimental to it, and it is with this in view that we make certain suggestions relative to the "regulations respecting the grading and marking of eggs."

### Have the Regulations Been a Help to the Production of Eggs?

During the stress of war, when Great Britain was hungry for eggs, there was a danger of the unscrupulous dealer who grew up over-night, like a mushroom, with no financial and less moral responsibility, taking advantage of the situation, and shipping goods which would reflect discredit on Canadian egg shippers as a whole. The regulations as they have been, undoubtedly were a protection to the English importer, and also to the credit of the Canadian exporters, but with conditions in England fast becoming normal again, will not competition be the best guarantee to the English importer, as in the days past? We are of the opinion to be very frank, that there are many of the oldest and best established English and Scotch importers with whom the shippers brand comes first, and who care little whether or not the case bears the stamp of the Government inspector. This is largely because it is difficult to get uniformity of inspection and, after all, inspection is at best but a cursory examination. We, in Ontario, hear it rumored, that in Montreal anything goes, while with us nothing goes. Be that as it may, there is no doubt but that eggs have been branded as seconds which have given entire satisfaction in Great Britain, and brought the top market there, while other eggs have gone over branded as "Extras" and "Extra Firsts" which apparently were not even good "Seconds." Personally our experience with inspectors this year has been everything that could be desired and they have been absolutely fair in their inspections.

But this emphasizes two things:

1.—That if inspection is to be a success, there must be a more uniform application of the rules of grading.

2.—There must be a board of appeal to which differences of opinion between shipper and inspector may be referred. The board must be one easy of access and able to give quick action, and we are assured will eliminate much of the difficulty which has been experienced in the past by providing a means of benefiting by the judgment of more than one man.

We question very much the benefit that may accrue to the industry through the proposed changes in the regulations and firmly believe that if some definite legislation were enacted prohibiting the sale of bad eggs, much more would be accomplished than we can ever hope for under these new features, principally owing to the fact that we feel these regulations are not enforceable except with an army of inspectors and with a heavy expense to the country. If this be right, then the act cannot be a success.

However, if this convention decides in favor of recommending to Mr. Brown that these rules be adopted, and if Mr. Brown concurs in the same, we presume it will be in the best interests of all to have same adopted, but before these are adopted, we beg to propose some changes in the suggested rules.

Before referring to the regulations, we might suggest some changes which we think are desirable in the grading of the various classes: Class 1 Grade B Extras the last paragraph should read as follows:

"Maximum allowance at time of inspection not to exceed 16 eggs per case below the grade stated, and of these not more than 4 eggs to be unfit for food."

This same wording to apply to Sub-Grade —Pullet Extras—Grade C—No. 1's or Firsts —Grade D—No. 2's or Seconds.

Class 2—Grade A—Extras Grade B Extra Firsts—Grade C—No. 1's or Firsts—Grade D—No. 2's or Seconds.

### Suggested Changes in Regulations

*Class* 2—*Section B.*—"Every case or container containing eggs in the shell imported into Canada for domestic consumption shall be marked on both ends in a legible and indelible manner, with the name of the class and grade of eggs contained therein, according to the Canadian standards and with the name of the country of origin, if other than the United States; the letters in such markings of cases mentioned in this section shall be block letters not less than 1¼ inches in height. The cases mentioned in this section shall be marked by the importer or first receiver as soon as examined and before they have been delivered or shipped or offered for sale."

*Section C.*—Reading "Every case containing eggs that are shipped or delivered within Canada in shipments of case lots shall be marked on both ends with the name of the class and grade of the eggs contained therein and with the name of the country of origin when other than domestic production; the letters in such markings of cases specified in this section shall be block letters of not less than 1¼ inches in height."

We must protest against this clause, which we feel sure is impracticable and further, it means that it will be necessary to scrape every case received every time it is received, and before it is shipped back to the country shipper. This is an unnecessary expense, and can result in no good but must add to the cost of the egg.

*Clause* 7.—Reading "Cases containing Canadian eggs in lots of 25 cases or more intended for export out of Canada and eggs intended for shipment or delivery within Canada in case lots of 100 cases or more shall not be shipped or delivered until they have been inspected and marked by an inspector and certificates issued." Add to this —"But in case of emergency and to conserve food and prevent deterioration, if it be found necessary to make shipment of greater quantities in one shipment in one day, special permit may be granted by the department to provide for such shipment."

*Clause* 9.—Reading "No person shall ship or accept for shipment within Canada in any one day, shipments of eggs in excess of the quantity stated in Clause 8, unless all the requirements of the regulations have been fulfilled." Insert, after the words "shipments of eggs," the words "addressed to one consignee."

*Clause* 16.—Reading "Inspectors of Customs throughout Canada shall not allow any Canadian eggs to be shipped for export out of Canada nor foreign eggs to be imported into Canada for domestic consumption that are not marked in accordance with these regulations." Delete the words "nor foreign eggs to be imported into Canada for domestic consumption."

The paper to be given by Mr. Atherton, who is also leading in this discussion, will, we are sure, be much more valuable to you than the above, but we hope that the two will promote a healthy and free discussion, as we believe that this is one of the most important matters before us, as egg merchants, at the present time.

If all shippers will try to co-operate with the Department and have the eggs shipped in the best possible condition, we think it will mean much to the egg business in this country, but if on the other hand, shippers simply try to evade the law, it may mean considerable trouble and expense, without any advantage whatever. If these regulations are all put in effect, we believe many of the country shippers will have to change their method of doing business—some may have to go out of business altogether.

If we are to save this business and if we are to render a service to our country, at this time, we must have INCREASED PRODUCTION — INCREASED PRODUCTION, and still INCREASED PRODUCTION, and the manner in which we handle our part of the egg industry will play a large part in the amount of the increase in our particular line.

Let us remember that criticism is cheap—constructive ideas count. Onlookers are always good wrestlers, and to be worth while to-day, we must take off our coat, roll up our sleeves, and do a man's job.

## WANT IMPORTS OF MARGARINE PERMANENT

Continued from page 51

16. When shipping, insist on the eggs being carefully handled; placed under cover when waiting for shipment, and forwarded in clean, sweet cars.

17. Have your name, and railway shipping point, and Post Office address on a proper card on the end of each case: this card tacked, using at least three tacks.

18. When shipping eggs, if the value of your shipment exceeds $50.00 make sure that the value is shown on the express shipping receipt.

If you can use a further supply of these, write to Gunn, Langlois & Company, Limited, Montreal, Que.

I would suggest this item be referred to the Resolution Committee, and definite action taken at this convention.

## PAPERS SERVED ON HAMILTON FIRMS

On Saturday, A. McMillan, Hamilton, Ont., acting for the Attorney-General's Department, served papers on a number of wholesale and retail grocers and manufacturers in connection with charges that they combined to fix prices, contrary to the Anti-Combines Act. Those on whom papers were served are asked to return answers to the charges by February 25. The inquiry will open here on March 8.

# Produce, Provision and Fish Markets

## QUEBEC MARKETS

MONTREAL.—The Montreal markets are somewhat easier this week and declines are recorded on many lines. The hog market is decidedly easier and the weakness is attributed to the more liberal offerings which, in some cases, are in excess of the requirements of the trade. Live hogs are selling at $19.00, and dressed, from $23.50 to $24.50. Beef is much firmer with higher tendencies. Hams and bacon are unchanged but the undertone is not so strong as formerly and declines may be expected in view of the hog situation. Cured meats are unchanged and are stated to be good sellers. Margarine is steady under moderate demands. Lard and shortening are easier, and prices have declined in each case. Butter is not so strong and although no actual changes are recorded no further advances are to be expected for some time to come. New laid eggs are selling at 75c per dozen. Supplies are very poor and it is stated that most of available stocks are from the U.S.A. Cheese is very quiet. Twins, Triplets and old cheese have all declined a little. Poultry is a good seller and stands firm. With the approach of Lent brisk business is reported in all lines of fish and even greater demands for this commodity are anticipated during the coming six weeks. Frozen salmon and halibut are offered at slightly lower prices. Demand for pickled and salt fish is better and stocks are gradually being reduced. Codfish and herrings in barrels are selling freely at normal prices, and oysters in shell and bulk are still very scarce with very high prices.

### *Hogs Easier; Beef Stronger*

**Montreal.**

FRESH MEATS.—There is a decidedly weaker feeling in the hog market this week and prices have declined to $19.00 for live hogs, and from $23.50 to $24.50 for dressed. This weakness is attributed to the more liberal supplies that were offered at all the centres, which, in some cases, is in excess of the requirements of the trade.

Beef is much firmer, and although no alterations to prices have been effected this week, it is felt that advances are to be expected. Business is stated to be but fairly good for the time of year.

FRESH MEATS

| | | | |
|---|---|---|---|
| Hogs, live (selects) | .... | 19 00 | |
| Hogs, dressed | | | |
| Abattoir killed, 65-90 lbs. | 23 50 | 24 50 | |
| Fresh Pork | | | |
| Leg of Pork (foot on) | .... | 0 31½ | |
| Loins (trimmed) | .... | 0 35 | |
| Loins (untrimmed) | .... | 0 32 | |
| Bone trimmings | 0 18 | 0 21 | |
| Trimmed shoulders | .... | 0 25 | |
| Untrimmed | .... | 0 23 | |
| Pork Sausage (pure) | .... | 0 23 | |
| Farmer Sausages | .... | 0 18 | |
| Fresh Beef | | | |
| (Cows) | | (Steers) | |
| $0 19 $0 22 | ..Hind quarters.. | $0 24 | $0 28 |
| 0 12 0 14 | ..Front quarters.. | 0 13 | 0 16 |
| .... 0 27 | ..... Loins ..... | .... | 0 38 |
| .... 0 22 | ..... Ribs ..... | .... | 0 28 |
| .... 0 12 | .... Chucks .... | .... | 0 14 |
| .... 0 18 | ..... Hips ..... | .... | 0 19 |
| Calves (as to grade) | .... | 0 22 | 0 28 |
| Lambs, 50-80 lbs. (whole carcass), lb. | .... | | 0 28 |
| No. 1 Mutton (whole carcass), 45-50 lbs., lb. | .... | | 0 18 |

### *Cooked Meats Are Good Sellers*

**Montreal.**

COOKED MEATS.—Although no definite changes have been effected in the market this week, the feeling is somewhat easier, and in view of the slight decline in hogs, lower prices are to be expected. Brisk business is being done in the market and for the present, at least, prices are steady.

| | | |
|---|---|---|
| **Jellied pork tongues** | .... | **0 40** |
| **Jellied Pressed Beef, lb.** | .... | **0 32** |
| **Ham and tongue, lb.** | .... | **0 30** |
| **Veal and tongue** | .... | **0 23** |
| Hams, cooked | .. | 0 47 |
| Shoulders, roast | .... | 0 50 |
| Shoulders, boiled | .... | 0 43 |
| **Pork pies (doz.)** | .... | .... |
| **Blood pudding, lb.** | .... | **0 12** |
| **Mince meat, lb.** | **0 15** | **0 19** |
| Sausage, pure pork | 0 18 | 0 25 |
| Bologna, lb. | .... | 0 15 |

### *Hams and Bacon Remain Steady*

**Montreal.**

CURED MEATS.—There is a brisk demand for all kinds of cured meats, which remain unchanged, although the undertone is not as firm as last week.

| | | |
|---|---|---|
| **Hams—** | | |
| **Medium, smoked, per lb.—** | | |
| (Weights) 8-10 lbs. | .... | 0 35 |
| 12-14 lbs. | .... | 0 36 |
| 14-20 lbs. | .... | 0 35 |
| 20-25 lbs. | .... | .... |
| 25-35 lbs. | .... | 0 30 |
| Over 35 lbs. | .... | 0 28½ |
| Boneless (for slicing), 4c advance over above prices. | | |
| **Bacon—** | | |
| Breakfast | .... | 0 48 |
| Cottage Rolls | .... | 0 32½ |
| Picnic Hams | .... | 0 24 |
| **Barrel Pork— —** | | |
| **Canadian short cut (bbl.), 25-35 pieces** | .... | **54 00** |
| **Clear fat backs (bbl.), 40-50 pieces** | .... | **55 00** |
| **Heavy mess pork (bbl.)** | .... | **52 00** |
| **Plate Beef** | .... | **30 00** |
| Mess Beef | 23 00 | 28 00 |
| Bean Pork | .... | 48 00 |

### *Moderate Demands For Margarine*

**Montreal.**

MARGARINE.—There are no fresh developments to report in this market. Prices are unchanged and the moderate demands for this commodity are being maintained in a steady market.

| | | |
|---|---|---|
| MARGARINE— | | |
| Prints, according to quality, lb. | 0 39 | 0 40 |
| Tubs, according to quality, lb.. | 0 31 | 0 34 |

### *Lard Easier Price Declines*

**Montreal.**

LARD.—In sympathy with the easier feeling manifest in the hog market, lard has declined slightly and pails are quoted in this market at 31c per pound. Other sizes have declined in proportion. Business continues active.

| | | |
|---|---|---|
| LARD— | | |
| Tierces | 0 30½ | 0 31¾ |
| Tubs | .... | 0 30¾ |
| Pails | .... | 0 31 |
| Bricks | .... | 0 33 |

### *Shortening Declines In Easier Market*

**Montreal.**

SHORTENING.—Shortening is easier this week and has declined a little. Bricks are selling at 31 cents, and although business is not quite as brisk as formerly, there is a fairly good demand for this commodity.

| | | |
|---|---|---|
| SHORTENING— | | |
| Tierces, 400 lbs., per lb. | 0 30 | 0 31¼ |
| Tubs, 50 lbs., per lb. | .... | 0 31½ |
| Pails, 200 lbs., per lb. | 0 29 | 0 30 |
| Bricks, 1 lb., per lb. | .... | 0 31 |

### *Butter Weaker; Declines Probable*

**Montreal.**

BUTTER.—Butter is much easier, with downward tendencies. Stocks on hand are stated to be much larger than a year ago at this period, and the demands for the same are very limited on account of the more or less demoralized condition of the foreign exchange situation. Supplies on hand are found quite adequate for present demands and little buying is being done.

| | | |
|---|---|---|
| BUTTER— | | |
| Creamery, prints, quality storage | 0 65 | 0 67 |
| Creamery, solids, quality storage | 0 63 | 0 64 |
| Dairy, in tubs, choice | 0 55 | 0 61 |
| Dairy prints | 0 55 | 0 61 |
| Bakers' | .... | 0 55 |

### *New-Laid Eggs Decline To 75c Doz.*

**Montreal.**

EGGS.—New-laid eggs are selling in this market at 75c per dozen, although

the supplies coming in are still very poor. Most of those available are from the U.S.A., and it is stated that Canadian eggs are very scarce. This week will see the end of storage eggs and within a few weeks' time it is hoped that enough Canadian eggs will be available for local demands.

| | | |
|---|---|---|
| EGGS— | | |
| No. 2 | .... | 0 45 |
| No. 1 | 0 50 | 0 52 |
| Selects | .... | 0 60 |
| New laids | .... | 0 75 |

## *Little Movement In Cheese Market*

**Montreal.**

CHEESE.—Little movement is being shown in this market, and although in some cases slight declines are recorded, business is stated to be very dull and unsatisfactory.

| | | |
|---|---|---|
| CHEESE— | | |
| New, large, per lb. | .... | 0 31 |
| Twins, per lb. | .... | 0 30 |
| Triplets, per lb. | .... | 0 30 |
| Stilton, per lb. | .... | 0 35 |
| Fancy, old cheese, per lb. | .... | 0 33 |

## *Poultry Is In Good Demand*

**Montreal.**

POULTRY.—A fairly brisk demand is manifest for poultry, which remains firm, although no definite price changes have been effected. Supplies are coming in better and are now found sufficient to meet all local demands.

| | | |
|---|---|---|
| POULTRY (dressed)— | | |
| (Selling Prices) | | |
| Chickens, roasting (3-5 lbs.) | 0 37 | 0 40 |
| Chickens, roasting (milk fed) | 0 42 | 0 44 |
| Ducks— | | |
| Brome Lake (milk fed green) | .... | 0 46 |
| Young Domestic | .... | 0 42 |
| Turkeys (old toms), lb. | .... | 0 55 |
| Do. (young) | .... | 0 58 |
| Geese | .... | 0 34 |
| Old fowls (large) | 0 34 | 0 36 |
| Do. (small) | .... | 0 36 |
| (Buying Prices) | Live | Dressed |
| Chickens, light weights | 0 19 | 0 24 |
| Do., heavy weights | 0 22 | 0 27 |
| Ducks, young | 0 30 | 0 34 |
| Geese— | | |
| Young | 0 23 | 0 26-0 28 |
| Old | 0 17 | 0 20-0 21 |
| Fowls | 0 18 | 0 21 |
| Turkeys | 0 43 | 0 48-0 50 |

## *Codfish and Herrings Are Selling Freely*

**Montreal.**

FISH.—No fresh developments, as far as prices are concerned, have appeared in this market and trade is stated to be very brisk. Even greater business is anticipated for the next period of six weeks. Lent commenced on Wednesday, and with two more fast days for people who observe Lenten customs, the demands for all kinds of fish should be heavy. The stormy spells we are getting are interfering with supplies of fresh fish, particularly haddock and codfish, which have advanced a cent or two in some quarters. Frozen haddock is also very short and higher prices may be expected. Frozen salmon and halibut are offered at slightly lower prices. Demand for pickled and salt fish is stated to be better and stocks are gradually being reduced. Codfish and herrings in barrels are selling very freely, with prices about normal. Oysters in shell and bulk are still very scarce and prices continue high.

| | | |
|---|---|---|
| PICKLED FISH | | |
| Herrings, Scotch cured, half bbl. | .... | 12 00 |
| Do., Scotia, barrel | .... | 12 00 |
| Do., half barrel | .... | 6 50 |
| Mackerel, barrel | .... | 25 00 |
| Salmon, B.C., 200 lbs. | .... | 25 00 |
| Labrador Salmon, barrels | .... | 26 00 |
| Sea Trout, 200-lb. barrels | .... | 22 00 |
| Turbot, 200 lbs. | 20 00 | 22 00 |
| Codfish, tongues and sound, lb. | .... | 0 13 |
| Eels, lb. | 0 15 | 0 16 |
| SMOKED FISH | | |
| Haddies, BXs, per lb. | 0 11 | 0 12 |
| Fillets, | 0 17 | 0 18 |
| Bloaters, box | .... | 2 50 |
| Kippers | 2 15 | 2 50 |
| Digby Chicks, in bundles, per box | .... | 0 24 |
| Boneless Smoked Herring, 10-lb. box, per lb. | .... | 0 20 |
| OYSTERS | | |
| Cape Cod, per barrel | .... | 16 00 |
| Batouche, per barrel | .... | 13 00 |
| Malpeques shell oysters, choice, bbl. | .... | 15 00 |
| Do., XXX., bbl. | .... | 13 00 |
| Scallops, gallon | .... | 4 50 |
| Can No. 1 (solids) | 2 50 | 3 00 |
| Can No. 3 (solids) | 7 50 | 9 00 |
| Can No. 4 (solids) | 11 20 | 15 00 |
| Can No. 1 (selects) | .... | 3 50 |
| Can No. 3 (selects) | 6 75 | 10 50 |
| SUNDRIES | | |
| Paper Oyster Pails, ⅛ per 100 | .... | 1 50 |
| Paper Oyster Pails, quart size, per 100 | | 2 25 |
| Crushed Oyster Shells, 100-lbs. | | 1 50 |
| FRESH FISH | | |
| Haddock | 0 11 | 0 12 |
| Steak, cod | 0 12 | 0 13 |
| Market cod | 0 08 | 0 09 |
| Mackerel | .... | 0 18 |
| Flounders | 0 10 | 0 12 |
| Prawns | .... | 0 40 |
| Live Lobsters | .... | 0 70 |
| Salmon (B.C.), per lb., Red | .... | 0 30 |
| Skate | .... | 0 12 |
| Shrimps | .... | 0 40 |
| Whitefish | .... | 0 16 |
| FROZEN FISH | | |
| Gaspereaux, per lb. | 0 06½ | 0 07 |
| Halibut, large and chicken | 0 18½ | 0 19 |
| Halibut, Western, medium | 0 20 | 0 21 |
| Haddock | 0 08 | 0 08½ |
| Mackerel | 0 15 | 0 16 |
| Dore | 0 15 | 0 16 |
| Smelts, No. 1, per lb. | 0 17 | 0 18 |
| Smelts, extra large | .... | 0 25 |
| Smelts, extra large | .... | 0 26 |
| Pike, headless and dressed | 0 11 | 0 12 |
| Market Cod | 0 07 | 0 07½ |
| Whitefish, small | 0 12 | 0 13 |
| Sea Herrings | 0 07 | 0 07½ |
| Steak Cod | 0 09 | 0 09½ |
| Gaspe Salmon, per lb. | 0 24 | 0 25 |
| Salmon, Cohoes, round | 0 19 | 0 20 |
| Salmon, Qualla, hd. and dd. | 0 13 | 0 14 |
| Whitefish | 0 15 | 0 16 |
| Lake Trout | 0 19 | 0 20 |
| Lake Herrings, bag, 100 lbs. | .... | 5 00 |
| Alewires | 0 07 | 0 08 |
| SALTED FISH | | |
| Codfish— | | |
| Large bbls., 200 lbs. | .... | 18 00 |

# ONTARIO MARKETS

TORONTO, Feb. 20.—The produce and provision market is fairly steady. Live hogs are steady and are quoted at $18.25 on the fed and watered basis. Pork cuts are inclined to be easier than prices quoted last week. Fresh beef is in good demand; prices are steady. Spring lamb is not being offered but yearling lamb is quoted at 28 to 32 cents per pound. The cheese market is very dull, likewise butter. The advent of Lent is having a tendency to firming the egg market. New laids quoted at 76 cents per dozen. There is a steady sale for margarine and prices are a half cent per pound higher. Lard and shortening are steady.

## *Fresh Meats Slightly Easier*

**Toronto.**

FRESH MEATS.—There is a good demand for fresh meats and prices are somewhat easier, the decline registered being one to two cents per pound on all lines.

| FRESH MEATS | | |
|---|---|---|
| Hogs— | | |
| Dressed, 70-100 lbs., per cwt. | 24 00 | 25 00 |
| Live off cars, per cwt. | .... | 19 50 |
| Live, fed and watered, per cwt. | .... | 19 25 |
| Live f.o.b., per cwt. | .... | 18 25 |
| Fresh Pork— | | |
| Legs of pork, up to 18 lbs. | | 0 31 |
| Loins of pork, lb. | .... | 0 38 |
| Tenderloins, lb. | .... | 0 50 |
| Spare ribs, lb. | | 0 25 |
| Picnics, lb. | .... | 0 26½ |
| New York shoulders, lb. | .... | 0 28 |
| Boston butts, lb. | .... | 0 32 |
| Montreal shoulders, lb. | .... | 0 29 |
| Fresh Beef from Steers and Heifer | | |
| Hind quarters, lb. | 0 22 | 0 25 |
| Front quarters, lb. | 0 14 | 0 16 |
| Ribs, lb. | 0 24 | 0 28 |
| Chucks, lb. | 0 14 | 0 16 |
| Loins, whole, lb. | 0 32 | 0 36 |
| Hips, lb. | 0 20 | 0 22 |
| Cow beef quotations about 2c per pound below above quotations. | | |
| Calves, lb. | 0 22 | 0 26 |
| Spring lamb, lb. | .... | .... |
| Yearling lamb | 0 28 | 0 32 |
| Sheep, whole, lb. | 0 14 | 0 18 |
| Above prices subject to daily fluctations of the market. | | |

## *Cooked Meats Are Unchanged*

**Toronto.**

COOKED MEATS.—A steady brisk business is noted in all lines of cooked meats. Jellied meats are selling especially well. Prices rule the same as quoted last week.

| | | |
|---|---|---|
| Boiled hams, lb. | 0 47 | 0 50 |
| Hams, roast, without dressing, lb. | 0 50 | 0 52 |
| Shoulders, roast, without dress- | | |
| Head Cheese, 6s, lb. | 0 12 | 0 14 |
| Choice jellied ox tongue, lb. | .... | 0 55 |
| Jellied pork tongue | 0 49 | 0 50 |

Above prices subject to daily fluctuations of the market.

## *Hams And Bacon Ruling Steady*

**Toronto.**

PROVISIONS. — There are no changes noted in the market for provisions this week. The demand is keeping steady.

| | | |
|---|---|---|
| Hams— | | |
| Medium | 0 34 | 0 35 |
| Large, per lb. | 0 29 | 0 30 |
| Heavy | 0 28 | 0 29 |
| Backs— | | |
| Skinned, rib, lb. | 0 49 | 0 50 |
| Boneless, per lb. | 0 52 | 0 55 |
| Bacon— | | |
| Breakfast, ordinary, per lb. | 0 40 | 0 45 |
| Breakfast, fancy, per lb. | 0 48 | 0 52 |

**Toronto.**

FRESH MEAT.—There are no changes

| | | |
|---|---|---|
| No. 1, medium, bbl., 200 lbs. | .... | 16 00 |
| No. 2, 200-lb. bbl. | .... | 14 50 |
| Strip boneless (30-lb. boxes), lb. | .... | 0 20 |
| Boneless (24 1-lb. cartons), lb. | .... | 0 20 |
| Ivory (2-lb. blocks, 20-lb. boxes) | .... | 0 16 |
| Shredded (12-lb. boxes) | 2 40 | 2 50 |
| Dried, 100-lb. bbl. | .... | 15 00 |
| Skinless, 100-lb. boxes | .... | 16 50 |
| Pollock, No. 1, 200-lb. barrel | .... | 13 00 |
| Boneless cod (2-lb.) | .... | 0 23 |

| | | |
|---|---|---|
| Roll, per lb. | 0 29 | 0 30 |
| Wiltshire (smoked sides), lb. | 0 33 | 0 35 |
| Dry Salt Meats – | | |
| Long clear bacon, av. 50-70 lbs. | .... | 0 27 |
| Do., av., 80-90 lbs. | .... | 0 25 |
| Clear bellies, 15-30 lb. | .... | 0 28 |
| Sausages in brine, keg, 35 lbs. | .... | 7 35 |
| Fat backs, 16-20 lbs. | .... | 0 30 |

Out of pickle prices range about 2c per pound below corresponding cuts above.

| | | |
|---|---|---|
| Barrel Pork— | | |
| Mess pork, 200 lbs. | .... | 42 00 |
| Short cut backs, bbl. 200 lbs. | .... | 50 00 |
| Picked rolls, bbl., 200 lbs.— | | |
| Heavy | .... | 50 00 |
| Lightweight | .... | 60 00 |

Above prices subject to daily fluctuations of the market.

## *Egg Market Shows Tendency To Firmness*

**Toronto.**

EGGS.—The advent of Lent is having a tendency to firm up the market for new laid eggs. Supplies of American fresh eggs are arriving quite freely, but local new laids are in scant supply.

| | | |
|---|---|---|
| EGGS— | | |
| No. 1 storage, doz. | 0 60 | 0 62 |
| Special new laids, in cartons | .... | 0 76 |

Prices shown are subject to daily fluctuations of the market.

## *Shortening Stands At Unchanged Prices*

**Toronto.**

SHORTENING.—There is no change in the price of shortening this week, although higher prices can be expected, on account of the American exchange rate on the oils which go into the making of shortening.

| | | |
|---|---|---|
| SHORTENING— | | |
| 1-lb. prints | .... | 0 31 |
| Tierces, 400 lbs. | .... | 0 28½ |

## *Laid Market Stands Firm*

**Toronto.**

LARD.—The market for lard is unchanged. The demand is steady, and prices firm.

| | | |
|---|---|---|
| LARD— | | |
| Tierces, 400 lbs., lb. | 0 31½ | 0 32 |

In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces.

## *Butter Market Inclined To Be Flat*

**Toronto.**

BUTTER.—There is a dullness noted in the butter market this week. Although no actual changes have taken place, prices can be expected to decline, as all exporting has practically ceased.

| | | |
|---|---|---|
| BUTTER – | | |
| Creamery prints (fresh made) | 0 67 | 0 68 |
| Dairy prints, fresh, lb. | .... | 0 59 |
| Dairy prints, No. 1, lb. | .... | 0 56 |

## *Cheese Market Reported Very Flat*

**Toronto.**

CHEESE. — There is practically no demand for cheese; the market is very flat. Although the British control is off on the consumption of cheese, the control on the prices still remains, and shippers state that they cannot export at the prices paid by the British. A great quantity of New Zealand cheese is arriving in England at lower prices than the Canadian. The local market stands at the prices quoted.

| | | |
|---|---|---|
| CHEESE— | | |
| Large | 0 30 | 0 32 |
| Stilton | 0 35 | 0 36 |
| Twins 1c. higher than large cheese. | | Triplets 1½c. higher than large cheese. |

## *Margarine Has Slightly Advanced*

**Toronto.**

MARGARINE.—The market for margarine has advanced one-half cent per pound on all grades. The demand is keeping steady.

| | | |
|---|---|---|
| MARGARINE— | | |
| 1-lb. prints, No. 1 | .... | 0 38½ |
| Do., No. 2 | 0 34 | 0 37 |
| Do., No. 3 | 0 30 | 0 34½ |
| Nut margarine, lb. | 0 34 | 0 37 |

## *A Brisk Demand Noted On Fish*

**Toronto.**

FISH.—There is an active demand for all lines of fish, and particularly now that the Lenten season has commenced. Chicken halibut is quoted at 15 cents per pound. Oysters are higher. Smoked fish is in steady demand.

| | | |
|---|---|---|
| FRESH SEA FISH. | | |
| Cod Steak, lb. | 0 11 | 0 13 |
| Do., market, lb. | 0 11½ | 0 07 |
| Haddock, heads off, lb. | .... | .... |
| Do., heads on, lb. | .... | 0 09 |
| Halibut, chicken | 0 15 | 0 29 |
| Do., medium | .... | 0 19 |
| Fresh Whitefish | .... | .... |
| Fresh Herring | .... | .... |
| Flounders, lb. | .... | .... |
| Oysters, glass jars, 13 oz., doz. | .... | 4 80 |
| Do., No. 3 can | .... | 10 50 |
| Do., No. 5 can | .... | 17 00 |
| Blue Point oysters, 800s | .... | 15 75 |
| Do., 1000s | .... | 14 00 |
| FROZEN FISH | | |
| Salmon, Red Spring | .... | 0 24 |
| Do., Cohoe | 0 20 | 0 22 |
| Do., Qualla | 0 13 | 0 14 |
| Halibut, chicken | .... | 0 15 |
| Do., medium | .... | 0 19 |
| Do., jumbo | 0 19 | 0 20 |
| Whitefish, lb. | .... | 0 13 |
| Herring | .... | 0 09½ |
| Mackerel | 0 12 | 0 13 |
| Flounders | 0 10 | 0 11 |
| Trout | 0 17 | 0 18 |
| Pickerel, dressed | 0 14 | 0 15 |
| Smelts | .... | 0 15 |
| Spanish Mackerel | .... | 0 30 |
| Pike, round | .... | 0 08 |
| Do., headless and dressed | .... | 0 09 |
| SMOKED FISH | | |
| Haddies, lb. | .... | 0 13 |
| Fillets, lb. | .... | 0 18 |
| Kippers, box | .... | 2 10 |
| Bloaters, box | .... | 2 25 |
| Ciscoes, lb. | .... | 0 20 |

## *Good Demand For Chickens*

**Toronto.**

POULTRY.—All lines of poultry are selling freely. Chickens are being snapped up upon arrival. Prices are unchanged.

# WINNIPEG MARKETS

## *Pork Market is Very Strong*

**Winnipeg.**

FRESH MEAT.—The hog market is reported very steady, with the bulk of selects selling at 18c. Heavies ranged from $16 to $17, and light from $14 to $17 per hundredweight.

## *Cured Meats Show Strong Advance*

**Winnipeg.**

PROVISIONS. — Cured meats this week show a strong advance of 1½c to 2c per lb. on most lines of hams, bacon, etc.

| | | |
|---|---|---|
| Hams, average, 8-16 lbs. | .... | 0 40 |
| Do., 16-20 lbs. | .... | 0 40 |
| Do., 20-25 lbs. | .... | .... |
| Bellies, average, 6-12 lbs. | 0 40 | 0 46 |
| Do., 12-14 lbs. | .... | 0 38½ |
| Do., 14-16 lbs. | 0 36 | 0 47 |
| Cottage Rolls | .... | 0 31 |
| Briskets | .... | 0 23½ |
| Picnics | .... | 0 29½ |
| HAMS, ENGLISH CURED. | | |
| Hams, 8-12 lbs., average | .... | 0 43½ |
| Do., 12-16 lbs. average | .... | 0 43½ |
| Do., 16-20 lbs. average | .... | 0 39½ |
| Breakfast bacon, 4-6 lbs. average | .... | 0 55 |
| Do., 8-10 lbs. average | 0 39 | 0 55 |

## *Cheese Market Remains Firm*

**Winnipeg.**

CHEESE.—Cheese is in good demand; market has been steady, but firm.

| | | |
|---|---|---|
| CHEESE— | | |
| Large, Ontario | .... | 0 33 |
| Twins, Ontario | .... | 0 33½ |
| Large, Manitoba | .... | 0 31 |
| Twins, Manitoba | .... | 0 31½ |

## *Creamery Butter Shows a Decline*

**Winnipeg.**

BUTTER.—Creamery butter shows a decline of two cents per lb. Dairy butter is reported very scarce and some jobbers are not quoting it at all. The market generally is considered firm.

| | | |
|---|---|---|
| BUTTER | | |
| Finest creamery, 1s | .... | 0 66 |
| Do., solids | .... | 0 65 |
| Do., choice | .... | 0 65 |
| Do., solids | .... | 0 64 |
| Dairy, finest, No. 1, prints | .... | 0 62 |
| Do., solids | .... | 0 61 |
| Margarine, 1s | .... | 0 39 |

## *Eggs Show Another Decline*

**Winnipeg.**

EGGS.—Eggs have dropped from 3 to 4c per dozen this week. Supplies are more plentiful.

| | | |
|---|---|---|
| EGGS— | | |
| Fancy, in cartons, per doz. | .... | 0 63 |
| Candled, per doz. | .... | 0 50 |
| Strictly fresh from farmers | .... | .... |

## *Lard Firm; Prices Unchanged*

**Winnipeg.**

LARD.—Lard is very steady; prices remain unchanged, with a good demand.

| | | |
|---|---|---|
| 1 lb. bricks | .... | 0 34½ |
| 3 lb. tins, per case | .... | 19 50 |
| 5 lb. tins, per case | .... | 19 45 |
| 10 lb. tins, per case | .... | 19 35 |
| 20 lb. tins, per case | .... | 25 50 |
| 20-lb. wood pails, each | .... | 6 80 |
| 50 lb. tins, each | .... | 15 88 |
| Tierces | .... | 0 31½ |

## *Fish Market Remains Unchanged*

**Winnipeg.**

FISH.—Fish market is very steady. Prices are held firm. Supplies are good, with a heavy demand reported.

# Davies Pure Lard

## is a product you can recommend with confidence to your customers

GIVE this HIGH-GRADE PRODUCT a prominent place in your store. Feature it. Let it build up for you a profitable business and a worth-while reputation—just as it is doing for hundreds of other Canadian Merchants.

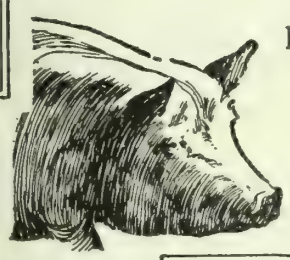
Here is a pure, white lard of even consistency, and day in and day out quality—a lard that will meet the needs of your domestic trade, and give the highest satisfaction to your customers.

For family use Davies Pure Lard is sold in 1-lb. sanitary cartons, and in 3-lb., 5-lb. and 10-lb. attractive blue, white and gold pails.

Place your order with our salesman, or write us to-day for quotations.

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO

MONTREAL CHICAGO



MARIGOLD

MARIGOLD

## "The Greatest Seller of Its Kind in the World"

## MORRIS & COMPANY, Chicago, U. S. A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

Salt Plant, Windsor, Ont.

—A reputation won by giving the housewives of Canada an absolutely pure table salt, with fine, even grain full of savor. This is why

**Windsor Table Salt**
Made in Canada

is always in demand—and why grocers like to handle it. It pleases every customer.

## THE CANADIAN SALT CO., Ltd.

OLIVE BUTTER
DELICIOUS FOR SANDWICHES SALADS ETC
AN UNEQUALLED APPETIZER
MADE FROM SELECTED PURE SPICED OLIVES PIMENTO AND MALT VINEGAR
PRODUCED BY E.W. JEFFRESS LIMITED
WALKERVILLE CANADA

# OLIVE BUTTER

Unquestionably appetizingly popular.

A palatable product prepared from Selected Spices, Olives, Pimento and Malt Vinegar — the Very Highest Grade Obtainable.

Prominently displayed, Olive Butter will prove itself a brisk seller.

HAVE A STOCK OF OLIVE BUTTER ON HAND AND DISPLAY IT EVERY DAY.

**Sold and Manufactured by**

## E. W. Jeffress, Limited
WALKERVILLE, ONT.

W. G. Patrick & Co., Limited, Toronto and Winnipeg
Selling Agents for our Blue Seal Lines

# Big EASIFIRST Advertising to make sales for you

Light, tasty Tea Biscuits
Codfish Croquettes
Real English Plum Pud
No man could resist this Chocolate Cake
This is the Recipe

It will be good business for you to display EASIFIRST from now on. Let the people know you have it. Have your clerks bring it to your customers' attention.

In that way you will be "cashing in" on our big newspaper advertising. Many of the best papers will run these handsome, new, forceful advertisements which will make thousands of new EASIFIRST customers—and will send them to the store that displays and pushes "EASIFIRST"—the shortening that every woman likes.

Gunns Limited

WEST TORONTO

# Armour's Nut-ola

BUY a pound carton of Armour's *Nut-ola* Margarine today. You can use it for every table and cooking purpose and satisfy your family. Its use is Economy without sacrifice of good food. Fine on hot cakes, waffles, toast and for delicate cake-making.

***In Ordering Specify Armour's Nut-ola***

ARMOUR & COMPANY

4840

# Co-operate with Armour Advertising and Increase your Profits

Effective advertising of Armour's Nut-Ola is appearing in newspapers that go into your own locality. Customers of yours will be interested in it.

You can increase your profits by taking advantage of this advertising—by co-operating with it. Stock Armour's Nut-Ola—display it in a prominent place in your store, so that customers will see it and know that you sell it.

Make it a point to let customers know that you carry other Armour food products—that take the guess work out of buying.

## ARMOUR & COMPANY

*General Offices and Plant:*
HAMILTON, ONT.

*Branch Offices:* TORONTO, MONTREAL, SYDNEY, N.S., ST. JOHN, N.B.

It will pay you to keep these Armour products well displayed.

*Verwea* Hams with the Stockinet Covering.

Bacon, sides and sliced.

"Devonshire" Pure Pork Sausages, Frankfurts, Dry Sausage, (Many kinds)
Bologna, etc.

*Veribest* Leaf Lard.

*Veribest* Rolled Oats.

*Veribest* Corn Flakes.

## *Announcing the Arrival of*

# Swift's "Gem Nut" Oleomargarine

HERE'S the tastiest spread for bread you could offer your customers. It's a companion in *quality* to Swift's "Premium"—but differs from it in being

### *A Purely Vegetable Product*

comprising oil from the white meat of the cocoanut, highly-refined peanut oil, pasteurized milk, and dairy salt. It's the only product of its kind Made in Canada—consequently it is not only always fresh, but

**Can be Sold at a Considerably Lower Price,**

as the loss on prevalent exchange rate between Canada and the United States is eliminated. It is packed in **A Most Attractive Package,** which of itself invites attention. In order to quickly establish it in the market we are now undertaking

**Extensive Advertising to Popularize this Product**

Your store will reap direct benefit by co-operation on YOUR part in the matter of counter and window displays, and judicious suggestion to your customers.

*ORDER FROM OUR SALESMAN, OR DIRECT*

## Swift Canadian Co.

Limited

**Toronto Winnipeg Edmonton**

Sell by the Pound

# The Grocer Can *Increase* His Business By *Reducing* Living Costs of Customers!!

YOU—Mr. Grocer! hold the key to a normal scale of Living Costs. You have the means to save every customer an important percentage of food costs, and at the same time make a ***better margin*** of profit for yourself—***and enjoy a larger trade.*** The method in question is to

## Sell Bulk Goods Wisely

***MAKE 12% more profit***

This is the average additional profit you make on your bulk goods as compared with the same merchandise sold in packages. Even more important in its influence upon your future welfare is the fact that you save your "By the Pound" customer 38%, which is the average *gain* to the customer. The great point is that you should *utilize* this fact to stimulate and increase your own business.

***SAVE Your Customers 38 Per Cent***

We have prepared a very interesting and useful pamphlet suggesting how the Grocer can "cash in" on this by a little *home advertising* of the right sort. The title of this pamphlet is—"Handling the H.C.L. with Gloves."

It is prepared for our customers; but we will have some extra copies for all who write for it.

Cut Out This Coupon and MAIL to us.

THE SHERER-GILLETT COMPANY
Dept. 57, Guelph, Ont.

Kindly send us pamphlet mentioned in your ad—and also information about the counter.

Name .....

Store Name .....

Street Address .....

City ..... Province .....

***Nearly 70,000 Now in Use***

The Sherer Counter has made the selling and buying of bulk groceries profitable and highly desirable.

It *Sells* through the attractive *display* of 31 little show-windows; offering its appetizing suggestions; a silent salesman.

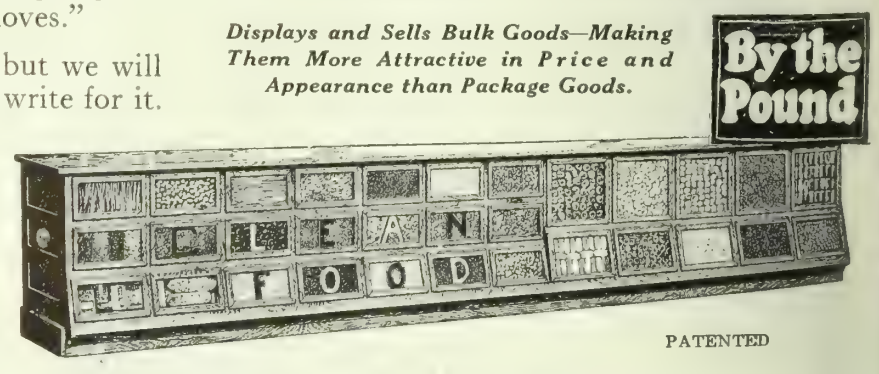
It *Protects* from Dust, Dirt, Handling, Evaporation—and from animals.

*Saves Space* by its Compactness and Capacity.

*Saves Time* of Clerks because every Commodity is quickly accessible.

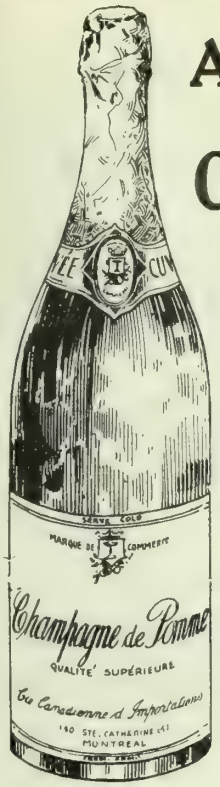
### SHERER SANITARY GROCERY DISPLAY COUNTER

***Displays and Sells Bulk Goods—Making Them More Attractive in Price and Appearance than Package Goods.***




PATENTED

SHERER-GILLETT COMPANY
Patentees and Manufacturers
Guelph, Ont.




# A New Drink

# Champagne de Pomme

Made from the juice of Canadian apples. A most delicious and refreshing drink.

Put up in pints, bottles or splits.

Every grocery store in Canada can sell this delicious beverage.

Packed 2 doz. to the case.

Order from your wholesaler or direct to

## Cie Canadien Importations

**140 St. Catherine St. E., Montreal**

*It's Profitable Because—*

**100% PURE**

**COSGRAVE'S PURE MALT Vinegar**

**Better to sell this branded, bottled vinegar than the bulk article. No waste — no loss — no deterioration. Easily handled—makes fine display. Quality guaranteed.**

**RETAILS**
**15c and 25c**

**WELL ADVERTISED**

**Write us or ask your jobber for trade prices.**

# MARSH'S

The name of a high-class grape juice, that means greater profits and repeat sales for you, Mr. Grocer.

Marsh's Grape Juice possesses all the wonderfully rich flavor of the full, ripened, juicy Concord grapes from which it is made.

It is an all-year seller that deserves a prominent place in your displays. Keep your stock of Marsh's in good shape.

**The Marsh Grape Juice Company**
**NIAGARA FALLS, ONT.**

Agents for Ontario, Quebec and Maritime Provinces:

**The McLaren Imperial Cheese Company Limited**
Toronto and Montreal

# Y & S

# STICK LICORICE

## in 10c Cartons

**Everything in Licorice for all Industries using**

## LICORICE

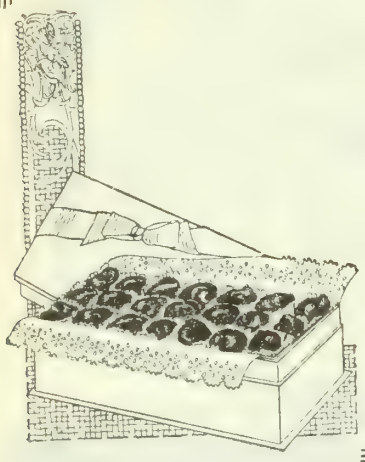
**in any form.**

*Made in Canada by*

## National Licorice Company

**MONTREAL**

"NOBILITY"
"PEERLESS"
"ELGIN"



## Three 'winners' that will 'boost' candy sales

Order a supply of these high quality chocolates, display them in a prominent place preferably near the front of your store, and you'll find the weekly candy sales will astonish you.

One prominent Ontario grocer reports through "Canadian Grocer" that his week-end candy sales total $60. Get busy, Mr. Grocer, stock up now with our lines of bulk or box candy. You'll find the increased revenue worth while.

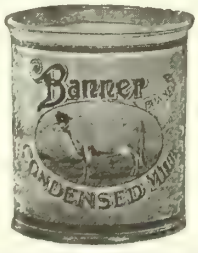
**NOBILITY CHOCOLATES, LIMITED**
ST. THOMAS, ONT.

*Selling Agents:*
Scott & Thomas, Foy Bldg., Front St. W., Toronto

Maclure & Langley, Limited
Montreal Winnipeg

Malcolm Milk Products are made from the purest milk from Canada's finest dairying district.

We deliver 5-case lots to any part of Ontario, Quebec, Maritime Provinces, paying freight charges up to 50c per 100 lbs.




## *The "All-Canadian" Favorites*

Canadian housewives were quick to realize the high standard of quality of

## Malcolm's Milk Products

and the fact that Malcolm Milk sales are increasing tremendously each week is vivid proof that this high standard has always been maintained.

**The Malcolm Condensing Co., Limited, St. George, Ont.**

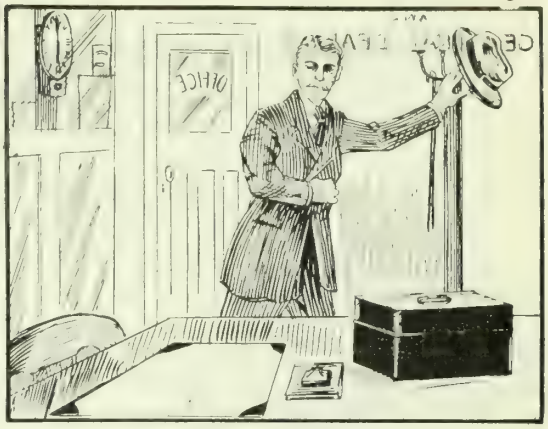
## THIS

Everything disorder and worry.

*Why Spend, Money, Time and Energy in Keeping Credit Records?*

OR ?

## THIS



Everything in order and contentment.

*If You Must Keep Credit Records, Then*

## THE SECURITY ENVELOPE FILE CHECK SYSTEM OF KEEPING ACCOUNTS

Will save your Money, Time and Energy and give you **PROTECTION.**
The cost is small, and we will be glad to send you our Catalogue explaining in detail and also tell you what our customers have to say about it.

**EASTERN CANADA**
**The Security Envelope File Check System**
**29 Ontario St. - - Stratford, Ont.**

?

**WESTERN CANADA**
**The Western Distributors**
**205 McIntyre Block - - Winnipeg**

# KING GEORGE'S NAVY

**CHEWING TOBACCO**

## will build up your tobacco department

You cannot expect to build a big tobacco business upon the foundation of poor quality lines. A stock of KING GEORGE'S NAVY will give impetus to your tobacco sales, and its customer-pleasing quality will make a steady patron of every first purchaser.

*Try it out. The profits are very good.*

Rock City Tobacco Co., Ltd.

# The Lenton Season Means a big demand for Fish Foods

Have a good stock of Brunswick Brand on hand to supply the big Lenten demand. Your customers will appreciate their superior flavor and goodness.

Brunswick Brand Fish Products have been proven by Government test to contain a higher food value than any other canned fish, and their price is no higher.

Stock up adequately for the big Lenten selling.

## CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

# SALE OF MILITARY AND OTHER GOVERNMENT STORES

Equipment and Supplies for Hospitals, Institutions, Bunk-houses, Camps, Dining-Rooms, Kitchens,, etc.

Bedsteads, Furniture, Hardware, Dry Goods, Rubber, Overshoes and other Footwear, Blankets, Sheets, Pillows, Baskets, Woodenware, Brushes, etc.

CONSTRUCTION EQUIPMENT AND MACHINERY—AMBULANCES.

**The Stores are located at various places throughout Canada**

Instead of or in addition to sales by sealed tender

## PRICE LISTS WILL NOW BE ISSUED

for most articles—the goods being offered in lots for purchase by wholesale houses, jobbers, and the trade generally.

## TRADE ONLY SUPPLIED

except that arrangements previously announced for sale to returned soldiers and sailors and widows and dependents of same through the G. W. V. A. and similar organizations and to hospitals and philanthropic institutions will be continued.

SALES WILL CEASE IN MARCH. Any balances left will be cleared by public auction shortly thereafter. This advertisement will not be repeated. Those interested should therfore apply AT ONCE for price lists and other information to the.....

**SECRETARY OF THE WAR PURCHASING COMMISSION. BOOTH BUILDING, OTTAWA**

February, 1920

When once your customer has experienced the ease and simplicity of a

**"Magic" Wash Day**

**she'll never again**

DO WASH-BOARD VIOLENCE to herself and the clothes as long as she can get MORE "MAGIC" FROM YOU.

**For Absolute Performance Sell Them**

**"MAGIC"**

**WASHING TABLETS**

*If your jobber is unable to supply you, get in touch with*

**The Herald Brokerage Company, Winnipeg, Man.**

# Easter Eggs

Solid, to retail at 5 and 10c. each

Hollow, decorated at 5, 7, 10, 20, 25, 35, 50, 75c $1.00 and $2.00.

*Quantity limited.*

*Quality and value the best.*

*Send in your order, or write for prices*

**Chas. Lauder Co.**

**97 ONTARIO STREET**

**TORONTO**

**NON-PAREIL**

**BRAND**

Our prices are the lowest for guaranteed

**ROLLED OATS**

ROLLED WHEAT

SPLIT PEAS

STANDARD OATMEAL

*Write for prices of Oat Feed, Shorts and Hominy Feed*

**The Parkinson Cereal Co.**

THORNBURY, ONT.

*Selling Agents:*

**T. M. Sibbald & Son**

**311 King Street East**

**TORONTO**

**RICE**

**RICE FLOUR**

**RICE MIDDLINGS**

**Mount Royal Milling and Mfg. Coy., Limited**

**MILLS AT MONTREAL, QUE.**
**VICTORIA, B.C.**

**D. W. ROSS COMPANY**

***Agents***

**MONTREAL**

# Profit in Cleanliness

If, by chance, a customer looks into your oil room, what is revealed?

Cleanliness?

Neatness and order?

Or is the look within merely depressing and disgusting?

These views show the pump portion of the Bowser kerosene and gasoline system. These tanks for kerosene are in the basement, and for gasoline buried underground to insure safety. Note the cleanliness of the store.

**BOWSER** ESTABLISHED 1885

## SYSTEMS

installed in your store for the storage and distributing of oils, kerosene and gasoline, assures your customer the cleanliness and orderly arrangement of your oil department are characteristics of your entire establishment.

Bowser pumps are accurate, clean and economical.

Bowser tanks are safe, clean and neat. A combination that means satisfaction and profit.

Signify your interest by asking for literature.

**S. F. BOWSER COMPANY, Ltd.**
**66-68 Fraser Ave., TORONTO, Ont.**

---

*Successful since 1856*

**SELL**

# SIMMERS' SEEDS

*They sell*
*They grow*

# Over 100% Quick Profit

Let us send you this handsome Simmers "Silent Salesman" and 500 assorted packets of Simmers Famous Seeds.

**Outfit Costs you only $22.50** **Retails quickly at $50**

Many a dealer clears 3 months' rent in 3 weeks rapid-fire sale of Simmers' Seeds—*"THE SEEDS THE PEOPLE WANT."*

**Special Trade Quotations**
**on Grasses and other Seeds**
Write today for same. They will make you money

## J. A. SIMMERS LTD., Toronto

# SALMON!

500 cases Fancy Pink Talls
WARD'S
"FLATTERY"
BRAND

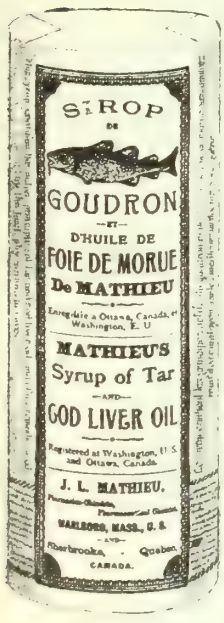
delivered 10cts. Lots up, any Ontario point, $9,00 per case, subject to sample, and being unsold.

*This is a Regular $10.50--$11.00 Line, but we are overstocked*

**T. KENNY & CO., Ltd.**
SARNIA, ONT.



# Stop Influenza




Influenza is here again and the only way to meet it is with preparedness. You can help make this preparedness a real safeguard if you recommend

**Mathieu's Syrup of Tar and Cod Liver Oil**

This reliable profit earner not only cures colds but it also builds up the system to throw-off influenza germs. Keep your stocks well supplied.

**J. L. Mathieu Co.**
*PROPRIETORS*
SHERBROOKE - QUEBEC


# QUOTATIONS FOR PROPRIETARY ARTICLES

**SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR**

### JAMS
DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac. Top Glass Jars, 16 oz.

| | |
|---|---|
| Strawberry | $5 15 |
| Currant, Black | 5 05 |
| Pear | 4 40 |
| Peach | 4 40 |
| Plum | 4 20 |
| Apricot | 4 50 |
| Cherry | 4 85 |
| Gooseberry | 4 50 |

### "AYLMER" PURE ORANGE MARMALADE

| | Per doz. |
|---|---|
| 12 oz. Glass, Screw Top, 2 doz. in case | 3 15 |
| 16 oz. Glass, Screw Top, 2 doz. in case | 3 85 |
| 16 oz. Glass, Tall, Vacuum, 2 doz. in case | 3 85 |
| 2's Tin, 2 doz. per case | 5 95 |
| 4's Tins, 12 pails in crate, per pail | 0 95 |
| 5's Tin, 8 pails in crate, per pail | 1 18 |
| 7's Tin or Wood, 6 pails in crate | 1 64 |
| 30's Tin or Wood, one pail in crate, per lb. | 0 23 |

### PORK AND BEANS
"DOMINION BRAND"

| | Per doz. |
|---|---|
| Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case | $0 85 |
| 1's Pork and Beans, Flat, Plain, 4 doz. to case | 0 92½ |
| 1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case | 0 95 |
| 1's Pork and Beans, Tall, Plain, 4 doz. to case | 0 95 |
| 1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case | 0 97½ |
| 1½'s (20 oz.), Plain, per doz. | 1 25 |
| Tomato or Chili Sauce | 1 27½ |
| 2's Pork and Beans, Plain, 2 doz. to the case | 1 50 |
| 2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case | 1 52½ |
| 2½'s Tall, Plain, per doz. | 2 00 |
| Tomato or Chili Sauce | 2 35 |
| Family, Plain, $1.75 doz.; Family Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case. | |

### CATSUPS—In Glass Bottles

| | Per doz. |
|---|---|
| ½ Pts., Aylmer Quality | $1 90 |
| 12 oz., Aylmer Quality | 2 35 |
| | Per jug |
| Gallon Jugs, Aylmer Quality | $1 62½ |
| | Per doz. |
| Pints, Delhi Epicure | $2 70 |
| ½ Pints, Red Seal | 1 45 |
| Pints, Red Seal | 1 90 |
| Qts., Red Seal | 2 45 |
| Gallons, Red Seal | 6 45 |

BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal, Can.

### CONDENSED MILK

Terms—Net 30 days

| | |
|---|---|
| Eagle Brand, each 48 cans | $10 25 |
| Reindeer Brand, each 48 cans | 9 80 |
| Silver Co, each 48 cans | 9 35 |
| Gold Seal, Purity, each 48 cans | 9 20 |
| Mayflower Brand, each 48 cans | 9 20 |
| Challenge Clover Brand, each 48 cans | 8 70 |

### EVAPORATED MILK

| | |
|---|---|
| St. Charles Brand, Hotel, each 24 cans | $7 15 |
| Jersey Band, Hotel, each 24 cans | 7 15 |
| Peerless Brand, small, each 24 cans | 3 15 |
| St. Charles Brand, tall, each 48 cans | 7 25 |
| Jersey Brand, tall, each 48 cans | 7 25 |
| Peerless Brand, tall, each 48 cans | 7 25 |
| St. Charles Brand, Family, 48 cans | 6 25 |
| Jersey Brand, Family, each 48 cans | 6 25 |
| Peerless Brand, Family, each 48 cans | 6 25 |
| St. Charles Brand, small, each 48 cans | 3 30 |
| Jersey Brand, small, each 48 cans | 3 30 |
| Peerless Brand, small, each 48 cans | 3 30 |

### CONDENSED COFFEE

| | |
|---|---|
| Reindeer Brand, large, each 24 cans | 6 75 |
| Reindeer Brand, small, each 48 cans | 6 50 |
| Cocoa, Reindeer Brand, large, each 24 cans | 6 25 |
| Reindeer Brand, small, 48 cans | 6 50 |

### HARRY HORNE & CO.
Toronto, Ont.

| | Per case |
|---|---|
| Cooker Brand Peas (3 doz. in case) | 4 20 |
| Cooker Brand Popping Corn (3 doz. in case) | 4 20 |

### COLMAN'S OR KEEN'S MUSTARD

| | Per doz. tins |
|---|---|
| D.S.F., ¼-lb. | $2 80 |
| D.S.F., ½-lb. | 5 30 |
| D.S.F., 1 lb. | 10 40 |
| F.D., ¼-lb. | .... |
| | Per jar |
| Durham, 1-lb. jar, each | $0 60 |
| Durham, 4-lb. jar, each | 2 25 |

### CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal

**KLIM**

| | |
|---|---|
| 8 oz. tins, 4 dozen per case | $12.50 |
| 16 oz. tins, 2 dozen per case | 11.50 |
| 10 lb. tins, 6 tins per case | 25.00 |

Prices f.o.b. Toronto.

### THE CANADA STARCH CO., LTD.

Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—

| Boxes | Cents |
|---|---|
| 40 lbs., Canada Laundry | $0 10 |
| 100-lb. kegs, No. 1 white | 0 10½ |
| 200-lb. bbls., No. 1 white | 0 10½ |
| 30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. | 0 12 |
| 40 lbs., Benson's Enamel, (cold water), per case | 3 25 |
| Celluloid, 45 cartons, case | 4.70 |

Culinary Starch.

| | |
|---|---|
| 40 lbs., W. T. Benson & Co.'s Celebrated Prepared | 0 11¾ |
| 40 lbs. Canada Pure or Challenge Corn | 0 10¾ |
| 20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. | 0 16½ |

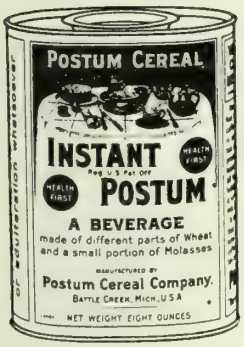
(20-lb. boxes, ¼c higher, except potato flour.)

*The Growing Demand for*

# Postum Cereal

*and*

# Instant Postum




**is due to the increasing favor these beverages enjoy under the practical test of use.**

**Sale is guaranteed — and the steady, generous profit from growing volume commends this staple table drink to progressive grocers. Keep well stocked and supply the demand.**

Canadian Postum Cereal Co., Ltd., Windsor, Ontario

A. Escoffier

**MONSIEUR A. ESCOFFIER,** of the Carlton Hotel, London, is the world's most eminent food expert, personally supervising the manufacture of **all** his wonderful creations, which are prepared from the finest ingredients obtainable, regardless of cost and exquisitely blended in silver vessels, under conditions of spotless cleanliness.

## SIX DAINTIES FROM ENGLAND

The ESCOFFIER
SAUCE
**DIABLE**
For Grilled Soles and Fish dishes.

The ESCOFFIER
SAUCE
**ROBERT**
For Chops and Steaks.

The ESCOFFIER
SAUCE
**MELBA**
For Sweet Puddings and Fruit dishes.

The ESCOFFIER
**PICKLES**
Delightfully mild and appetising.

The ESCOFFIER
**CHUTNEY**
Mons. Escoffier's own blending.

The ESCOFFIER
MEAT and FISH PASTES

For prices of these and other Escoffier specialties, write:
*ARGYLL BUTE LTD., 357 St. Catherine St. W., Montreal*

ESCOFFIER LIMITED, 6 Ridgmount St., LONDON, ENG.
A B C. Code, 5th Edition.

**Combine Two Sales in One**

Tell customers of the delicious maple-tasting syrup they can make by diluting corn syrup with warm water and flavoring it with

**Mapleine**

They will enjoy the flavor Mapleine gives to cakes, frostings, desserts, candies—the maple taste the American palate craves.

Order now of your jobber or

**F. E. Robson & Co., 25 Front St. East, Toronto**
**Mason & Hickey Box 2949 - Winnipeg**

M-530

**"FISH"**

We have a full stock of Lake Superior herring in kegs and other pickled fish, also a quantity of frozen Georgian Bay trout, B.C. halibut and qualla salmon.

**LEMON BROS.**
**Owen Sound, Ont.**

**Good Pencils Attractively Displayed**

mean considerably more business without a proportionate extra bother on your part.

Send for your first order of Cane's Pencils to-day and watch the counter display earn you profits.

**Wm. Cane & Sons Co., Ltd.**
NEWMARKET, ONT.


**CROWN BRAND CORN SYRUP**

| | |
|---|---|
| 2-lb. tins, 2 doz. in case | 5 45 |
| 5-lb. tins, 1 doz. in case | 6 05 |
| 10-lb. tins, ½ doz. in case | 5.75 |
| 20-lb. tins, ¼ doz. in case | 5.70 |
| (Prices in Maritime Provinces 10c per case higher.) | |
| Barrels, about 700 lbs. | 0 08¼ |
| Half bbls., about 350 lbs. | 0 08½ |

**LILY WHITE CORN SYRUP**

| | |
|---|---|
| 2-lb. tins, 2 doz. in case | $5 05 |
| 5-lb. tins, 1 doz. in case | 6 55 |
| 10-lb. tins, ½ doz. in case | 6 25 |
| 20-lb. tins, ¼ doz. in case | 6 20 |
| (5, 10, and 20-lb. tins have wire handles.) | |

**GELATINE**

| | |
|---|---|
| Cox's Instant Powdered Gelatine (2-qt. size), per doz. | $1 75 |

**INFANTS' FOOD**
MAGOR, SO N& CO., LTD.

| | Doz. |
|---|---|
| Robinson's Patent Barley— | |
| 1-lb. | $4 00 |
| ½-lb. | 2 00 |
| Robinson's Patent Groats— | |
| 1-lb. | 4 00 |
| ½-lb. | 2 00 |

**NUGGET POLISHES**

| | Doz. |
|---|---|
| Polish, Black, Tan, Toney Red and Dark Brown | $1 15 |
| Card Outfits, Black and Tan | 4 15 |
| Metal Outfits, Black and Tan | 4 25 |
| Creams, Black and Tan | 1 25 |
| White Cleaner | 1 25 |

**IMPERIAL TOBACCO CO. OF CANADA, LIMITED**
**EMPIRE BRANCH**

| | |
|---|---|
| Black Watch, 10s, lb. | $1 20 |
| Bobs, 12s | 1 13 |
| Currency, 12s | 1 13 |
| Stag Bar, 9s, boxes, 6 lbs. | 1 08 |
| Pay Roll, thick bars | 1 30 |
| Pay Roll, plugs, 10s, 6-lb. ¼ caddies | 1 25 |
| Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs. | 1.25 |
| Great West Pouches, 9s, 2-lb. boxes, ½ and 1-lb. lunch boxes | 1 80 |
| Forest and Stream, tins, 9s, 2-lb. cartons | 1 44 |
| Forest and Stream ¼s, ½s, and 1-lb. tins | 1 60 |
| Master Workman, 2 lbs. | 1 25 |
| Master Workman, 4 lbs. | 1 25 |
| Derby, 9s, 4-lb. boxes | 1 30 |
| Old Virginia, 12s | 1 70 |
| Old Kentucky (bars), 8s, boxes, 5 lbs. | 1 35 |

**BLUE**

| | |
|---|---|
| Keen's Oxford, per lb. | 0 24 |
| In cases, 12 12-lb. bxs to case. | 0 25 |

**COCOA AND CHOCOLATE**
**THE COWAN CO., LTD.,**
Sterling Road, Toronto, Ont.

**COCOA**

| | |
|---|---|
| Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. | $5 80 |
| Perfection, ¼-lb. tins, doz. | 1 60 |
| Perfection, ½-lb. tins, doz. | 3 00 |
| Perfection, 10s size, doz. | 1 15 |
| Perfection, 5-lb. tins, per lb. | 0 42 |
| Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz. | 3 25 |
| Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb. | 0 28 |

**UNSWEETENED CHOCOLATE**

| | |
|---|---|
| Supreme Chocolate, 12-lb. bxs, per lb. | 0 45 |
| Supreme Chocolate, 10c size, 2 doz. in box, per box | 2 25 |
| Perfection Chocolate, 10c size, 2 doz in box, per box | 1 90 |

**SWEET CHOCOLATE**

| | Per lb. |
|---|---|
| Eagle Chocolate, ¼s, 6-lb. boxes | 0 36 |
| Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case | 0 36 |
| Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case | 0 36 |
| Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case | 0 36 |
| Diamond Crown Chocolate, 28 cakes in box | 1 25 |

**CHOCOLATE CONFECTIONS**

| | |
|---|---|
| Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. | $0 47 |
| Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| 30 boxes in case, per lb. | 0 47 |
| Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. | 0 43 |
| Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. | 0 43 |
| No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. | 0 43 |
| No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. | 0 43 |
| No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. | 0 43 |
| No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. | 0 43 |
| No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case. lb. | 0 40 |
| Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. | 0 60 |
| Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. | 0 60 |

**NUT MILK CHOCOLATE, ETC.**

| | |
|---|---|
| Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box | 2 35 |
| Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box | 2 35 |
| Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb. | 0 47 |
| Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box | 2 45 |
| Fruit and Nut Milk Chocolate Slabs, per lb. | 0 47 |
| Milk Chocolate Slabs, with Assorted Nuts, per lb. | 0 47 |
| Plain Milk Chocolate Slabs, per lb. | 0 47 |

**MISCELLANEOUS**

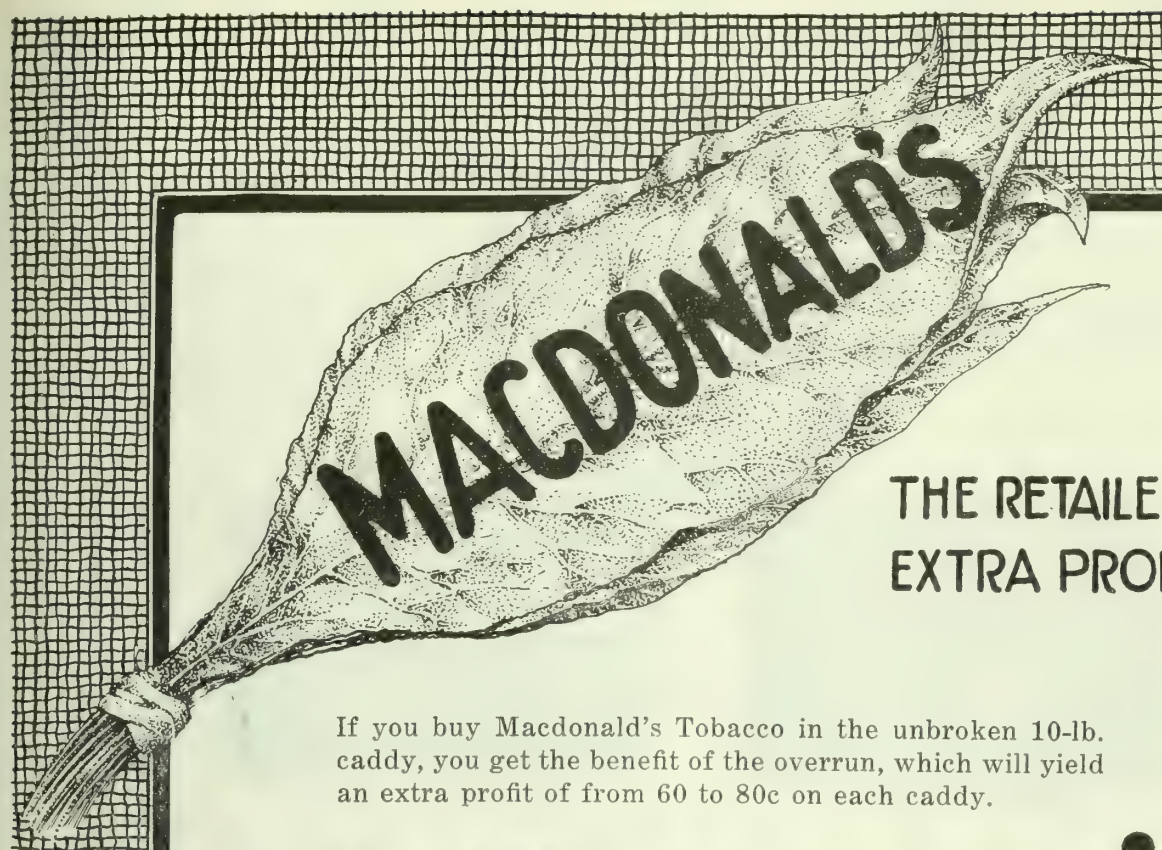
| | |
|---|---|
| Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz. | $6 00 |
| Maple Buds, fancy, ½ lb., 1 doz. in box, per doz. | 3 20 |
| Assorted Chocolate, 1 lb., ½ doz. in box, per doz. | 6 00 |
| Assorted Chocolate, ½ lb., 1 doz. in box, per doz. | 3 20 |
| Chocolate Ginger, full ½ lb., 1 doz. in box, per doz. | 4 35 |
| Crystallized Ginger, full ½ lb., 1 doz. in box, per doz. | 4 35 |
| Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box | 2 05 |
| Triumph Chocolate, ¼s, 4-lb. boxes, 35 boxes in case, per box | 2 05 |
| Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box | 2 05 |
| Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross | 1 14 |
| 120—1c Milk Chocolate Sticks, 60 boxes in case | 0 80 |

**6c LINES**

| | Toronto Prices Per box |
|---|---|
| Filbert Nut Bars, 24 in box, 60 boxes in case | $1 05 |
| Almond Nut Bars, 24 in box, 50 boxes in case | 1 05 |
| Puffed Rice Bars, 24 in box, 50 boxes in case | 1 05 |
| Ginger Bars, 24 in box, 50 boxes in case | 1 05 |
| Fruit Bars, 24 in box, 50 boxes in case | 1 05 |
| Active Service Bars, 24 in box, 50 boxes in case | 1 05 |
| Victory Bars, 24 in box, 60 boxes in case | 1 05 |
| Queen's Dessert Bar, 24 in box, 50 boxes in case | 1 05 |
| Cream Bars, 24 in box, 50 boxes in case | 1 05 |
| Victory Bar, 24 in box, 60 | |
| Regal Milk Chocolate Bar, 24 in box, 50 boxes in case | 1 05 |
| Royal Milk Cakes, 24 in box, 50 boxes in case | 1 05 |
| Maple Buds, 5c display boxes, 5c pyramid packages, 5c glassine envelopes, 4 doz. in box | 2 10 |
| Queen's Dessert, 10c cakes, 24 in box, per box | 1 90 |

**W. K. KELLOGG CEREAL CO.**

| | |
|---|---|
| Kellogg's Toasted Corn Flakes, Waxtite | 4 15 |
| Kelogg's Toasted Corn Flakes, Ind. | 2 00 |
| Kellogg's Dominion Corn Flakes | 4 15 |
| Kellogg's Dominion Corn Flakes, Indiv. | 2 00 |
| Kellogg's Shredded Krumbles | 3 50 |
| Kellogg's Shredded Krumbles, Ind. | 2 00 |
| Kellogg's Krumbled Bran | 1 85 |




THE RETAILERS EXTRA PROFIT

If you buy Macdonald's Tobacco in the unbroken 10-lb. caddy, you get the benefit of the overrun, which will yield an extra profit of from 60 to 80c on each caddy.

# MACDONALD'S TOBACCO

## Smoking and Chewing

*Selling Agents*

Hamilton—Alfrew Powis & Son.
London—D. C. Hannah.
Manitoba and North-West—The W. L. Mackenzie & Co., Limited, Winnipeg.
British Columbia—George A. Stone, Vancouver.
Quebec—H. C. Fortier, Montreal.
Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons.

W. C. MACDONALD, REG'D, Incorporated, MONTREAL

# LENT IS HERE!

Have you stocked up on the tit-bit of the Atlantic?

# CHICKEN HADDIES

## (Lily Brand)

Order a few cases from your wholesaler to-day.

**Packed at Canso, N.S., by the**

## MARITIME FISH CORPORATION, Limited

**Head Office and Sales Department: MONTREAL**

**Plants at: CANSO, N.S., and DIGBY, N.S.**

**Packers of the Celebrated MAPLE LEAF Canned Codfish Flakes**

# Ludella

This splendid tea is climbing ahead in popularity.

There are many reasons for this. Take the main one, for instance Ludella Blue Label is as good quality as other package teas which sell at ten cents higher in price.

The Blue Label is the line that we make our special drive on, and you who have not taken an interest in it are missing an opportunity of putting before your customers a tea which, although at a reasonable price, is everything that can be desired in quality.

Send us a trial order and put our statements to the test.

| | Cost | Sells |
|---|---|---|
| Ludella Tea Blue Label ½'s and 1's | 50 | 60 |

**H. P. ECKARDT & CO**

**WHOLESALE GROCERS**

CHURCH STREET & ESPLANADE TORONTO

# Sani-Flush

(TRADE MARK REGISTERED)

The sale of ***Sani-Flush*** in 1920 will be stimulated by more extensive advertising to consumers. In due course, we intend to call ***Sani-Flush*** to the attention of every prospective user. Merchants will find it profitable to supply all of the demand created by our advertising.

We recommend that you exhibit ***Sani-Flush*** by carrying your stock on a conspicuous shelf, by placing packages on counters, and by other forms of display.

**Harold F. Ritchie & Co.**
LIMITED
10-12-14 McCaul St.
TORONTO, ONT.



BROOMS, BRUSHES
CANADA BRAND
Trade Mark
WHISKS & TOY BROOMS

# Canada Beaver Brand Brooms

A broom that will give satisfactory service even beyond the extent of your customers' expectations will surely be to your advantage to carry.

Household Brooms—10 Different Grades.
Toy Brooms—3 Different Grades.
Whisks—10 Different Grades.
Warehouse Brooms—A Specialty.

**Make out a trial order to-day.**

**The Canada Broom & Brush Co., Ltd.**
RIDGETOWN, ONT.

Sales Manager—M. Webber, London, Ont.

Western Sales Agency—Messrs. Nicholson-Rankin, 707-708 Federation Life Building, Winnipeg, Man.

Toronto Agents—Messrs. Scott & Thomas, Foy Bldg., 32 Front St. West, Toronto, Ont.


BRODIE AND HARVIES

| | |
|---|---|
| XXX Self-Raising Flour, 6 lb. packages, doz. | 5 80 |
| Do., 3 lbs. | 2 95 |
| Superb Self-Raising Flour, 6 lb. | 5 60 |
| Do., 3 lb. | 2 85 |
| Crescent Self-Raising Flour, 6 lb. | 5 70 |
| Do., 3 lb. | 2 90 |
| Perfection rolled oats (50 oz.) | 3 00 |
| Brodie's Self-Raising Pancake Flour, 1½ lb. pack., doz. | 1 50 |

BLACKWOODS' BAKING POWDER

| | Per doz. |
|---|---|
| 8-oz. tins, 4 doz. to case | $ 1 50 |
| 12-oz. tins, 4 doz. to case | 2 25 |
| 16-oz. tins, 4 doz. to case | 2 50 |
| Qt. Sealers, 1 doz. to case | 3 00 |
| 3-lb. tins, 1 doz. to case | 6 50 |
| 5-lb. tins, 1 doz. to case | 10 50 |

CORDIALS

| | |
|---|---|
| Black Cherry | St. Julien Claret |
| Mondego Port | Grape Vine |
| Hot Todd | Ginger Wine |
| Sloe Gin | Creme de Menthe |

Packed 1 doz. qts. to case.
Per case ..... $4 50
Bulk, per gallon ..... 1 35

LIQUEURS

| | |
|---|---|
| H. T. Special | Ginger |
| Creme deMenthe | Black Cherry |
| Hot Todd | Port |
| Grape | Claret |
| Sloe Gin | Trench Rum |

Packed 1 doz. qts. to cs. Per cs. $6 35
Bulk, per gallon ..... 2 35

CONCENTRATED FRUIT CIDERS

| | |
|---|---|
| Orange | Cherry |
| Peach | Loganberry |
| Lemon | Strawberry |
| Grape | Raspberry |

| | Per doz. |
|---|---|
| Packed 24, 2½-lb. tins to case | $7 20 |
| Apple, pkd. 24, 2½-lb. tins to cs. | 7 40 |

EXTRACTS

Blackwoods' Government Standard. All flavors. Per doz.—

| 2-oz. | 2½-oz. | 4-oz. | 8-oz. | 16-oz. |
|---|---|---|---|---|
| $1 75 | 2 00 | 3 25 | 5 75 | 11 25 |

Heather Brand. Fifty per cent. over Government Standard. Per doz.—

| 2-oz. | 2½-oz. | 4-oz. | 8-oz. | 16-oz. |
|---|---|---|---|---|
| $2 25 | 2 60 | 4 25 | 7 50 | 14 00 |

OYSTER COCKTAILS Per doz

| | |
|---|---|
| Pimento Stuffed, 24, 8 oz. to cs. | 3 00 |
| Packed 5-doz. 4-oz. botts. to cs. | $3 85 |

OLIVES Per doz

| | |
|---|---|
| Queens, packed 24, 8 oz. to cs. | $2 20 |
| Queens, packed 24, 16 oz. to cs. | 3 25 |
| Pimento Stuffed, 24, 16 oz. to cs. | 4 50 |

BLACKWOODS' DE LUXE PICKLES

| Ozs. | 10 | 16 | 18 | 20 | Qts |
|---|---|---|---|---|---|
| Sr. Mix. | 2.25 | 3.15 | 3.35 | 3.75 | 4.65 |
| Chow | 2.35 | 3.25 | 3.40 | 3.85 | 4.90 |
| Onions | 3.45 | .... | .... | .... | .... |
| Gherkins | 3.50 | .... | .... | .... | .... |
| Sw. Mix. | 2.50 | 3.35 | 3.60 | 4.00 | 5.15 |
| Sw. Onions | 3.75 | .... | .... | .... | .... |
| Sw. Gherkin | 3.75 | .... | .... | .... | .... |

F.o.b. jobbing points add the following freight per dozen:—
10 oz., 10c; 16 oz., 15c; 18 oz. 20c; 20 oz., 25c; qts., 30c.

PICKLES IN TINS Per doz.

| | |
|---|---|
| Sr. Mix, 2½-lb. tins | $3 25 |
| Chow, 2½-lb. tins | 3 40 |
| Sw. Mix, 2½-lb. tins | 3 50 |
| Sr. Gherkin, 2½-lb. tins | 4 25 |
| Sw. Gherkin, 2½-lb. tins | 4 50 |
| Dills, 2½-lb. tins | 2 50 |
| Kraut, 2½-lb. tins | 1 90 |

PICKLES IN BULK
Spring Top Gallon Jars

| | |
|---|---|
| Sr. Mix | $1 15 |
| Chow | 1 25 |
| Sw. Mix | 1 40 |
| Dills | 1 10 |

| Pails | 1 gal. | 3 gal. | 5 gal |
|---|---|---|---|
| Sr. Mix | $1 40 | $3 00 | $4 60 |
| Chow | 1 45 | 3 25 | 4 90 |
| Sw. Mix | 1 70 | 4 25 | 6 50 |

RELISHES Per doz.

| | |
|---|---|
| Horse Radish, 10-oz. bottle | $2 40 |
| English Picalilli, 8-oz. | 2 25 |

RASPBERRY VINEGAR, HEAVY SYRUP Per doz

| | |
|---|---|
| Packed 1 doz. Qts. to case | $5 50 |
| Packed 2 doz. Pts. to case | 3 25 |
| Packed in bbls., 6 doz. Qts. | 5 25 |
| Packed in bbls., 10 doz. Pts. | 3 00 |

BRAMBLE BRAND RASPBERRY VINEGAR Per doz

| | |
|---|---|
| Packed 1 doz. Qts. to case | $4 00 |
| Packed 2 doz. Pts. to case | 2 50 |
| Packed in bbls. 6 doz. Qts. | 3 25 |
| Packed in bbls., 10 doz. Pts. | 2 25 |

SAUCES Per doz

| | |
|---|---|
| Gravy Sauce, ½-pt. bottles | $2 50 |
| B.B. Sauce, ½-pt. bottles | 2 25 |
| Worcester, ½-pt. bottles | 1 40 |
| Worcester, pt. bottles | 2 00 |
| Mustard, 4-oz. bottles | 0 95 |

TOMATO BOUILLON
Packed 1 doz. qts. to cs. Case. $12 00

VINEGAR

BLACKWOODS' NO. 1 BROWN AND WHITE SPIRIT VINEGAR Per doz

| | |
|---|---|
| Packed 2 doz. Qts. to case | $2 25 |
| Packed 2 doz. Pts. to case | 1 50 |

BULK

| | |
|---|---|
| 50 O.P. Spirit, per gallon | $0 52 |
| Proof Spirit, per gallon | 0 37 |
| Spirit, per gallon | 0 28½ |
| Cider, per gallon | 0 45 |
| Artificial Proof, per gallon | 0 28 |
| Artificial, per gallon | 0 22 |

ARTIFICIAL HONEY
Packed 2 doz., 8-oz., per doz. $2 50

## A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

***Turn to page 80 of this issue. It will interest you.***

# FISH *for* LENT

We have arranged for a good supply of all varieties of frozen and cured fish, and will be able to interest you both in quality and in price.

Let us have your order for—
**Qualla Salmon—Halibut—Haddies—Fillets — Smelts—Ciscoes —Kippers — Fletcher—Bloaters —Lake Herring (Pickled and Frozen)—Oysters (Bulk and in Glass).**

*"The House of Quality"*

**HUGH WALKER & SON, Limited**
ESTABLISHED 1861
GUELPH ONTARIO

**Pet Brand Sunkist Navel Oranges**

**Pet Brand and Greyhound Lemons**

**Stripes Brand Florida Grape Fruit**

**The best in their respective Lines**

**Also Florida Cabbage Florida Celery Cauliflower, Lettuce, etc.**

**Fancy Boxed Apples**

**WHITE & CO., Limited**
*Fruits de Luxe*
TORONTO

# Brooms
# Brushes
# Baskets

**Walter Woods & Co.**
**Hamilton and Winnipeg**

Went to War 1914 Home Again.

I have my old job back, saving Mrs. Housewife all the trouble of making her coffee. I serve her instantly.

I am not de-naturalized, de-caffeinized nor de-anythinged. Oh! yes, I am DE-LICIOUS. Let me make your coffee service perfect.

Washington's REFINED Coffee

*Originated by Mr. Washington, 1909*
Distributed by Grocers Specialty Company, 169 William Street, Montreal

# Arm and Hammer Brand
# Sal Soda

is packed in handy, attractive cartons of 2½ lbs. each—36 packages to the box.

Have your jobber send you a supply at once and save time and money by selling Sal Soda "the New Way."

**Church & Dwight, Limited**
**Montreal**

# For Lenten Baking

**Urge your customers to use**

**BRODIE & HARVIE'S XXX SELF-RISING FLOUR**

**It is a health promoter**

***Wire or write for your needs to***

**Brodie & Harvie, Limited**
BLEURY STREET, MONTREAL


# INDEX TO ADVERTISERS


A

Armour & Co. ..... 60
Aron & Co., Inc., J. ..... 3

B

Bain & Co., Donald H. ..... 12
Beecham's Pills ..... 8
Berg & Beard ..... 80
Bickle & Greening Co., John W. 9
Borden Milk Co. ..... 1
Bowron Bros., Ltd. ..... 21
Bowser & Co., Ltd., S. F. ..... 69
British Columbia Hop Co. ..... 9
Brodie & Harvie ..... 78

C

Calgary Storage & Cartage .... 14
Canada Nut Co. ..... 11
Canadian Broom & Brush Co... 76
Can. Cereal & Flour Mills Co.. Inside back cover
Canadian Importations (H. Daoust) ..... 63
Canadian Postum Cereal Co... 71
Canadian Salt Co. ..... 58
Cane & Sons, Wm. ..... 72
Carnation Milk Co. ..... 23
Channell Chemical Co. ..... Inside front cover
Church & Dwight ..... 78
Clark Ltd., W. ..... 26
Clayoquot Sound Canning Co... 11
Climax Baler Co. ..... 79
Cockburn, F. D. ..... 14
Columbia Macaroni Co. ..... 14
Connors Bros. ..... 66
Cosgraves Pure Malt Vinegar.. 63

D

Davies Co., Wm. ..... 57
Dodwell & Co. ..... 10
Dominion Canners B.C., Ltd.... 10
Dominion Sales Co. ..... 16

E

Eckardt & Co., H. P. ..... 75
Edgett Ltd., W. H. ..... 11
Egg-O Baking Powder Co. ..... 27
El-Roi Tan ..... 15
Empress Mfg. Co. ..... 4
Escoffier Ltd. ..... 71
Escott Co., Ltd., W. H. ..... 15
Estabrooks Ltd., T. H. ..... 27
Eureka Refrigerator Co., Ltd. 9

F

Fidelity Collection Agency ... 79
Field & Co. ..... 22
Furnivall-New Co., Ltd. ..... 6

G

Gaetz & Co. ..... 16
Gauvreau, Paul F. ..... 16
Grant Co., C. H. ..... 12
Gray & Co., John ..... 20
Gunns Ltd. ..... 59

H

Hall Co., Harry .....Back cover
Hanson Co., Ltd., J. H. ..... 25
Hargraves Ltd. ..... 15
Hay, A. H. M. ..... 16
Henderson Brokerage, B. M.... 14
Howe, McIntyre & Co. ..... 16
Huntley & Palmers, Ltd. ..... 18
Hygienic Products ..... 76

I

Imperial Extract Co. ..... 7
Imperial Grain & Milling Co... 10

J

Jeffress Ltd., E. W. ..... 58
Joyce, H. S. ..... 16

K

Kenny & Co., T. ..... 70
Kkovah Products ..... 20

L

Lambe, W. G. A. ..... 15
Lauder & Co., Chas. ..... 68
Lemon Bros. ..... 72
Levant American Mercantile Co. 16
Lund & Co., Peter ..... 11

M

McDavid & Co. ..... 16
McLauchlan, J. K. ..... 15
McLay Brokerage Co. ..... 12
Macdonald Regd., W. C. ..... 73
Mackenzie, W. L. ..... 12
Maclure & Co., A. M. ..... 12
Maclure & Langley ..... 15
Magic Mfg. Co. ..... 68
Magor, Son & Co., Ltd. ..... 28
Malcolm Condensing Co. ..... 64
Manley, F. ..... 25
Mann & Co., C. A. ..... 79
Mapleine ..... 72
Marsh Grape Juice Co. ..... 63
Maritime Fish Corporations Ltd. 74
Marshall, H. D. ..... 15
Mathieu Co., Ltd., J. L. ..... 70
Megantic Broom Mfg. Co. ..... 23
Mickle, George T. ..... 79
Moore & Co., R. M. ..... 79
Morris & Company ..... 58
Mount Royal Milling Co. ..... 68

N

National Biscuit Co. ..... 10
National Licorice Co. ..... 63
Nelson, C. T. ..... 11
Nicholson & Rankin ..... 28
Nobility Chocolates ..... 64
Norcanners, Ltd. ..... 9

O

Oakeys & Sons, Ltd., John ... 16
Oxo Co., Ltd. ..... 22

P

Pacific Box Co. ..... 8
Pacific Cartage Co. ..... 14
Parke & Parke ..... 80
Parkinson Cereal Co. ..... 68
Parker & Co., L. ..... 24
Pastene, P. ..... 16
Patrick & Co., W. G. ..... 15
Pennock & Co., H. P. ..... 13
Perry & Co., H. L. ..... 13
Peters, Duncan Co. ..... 4
Pullan & Co., E. ..... 23

R

Red Rose Tea ..... 27
Richardson & Green ..... 14
Rock City Tobacco Co. ..... 65
Rose & Laflamme ..... 16
Royal Fish Co. ..... 10

S

Salada Tea Co. ..... 25
Sarnia Paper Box Co. ..... 79
Scott-Bathgate Co., Ltd. ..... 14
Security File Check ..... 65
Sherer-Gillett Co. ..... 62
Sibbald & Son, T. M. ..... 15
Silcox & Drew ..... 16
Simms & Co., Ltd., T. S. .... 17
Simmers Seed Co., J. A. ..... 69
Solman, O. M. ..... 16
So-Clean, Ltd. ..... 79
St. Lawrence Flour Mills ..... 19
Swift Canadian Co. ..... 61

T

Taylor & Co., A. E. ..... 65
Thompson & Co., J. C. ..... 16
Toronto Pottery Works ..... 79
Toronto Salt Works ..... 79
Trent Mfg. Co. ..... 79

U

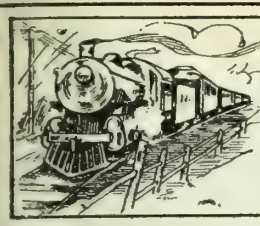
Uptons Ltd. ..... 2

V

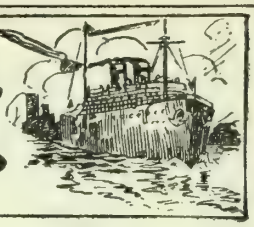
Vlit Mfg. Co. ..... 17

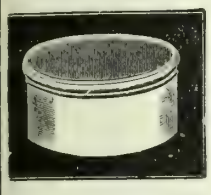
W

Wagstaffe Limited ..... 5
Walker & Son, Hugh ..... 77
Wallace Fisheries, Ltd. ..... 11
War Commission ..... 67
Washington Sales Co. ..... 77
Watson & Truesdale ..... 13
Welch Grape Juice Co. ..Front cover
White & Co. ..... 77
White Cottell's ..... 79
Wiley, Frank H. ..... 13
Williams Storage Co. ..... 13
Woods & Co., Walter ..... 77



# BUYERS' MARKET GUIDE
## Latest Editorial Market News





**STONEWARE JARS**

Place order for crocks before the season opens. They are going to be hard to get later.
Our Catalogue shows complete line of Butter Jars, Meat Tubs, Jugs, Churns, etc.

**The Toronto Pottery Co-**
Limited
Dominion Bank Bldg.
Toronto, Canada

---

We are now located in our new and more spacious warehouse at

**60-62 JARVIS ST.**

**TORONTO SALT WORKS**

GEO. J. CLIFF

---

**WHITE-COTTELL'S**
*Best English Malt Vinegar*
**QUALITY VINEGAR**
White, Cottell & Co., Camberwell, London, Eng.
Agent:
W. Y. COLCLOUGH, 592 Kingswood Road
Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD.
Vancouver, B.C.
BAIRD & CO., Merchants, St. Johns

---

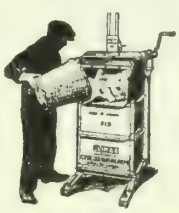
Order from your jobber to-day.
**"SOCLEAN"**
the dustless sweeping compound
**SOCLEAN, LIMITED**
Manufacturers TORONTO, Ontario

---

**HIGHER PRICES LIKELY ON COFFEE**

The coffee market has a decidedly upward trend. The U.S. exchange with Canada is the cause to a great extent of this upward movement. There is such a big demand for coffee in the U.S. that growers are refusing to make shipments of certain grades to Canada except through the U.S. ports in order that the growers might benefit by the exchange rate. Spot stocks of coffee are very low and every indication from primary markets point toward advance prices.

---



**CLIMAX PAPER BALERS**
ALL STEEL-FIREPROOF
*"Turns Waste into Profit"*
12 SIZES
*Send for Catalogue*
CLIMAX BALER CO.
Hamilton, Ont.

---

**FOR SALE**

Selected eggs, creamery butter, fancy dressed poultry. It will pay you to buy your supplies from

**C. A. MANN & CO.**
LONDON, ONT.
Phone 1577

---

GASOLINE MANTLES
FOR THE FINEST···BUY AN R·M
ASK FOR SAMPLES & PRICES
RECOGNIZED AS THE STANDARD MAKE
R.M. BAG
JUNIOR R·M·BAG
FOR LIGHTING SYSTEMS FOR HANGING LAMPS AND LANTERNS.
R.M. Moore & Co. Ltd. VANCOUVER B.C.
PACIFIC COAST MANTLE FACTORY

---

**The SARNIA PAPER BOX CO., Ltd.**
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

---

**BEANS**

**Handpicked or Screened**

*Ask for quotations*

**Geo. T. Mickle, Ridgetown, Ont.**

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS

**The TRENT MFG. CO., LTD.**
TRENTON - - ONTARIO

---

**Fidelity Collection Agency Ltd.**
Canadian Bank of Commerce Bldg., Winnipeg
*Collections and Adjustment*
"We collect anything anywhere"
References: Can. Bank of Commerce and Molsons Bank

---

These one-inch spaces only $2.20 per insertion if used each issue in the year.

# Wanted

## Classified Advertising

Advertisement sunder this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

### FOR SALE

FOR SALE OR RENT—LARGE BRICK STORE with fixtures, at Conestogo, Waterloo County. General business established sixteen years. H. H. Bowman, 10 Ernest Ave., Toronto, Ont.

FOR SALE—QUARTER HORSE POWER HOBART Electric Coffee Mill. In first-class condition. For further particulars apply Box 44, Canadian Grocer, 153 University Ave., Torotno, Ont.

FOR SALE—ONE OF THE BEST COUNTRY general stores in Welland County. Stock about $10,000, annual turnover about $25,000; right on railway; stock well assorted; one mile and a quarter from Crystal Beach; buildings all in splendid shape. Apply Box 52, Ridgeway, Ont.

GOOD RUBBER TIRE GROCERY WAGON. Back tires used about six weeks. High top; solid, driver sits inside, was painted during last summer; in fine condition. It would cost about $300 to build to-day Price, $125. Apply Box 48, Canadian Grocer, 153 University Ave., Toronto.

FOR SALE—IN NOVA SCOTIA—A GENERAL store, small stock, new building, small village on railroad, thirty miles from city. Apply Box 52, Canadian Grocer, 143 University Ave., Toronto, Ont.

FOR SALE — DAYTON SCALE, BARREL shape; computing capacity 24 lbs.; A1 condition, recently inspected. A. P. Wright, Whitby, Ont.

### WANTED

ADVERTISER IS OPEN TO ENTERTAIN PURCHASE of a first-class grocery business which will stand thorough investigation; give full particulars first letter, cash required, turnover, net profits; towns or cities in Western Ontario considered. Box 50, Canadian Grocer, 153 University Ave., Toronto, Ont.

PARTNER WANTED—$8,000 CASH BUYS HALF interest in growing general store business, including buildings, located in heart of prosperous farming community in Western Ontario. Turnover last year $30,000. Increasing every year. For further particulars apply Box 54, Canadian Grocer, 153 University Ave., Toronto.

WANTED—POSITION IN GROCERY OR GENeral store in some town in Manitoba or Saskatchewan. Have twelve years' experience; capable of taking charge. Best of references. 32 years old and married. Box 149, Woodstock, Ont.

## Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the

you wish to sell, or from whom you wish to buy.

RATES:

(payable in advance)

2c per word, first insertion.

1c per word, subsequent insertions.

5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

**No Other Paper Reaches All These Men.**

In Selling a Business?

In Buying a Business?

In Engaging a Clerk?

In Securing a Position?

In Securing a Partner?

In Disposing of Second-hand Fixtures?

Then you should use.

Canadian Grocer's Classified Ad. Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

**Canadian Grocer**

**143-153 University Ave. Toronto**

**To Smoke and Cure Meat**

Better than the old smoke house method.

## Parke's Smoke Essence

A liquid, easy to use, just apply it with a brush.

**Retails 35c and 75c**

35c size, enough for about 100 lbs. is packed in compartment corrugated cases, 36 bottles in each. Price, $8.40 per case. 75c size, enough for about 300 lbs., is $6 per dozen.

**Parke & Parke Limited**

MACNAB ST. AND MARKET SQ.

**Hamilton, Ontario**

### AGENCIES WANTED

MONTREAL IMPORTER VISITING ENGLAND in spring is open to act as buying or selling agent for Canadian manufacturers. Strong connection on candies and grocery lines in England Can undertake care of exhibits at Canadian Exhibition in London. D. F., Canadian Grocer, Southam Bldg., Montreal.

MANUFACTURERS' AGENTS, MONTREAL, are looking for agencies in connection with grocery and candy trade. 250 open accounts in Montreal. A.B.C. Canadian Grocer, Southam Bldg., Montreal.

COMMISSION AGENT CALLING ON THE mining and lumbering business in the Cobalt and Porcupine District wants a few good lines. Box 131, Canadian Grocer, 153 University Ave., Toronto, Ont.

TO MANUFACTURERS—COMMERCIAL TRAveller, Canadian, with experience in selling packers' products and groceries, is taking up residence in England May first and would like to handle a few good Canadian lines in that country. Personal interview can be arranged. Apply Box 36, Canadian Grocer, 153 University Ave., Toronto

### AGENCY WANTED

To handle ready-made shirts and overalls on the Gaspe Coast. A1 connections with all customers. Apply Box 42, care of Canadian Grocer, 143 Universitv Ave., Toronto, Ont.

## RID OF RATS

**The only non-poisonous Rat and Mouse exterminator in the world . . . .**

Millions are using it in all civilized countries. Fully guaranteed. Exclusive territories granted to responsible dealers or agents. **Price—15 cents per box, $1.80 per doz.. $1.00 per lb. in bulk.**

**BERG & BEARD MFG. Co., Inc.,**
**100 Emerson Place, Brooklyn, N.Y.**

*Get our prices on Split Peas, Pot and Pearl Barley, Manitoba Blended and Ontario Wheat Flours.*

## *Win New Customers with*

# This New Package

of delicious Quality Rolled Oats. This fine, big moth-proof and dust-proof package is proving a mighty big seller with Canadian grocers.

Women find "Quality Oats" an ideal porridge cereal for "rush" breakfasts. It takes less time to cook "Quality Oats," because the flakes are rolled so thin and semi-cooked before they go into the big Red and Blue Package.

Then the nut-like taste our special process brings out, imparts an irresistible flavor that wins supreme satisfaction.

## Canadian Cereal & Flour Mills Co., Limited

TILLSONBURG, ONTARIO

Head Office - - Stratford, Ontario

Selling Agents for Ontario

CRUICKSHANK & GUILD, 32 Front Street West, TORONTO

The
QUALITY and VALUE
# SALMON
IS
# PINK ROSE
BRAND

QUICK from
SHELF to TABLE

FRESH
from
SEA to CAN

Distributed by
HARRY HALL & Co.
LIMITED
VANCOUVER, B.C.

QUEBEC PROVINCE NUMBER

# CANADIAN GROCER

Member of the Associated Business Papers—Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE: TORONTO, FEBRUARY 27, 1920 No. 9


# Welch's

## Quality Fruit Jams

*Other Welch Quality pure fruit products*

Fruitlade
*(Grape-Raspberry and other combinations with grape)*

Peachlade Plumlade Cherrilade

*All packed in 15 oz. glass jars.*

PEOPLE these days are wise buyers of food products. They know value—and they know quality. And they know Welch's Grapelade. That it is all the richness and goodness of fresh, ripe grapes. That it is smooth, pure and wholesome. And they buy it. The wonderful smoothness and the delightful flavor of Grapelade have taught the people how good a jam can really be. Now they can get the same high quality in other Welch Fruit Jams. Plumlade, for instance—or Peachlade—and others.

All are made from the finest fruits—carefully selected. All are handsomely packed—and the smoothest jams you ever sold.

Stock the entire line and display them in connection with Welch's Grape Juice. You'll find their demand larger than you expect—and that it is growing all the time. A line you'll be proud to sell—that builds business—and keeps it. Order from your jobber.

## *The* Welch Co., Limited, St. Catharines, Ontario


Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of report will be sent on request to anyone interested

# Soup for Six

## Made in Canada By Canadians from Canadian Grown Tomatoes

Dominion Canners
Limited
Hamilton, - Canada


CANADIAN GROCER published every Friday. Yearly subscription price, $3.00. Entered as second-class matter at Post Office, Ottawa, and as second class matter, July 5, 1912, at the Post Office at Buffalo under the Act of March 3rd, 1879.

# Borden's EAGLE BRAND

for more than three generations has been prescribed by physicians for infant feeding with excellent results.

## For Baby's Health

EVERY mother is deeply interested in her baby's health and they are ever ready for suggestions on infant feeding. Tell them how Borden's Eagle Brand Condensed Milk protects baby's health by enabling them to have a fresh supply of rich, creamy, pasteurized, **absolutely safe milk** always on hand. Tell them that Borden's Eagle Brand consists of high-grade cow's milk and pure cane sugar with the water removed.

That it is wholesome, easily digested and assimilated, an absolutely dependable milk food of high nutritive value for infant feeding.

Mothers will greatly appreciate your interest in their children's welfare if you tell them about Borden's Eagle Brand, the "safe" milk for children and grown-ups.

BORDEN MILK CO. LIMITED
EAGLE BRAND
Trade Mark of BORDEN MILK COMPANY LIMITED
GAIL BORDEN
EAGLE
BRAND
By which their PRESERVED MILK will hereafter be designated and for additional protection against imposition each Label will bear the signature.
Gail Borden
BORDEN MILK COMPANY LIMITED
MONTREAL, CANADA.

SIX CANADIAN FACTORIES

The Borden CO., LIMITED

**Leaders of Quality**

MONTREAL VANCOUVER

# "Anchor Cap" popularity Forced this rapid growth

Here is a reproduction of the "New" Toronto home of "Anchor Caps" on Wallace Avenue.

The ever increasing volume of orders for Anchor Caps soon made our former building inadequate and forced us to build this large, modern factory.

Here, with added facilities we hope to better serve our patrons with more efficient service and rapid deliveries.

The above cuts show three different styles of Anchor Caps—the world's finest selling medium.

## Anchor Cap & Closure Corporation

OF CANADA, LIMITED

**Home of J. Aron & Co., Inc., Santos, Brazil**

The above is a view of the business home of J. Aron & Co., Inc., at Santos, Brazil. It is located in the heart of the coffee district of the world's greatest coffee port.

This modern building contains every facility for giving green coffee buyers adequate service. It is an important link in our direct Santos-New York-New Orleans service to green coffee buyers.

There all coffees are carefully roasted and tested—in the cup—before shipments are made to roasters. The care with which these tests are made is one of the many reasons why our shipments are so uniform in quality.

***THIS CONSTITUTES ARON'S SUPERSERVICE***

# J. ARON & COMPANY, Inc.
## NEW YORK

***Canadian Representatives:***

**A. T. Cleghorn, Vancouver, B.C.; Nicholson-Rankin, Ltd., Winnipeg, Man.; Alex. F. Tytler, London, Ont.; J. T. Price & Co., Hamilton, Ont.; James Kyd, Ottawa, Ont.; Dastous & Co., Reg., Sherbrooke, Que.; Hughes Trading Co. of Canada, Ltd., Montreal, Que.; Lind Brokerage Co., Ltd., Toronto, Ont.; Henry M. Wylie, Halifax, N.S.; Schofield & Beer, St. John, N.B.: O. N. Mann, Sydney, N.S.**

# Canadian Industries Exhibition
## London, England
## June 3rd-17th, 1920

### Points for Progressive Canners and Exporters

1. Have YOU thought of exhibiting your goods?
2. Are YOU preparing for the keen competition ahead?
3. Get "IN ON TOP LINE." This is the first exhibition.
4. Let your 1920 slogan be "SLOG-ON." Put more "PROD" in your production.

WE want your GOODS. WE can place them.

We have ESTABLISHED connections in UNITED KINGDOM and nearly EVERY COUNTRY IN THE WORLD.

WE make a SPECIALTY of these LINES with EXPERTS in charge of each department:

**Canned Goods**
**Bacon**
**Lard**
**Cereals**
**Sugar**
**Chemicals**
**Glucose**
**Dried Fruits**
**Cheese**
**Butter**
**Syrups**
**Honey**
**Grain**

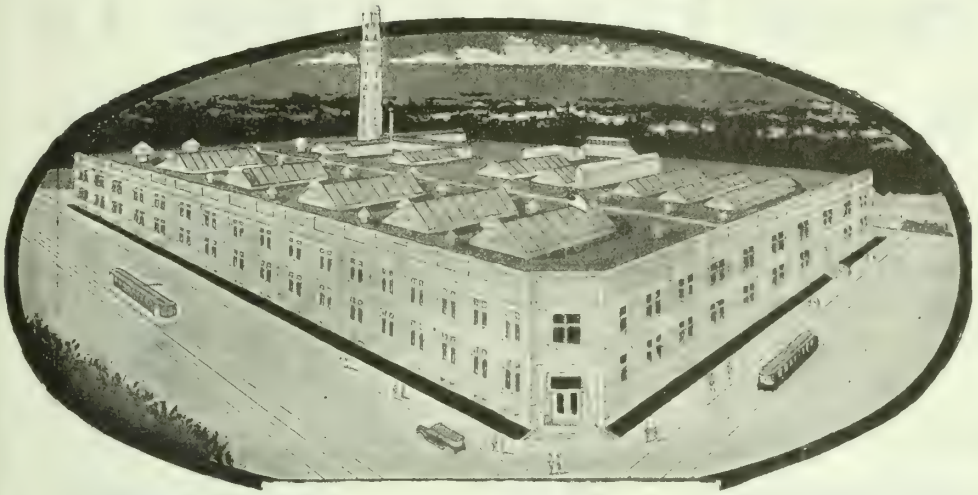
WE want to represent YOU. WE invite CORRESPONDENCE. Get in touch by NEXT MAIL. Better still, send us YOUR GOODS to exhibit and let us be your showmen at this exhibition. Our Stand Space is limited, but our capabilities and organizations are at your service.

*Cable Address:-* "KEENEST" Bristol

**WRITE "Import Dept."**
**A. H. PARKER & SONS**
**Produce Brokers,**
**Carlton Chambers, Baldwin Street,**
**BRISTOL, ENGLAND**

*BRANCHES:*
911 Fenchurch Street, 2 and 3, Philpot Lane, LONDON. Produce Exchange Buildings, 8, Victoria Street, LIVERPOOL
Also at GLASGOW, CARDIFF, NEWCASTLE-ON-TYNE and DUBLIN.

# WAGSTAFFE'S



New Season's Seville Oranges just arrived

WAGSTAFFE LIMITED
HAMILTON - ONTARIO - CANADA

THE MOST MODERN EQUIPPED PLANT IN CANADA, FOR FRUIT PRESERVING, CANDIED PEEL AND CRYSTALLIZED FRUITS.

We are now making delivery of our

## New Season's
Celebrated

## Seville Orange Marmalade

All Orange and Sugar, No Camouflage

*Order from Your Wholesale Grocer*

# Wagstaffe Limited

Pure Fruit Preservers

Hamilton - - - - Canada

**Representatives:** H. G. Burton, 513 Dominion Bldg., Vancouver, B.C.; Dominion Brokerage Co., Edmonton, Alta.; Dominion Brokerage Co., Calgary, Alta.; W. H. Escott Co., Ltd., Winnipeg, Man.; W. H. Escott Co., Ltd., Saskatoon, Sask.; W. H. Escott Co., Ltd., Regina, Sask.; W. G. Hinton, 89 Marchmont Rd., Toronto, Ont.; H. G. Smith, 386 Beaconsfield Ave., N.D.G., Montreal, Que.; J. B. W. Smith, 708 Waterloo St., London, Ont.; F. G. Knox, Collingwood, Ont.; W. S. Clawson & Co., St. John, N.B.; H. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton, 7 Duke St., Truro, N.S.; John Rossitor, St. John's, Nfld.

# Just To Show How It Pays To Use The "Wanted" Page Of Canadian Grocer

W. R. McCaw, Galley and Roncesvalles Ave., Toronto, had a coffee mill for sale.

Mr. McCaw says that after putting an advertisement in the daily papers and receiving no results, he tried Canadian Grocer for two insertions. He not only sold his coffee mill, but could have sold it "three times over." He had several replies.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

**Canadian Grocer Want Ads.** 143-153 University Ave. TORONTO

# 50% MORE PROFIT ON DIAMOND DYES

After January 1, 1920, the retail price of each package of Diamond Dyes will be 15c everywhere—instead of 10c.

## Have Clerks ask 15c a Package

We know you will welcome this necessary increase in price by the big leader. It means 50% more profit for you on each sale hereafter. While your price increases proportionately, your profit is 50% increased as well.

New price, $1.13 per dozen—Same quantity discounts as heretofore.

In our million dollar advertising campaign which will include your city, and every city, town and hamlet, we lay great stress upon the "Diamond Dye Direction Book" and the "Diamond Dye Color Card." Women will come to you for a Direction Book and ask to see your Color Card. If not supplied, write us to-day.

**WELLS & RICHARDSON CO., Limited**

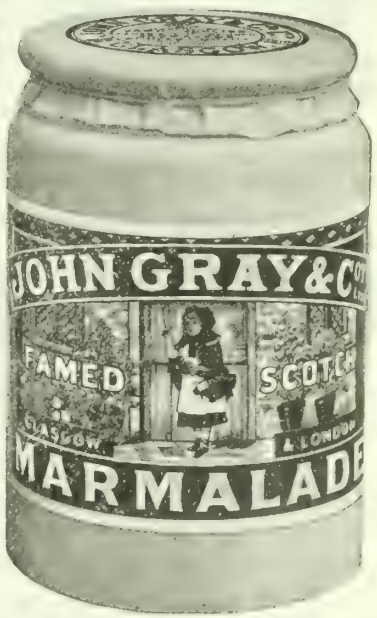
**200 MOUNTAIN ST. : : : : MONTREAL, P. Q.**

# JAMS
# MARMALADES
# PEELS

## John Gray & Co., Ltd., Glasgow

**Established over a Century**

**Cable : Lamberton, Glasgow.**
**Codes : A.B.C. 4th and 5th Edition**




# CONFECTIONERY
# MARZIPAN
# CHOCOLATE

***Agents:***

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto

# EUREKA

NAME REGISTERED
PATENTS 1886—1900—1910—1914—1917

Any grocer who owns a Eureka Refrigerator will tell you that it is absolutely reliable for keeping perishable merchandise in; that the consumption of ice is the lowest possible; that it displays his meats, butter, milk, etc., to the best advantage and refrigerates them perfectly. Could you want more? In other words, the Eureka Refrigerator is a continual source of satisfaction, and is most necessary for your business.

Your order can be filled without delay at the present time, as we have a full line of all Eureka grocers in stock.

Don't wait until the spring rush is on, or until our stock is depleted.

Order now and be assured of prompt delivery for the coming summer.

**EUREKA REFRIGERATOR CO.**
LIMITED
Head Office: OWEN SOUND
*Branches:* Toronto Hamilton Montreal

# HOPS

**In Quarter and Half Pound**
**Full and Short Weight Packages**
***BUY DIRECT FROM THE PRODUCER***
**BRITISH COLUMBIA HOP CO., LTD.**

**Ranches located at Sardis, Agassiz, B. C.**

***Head Sales Office:***
**235 Pine Street**
**San Francisco, California.**

**Largest Hop Growers in Canada**

***Write for Prices—Samples***

AGENTS: For Western Canada—Donald H. Bain Co., Winnipeg, Man. Ontario—Raymond & Raymond, London, Ontario. Quebec and New Brunswick—Arthur P. Tippet & Co., Montreal, Quebec. Newfoundland—Globe Trading Co., St. John's, Newfoundland. Nova Scotia—Chisholm & Co., Ltd., Halifax, N.S.

# Sell the Best

**"BETTER be sure than sorry." OCEAN BLUE is the highest standard attainable in a Laundry Blue.**

**True, it sells at only a few cents a packet, but nothing has been sacrificed to bring it down to a popular price.**

**As you want to please ALL your customers sell them**

# OCEAN BLUE

In Squares and Bags

*Order from your Wholesaler.*

**HARGREAVES (CANADA) Limited**

The Gray Building, 24 and 26 Wellington St. W., Toronto.

Western Agents For Manitoba, Saskatchewan and Alberta, W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

# A Fish Department! Stocked With Watson's!!

## Two Good Ideas For This Fall

Every grocer has not the facilities to handle meats, but there is no reason why he could not stock our smoked and pickled fish, and sell every family at least once a week. Many families will buy pails of herring at a time.

**SMOKED**
Kippers
Bloaters
Boneless Herring
Herring Chicks

**SPECIAL**
Feature Herrings in 10-pound pails.

**PICKLED**
Scotch Cured Herring in barrels, half barrels or pails.

**The Possibilities in These Lines for You are Well Worth Investigating.**

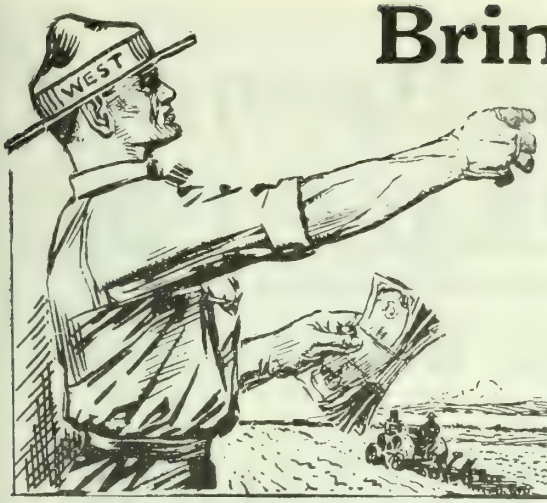
**Write for Particulars to**

**Watson Bros. Fishing and Packing Co., Limited**
**Vancouver**

***Western Representatives***
**Donald H. Bain & Co., Winnipeg**

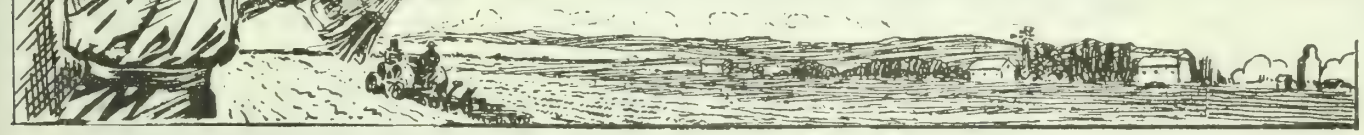
***Ontario Representatives:***
**S. H. Moore & Company, Excelsior Life Bldg., Toronto**

# Bring Them Together!




With
Satisfaction
and
Profit For All

NATIONAL BISCUIT & CONFECTION CO., LIMITED, VANCOUVER
NATIONAL BISCUIT CO., LIMITED - REGINA



## DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

**Our agents are:**

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

**Dodwell & Co., Ltd.**

*Importers & Exporters*

VANCOUVER

## The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

## Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

*Your jobber can supply you.*

**NORCANNERS, LIMITED**
STAVANGER, NORWAY
American Headquarters:
105 Hudson Street, New York
Canadian Agents:
C. B. Hart Reg. Montreal — A. S. May & Co. Toronto — Donald H. Bain Co. Winnipeg

## If Herrings Were Silverware!

"Wallace's"
Would Be the
Sterling Mark

WALLACE FISHERIES LIMITED
VANCOUVER

# Announcing the Opening of a new BROKERAGE CO.

## at 617 McIntyre Block, Winnipeg

WE ALREADY represent several well-known Canadian lines.
WE WANT a limited number of new lines.
WE WILL work the retail trade for a reliable manufacturer.
WE WILL guarantee him maximum results.
WE WILL work only through the Jobber.
WE HAVE an organization of efficient and experienced specialty salesmen covering Manitoba, Saskatchewan and Alberta.
WE CAN put your line across. Write us.

# Herald Brokerage Co.

**Winnipeg and Calgary**



## ON DRIED FRUIT

We can
SATISFY YOU!

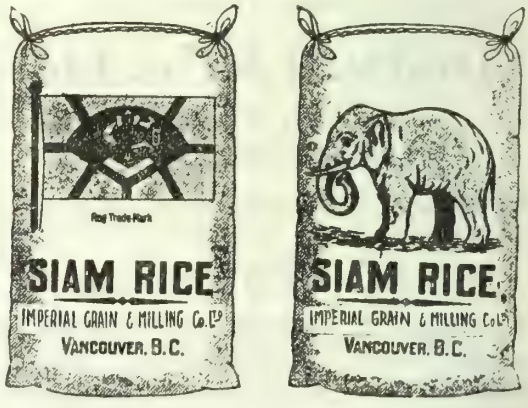
Recommend Our Brands

IT WILL PAY

YOU!!

## Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.




We are offering the best value in Rice on the Canadian market to-day.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

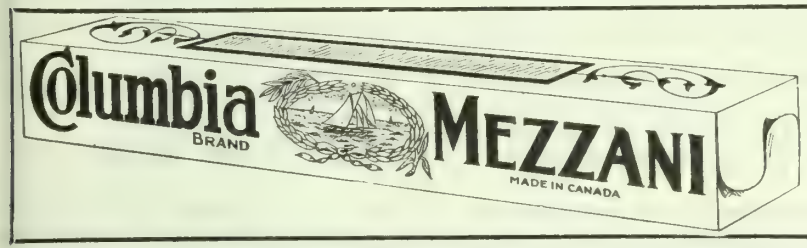
BRITISH COLUMBIA


**Squirrel Brand PEANUT BUTTER**

**W. H. Edgett Ltd.**
Vancouver
Canada
Importers — Exporters
Handlers: Beans, Nuts, Potatoes

**C. T. NELSON**
Grocery Broker and Manufacturers' Agent
105 Hibben-Bone Bldg., Victoria, B.C. In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

**PETER LUND & COMPANY**
Manufacturers' Agents
Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
*Interested manufacturers please communicate.*
505 Metropolitan Bldg., Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C




**MACARONI**
The pure food that builds Muscle and Bone at small expense
*The Meat of The Wheat*
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

EVERY MORSEL EDIBLE
AND DELICIOUS

**Said the Manager:**
If you could see the care with which we prepare
**"ALBATROSS" PILCHARDS**
you would recommend them with right good will.

Clayoquot Sound Canning Co., Ltd.
VICTORIA.
AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P Pennock & Co., Ltd., Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
J. L. Beckwith, Victoria, B. C.

**FISH**
Fresh - Frozen - Smoked
*Expressed Daily*
Directly off the Fishing Boats
Iced by Experts
B.C. COD SALMON HALIBUT HERRING SMELT CRAB, Etc.
ROYAL FISH CO.
VANCOUVER


## A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

**THE McLAY BROKERAGE CO.**
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
*Take advantage of our Service*
WINNIPEG MANITOBA

**A. M. Maclure & Co.**
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALIES

**Richardson Green, Limited**
MANUFACTURERS' AGENTS
Calling upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

**W. L. Mackenzie & Co., Ltd.**
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

**C. H. GRANT CO.**
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

**F. MANLEY**
Manufacturers' Agent
42 Sylvester-Willson Building
WINNIPEG

PLEASE MENTION THIS PAPER
WHEN WRITING ADVERTISERS

Say you saw it in Canadian Grocer, it will identify you.

# Donald H. Bain Co.

## WHOLESALE GROCERY COMMISSION AGENTS

### Herewith are Some Facts on Product Marketing

We have a highly-specialized, keen brained staff of untiring sales promoters. We have your interests at heart, every hour of the day the moment you enlist our services. We have an enviable record of results, with satisfied customers to prove it.

Should you have a product that has not been successfully marketed, we are especially trained to market it in the Western field. in a way that it has never before been marketed—with the paramount of success.

**Get in touch with us.**

## Head Office: WINNIPEG

**Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER**
ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

**FRANK H. WILEY**
Mfrs. Agent and Importer
Groceries and Chemicals
Headquarters for Feed Molasses
**533-537 Henry Ave., Winnipeg**

**MANITOBA**
**SASKATCHEWAN**

***Wholesale Grocery Commission Brokers***

**ALBERTA**
**WESTERN ONTARIO**

## H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

*We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.*

## The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for SERVICE.

**Williams Storage Co.**
WINNIPEG
and
Winnipeg Warehousing Co.

## Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

**Wholesale Grocery Brokers and Manufacturers' Agents**

TRACKAGE
STORAGE
DISTRI-
BUTION

"Always On The Job"

## The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

**As your Selling Agents, we can make a big success of your Account.**

**STORAGE** **DISTRIBUTING** **FORWARDING**

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN CANADA

## CHRISTIE'S BISCUITS and ROBERTSON'S CONFECTIONERY

are both marketed in Western Canada by us.

Both lines are having big sales.

For the same reason your goods should be among the big sellers.

## Scott-Bathgate Co., Limited

*Wholesale Grocery Brokers and Manufacturers' Agents*

149 Notre Dame Ave., East
WINNIPEG

## F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. Pugsley Dingman & Co., Ltd. John Taylor & Co. and John Bull Mfg. Co.

ALBERTA

Say you saw it in Canadian Grocer, it will identify you.

**B. M. Henderson Brokerage, Ltd.**

Kelly Bldg., 104th St., Edmonton, Alta. (Brokers Exclusively)

Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

**Western Transfer & Storage, Ltd**

C.N.R. Carters C.P.R.
D RIBUTION STORAGE - CARTAG

P.O. Box 666, Edmonton, Alta.

Members of the Canadian Warehousemen's Association

**PACIFIC CARTAGE CO.**

C.P.R. Carters
Office: C.P.R. Freight Sheds CALGARY
*Distribution of Cars a Specialty*
Storage and Forwarding Prompt Service

The Advertisers would like to know where you saw their advertisements—tell them.

# EL ROI-TAN PERFECT CIGAR

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

**T. M. SIBBALD & SON**
*GROCERY BROKERS*
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

**MACLURE & LANGLEY**
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

**CRUICKSHANK & GUILD**
Manufacturers' Agents
32 Front St. W. TORONTO

**LOGGIE, SONS & CO.**
Merchandise Brokers
Manufacturers' Agents
*GROCERS, CONFECTIONERS and DRUG SPECIALTIES*
SERVICE — LOGGIE, SONS & CO. — SATISFACTION
TORONTO 32 Front St. West CANADA

**W. G. PATRICK & CO.**
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

**W. G. A. LAMBE & CO.**
TORONTO
Established 1885
SUGARS FRUITS

**H. D. MARSHALL**
*Wholesale Grocery Broker*
OTTAWA MONTREAL HALIFAX

**C. MORRIS & COMPANY**
Importers Exporters
Grocery Brokers
*Head Office:* TORONTO
*U. S. Office:* CHICAGO, ILL.

## W. H. ESCOTT CO.
LIMITED

*Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants*

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

### SALES FORCE

Your account intrusted to us receives the personal attention of experienced and efficient heads.
We make ourselves your **Business Right Arm** in our territory.
We are more than Brokers, we are Business Builders.

WRITE US TO-DAY

HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at
**Regina, Sask.** **Saskatoon, Sask.**
**Fort William, Ont.**
**Calgary, Alta.** **Edmonton, Alta.**

## Easter Eggs

Solid, to retail at 5 and 10c. each

Hollow, decorated at 5, 7, 10, 20, 25, 35, 50, 75c $1.00 and $2.00.

*Quantity limited.*
*Quality and value the best.*
*Send in your order, or write for prices*

**Chas. Lauder Co.**
97 ONTARIO STREET
TORONTO

# THE BISCUITS OF
# HUNTLEY & PALMERS, Limited
## READING AND LONDON

are renowned throughout the whole world as being the finest that are made, and unequalled both for quality and for keeping properties.
Amongst their greatest favourites are the following :—

| | |
|---|---|
| **BREAKFAST** | The most perfect type of unsweetened rusk. |
| **DIGESTIVE** | Made from selected meal. Short eating, highly nourishing and easily digested. |
| **DINNER** | Especially suitable for serving with soup or for use with butter or cheese. |
| **GINGER NUTS** | Unique, delicious and unrivalled. As popular now as in the days of our grandfathers. |
| **NURSERY** | An excellent food for children and invalids. For many years they have had a large and increasing consumption both in England and abroad. |
| **OSBORNE** | Often imitated — never equalled. Slightly sweet. |
| **PETIT BEURRE** | Favourites even when our parents were young. |
| **TEA RUSKS** | Very delicate and much appreciated at Afternoon Tea. |

***Representatives :***

NOVA SCOTIA and PRINCE EDWARD ISLAND
John Tobin & Co.
Matin Street, Halifax, N.S.

NEW BRUNSWICK
Angevine & McLaughlin
P.O. Box 5, St. John, N.B.

QUEBEC
Rose & Laflamme, Ltd.
500 St. Paul Street West, Montreal.

ONTARIO
The MacLaren Imperial Cheese Co., Ltd.
67 Front Street East, Toronto.

MANITOBA, SASKATCHEWAN and ALBERTA
W. Lloyd Lock & Co.
179 Bannatyne Avenue East, Winnipeg

BRITISH COLUMBIA—
MAINLAND
Kelly, Douglas & Co., Ltd.
Water Street, Vancouver, B.C.
VANCOUVER ISLAND
R. P. Rithet & Co., Ltd.
Victoria, B.C.

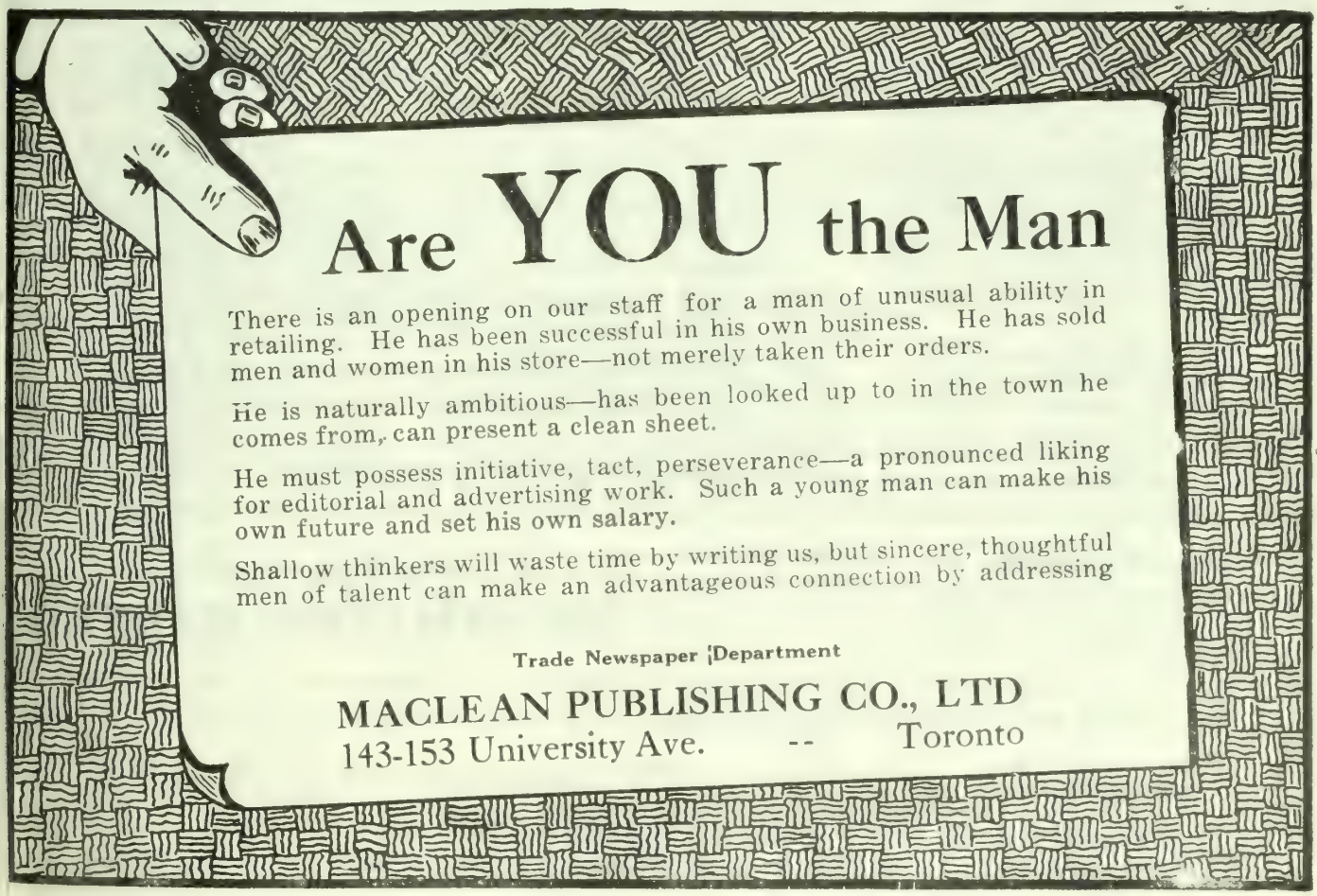
NEWFOUNDLAND and LABRADOR
P. E. Outerbridge
P.O. Box 1131, St. John's, N.F.

# HUNTLEY & PALMERS, LIMITED
READING AND LONDON, ENGLAND

# Quality Talks! Quality Tells!

## Largest Sale in Canada

* The moral is obvious.



## Are YOU the Man

There is an opening on our staff for a man of unusual ability in retailing. He has been successful in his own business. He has sold men and women in his store—not merely taken their orders.

He is naturally ambitious—has been looked up to in the town he comes from, can present a clean sheet.

He must possess initiative, tact, perseverance—a pronounced liking for editorial and advertising work. Such a young man can make his own future and set his own salary.

Shallow thinkers will waste time by writing us, but sincere, thoughtful men of talent can make an advantageous connection by addressing

Trade Newspaper Department

MACLEAN PUBLISHING CO., LTD
143-153 University Ave. -- Toronto

# Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

### TEA IMPORTATIONS

How many pounds of tea were imported into Canada in 1918?—Reader.

Answer.—For fiscal year ending March 31, 1919, figures are: from British Empire, 4,275,829 lbs.; from foreign countries, 12,898,450 lbs., total, 17,174,279 lbs. This does not indicate that only 17,000,000 lbs. were drunk in that year. Our normal tea consumption in one year is about 40,000,000 lbs. A lot of tea came to Canada the previous year —58,000,000 lbs.—but this was due to an anticipated shortage.

### INFORMATION FOR A DEBATE

To prove: That Canada would be more prosperous under the present system of protection than under the policy of free trade. Please reply in the affirmative.

N.B.—As this is for a debate I would appreciate as much information as possible.—Ryley & Son, Bethany, Ont.

Answer. — This information has been mailed direct.

### WHERE TO BUY SYRUP PUMP

Will you please tell me where I can buy a syrup pump?—A. LeBlanc, Penetanguishene, Ont.

Answer—These may be purchased from Walter Woods & Co., Hamilton, Ont.; Wilson, Lytle & Badgerow, 112 Duke Street, Toronto, Ont., and Enterprise Manufacturing Co., Philadelphia, Pa.

### NATIVE WINE MANUFACTURERS

Will you kindly advise me address of a firm in Toronto who sells native wine? I got the address of a firm but mislaid it. Of course this is legitimate under the O.T. Act, as I bought it last winter.—Edward Tuffy, Cobden, Ont.

Answer.—We are giving you the following names to get in touch with: The Coleman Co., Ltd., 67 Portland St.; L. A. Kirkland, 36 Dundas St; J. J. McLaughlin Limited, 145 Sherbourne St.; O'Keefe Brewery Co., Gould St.; Gingello Limited, 29 Temperance St.; Dominion Brewery Co., Limited; S. Patterson & Co., 318 Berkeley St.; Salisbury Ginger Beer Co., 200 Dalhousie St.; Chas. Wilson Limited, 519 Sherbourne St.; Home Comfort Specialty Co., 877 Queen St. West; Ontario Wine Co.

### PEANUT ROASTERS

Kindly give me the names of firms manufacturing peanut roasters.—A. T. Logan, Lyons Brooks, N.S.

Answer.—Fletcher Mfg. Co., Hayter St., Toronto, Ont.; Kingery Mfg. Co., 420 N.E. Pearl St., Cincinnati, Ohio.

In the last enquiry page that appeared in CANADIAN GROCER there were given in answer to an enquiry a number of firms selling popping corn and pop corn machines. In this list the name of the Harry Horne Co., Toronto, should also have been given. The company sells popping corn, and is also agent for a pop corn machine manufactured in the United States.

### STEEL WOOL

I saw an advertisement in CANADIAN GROCER some months ago of a Toronto firm offering steel wool to the grocery trade. This is an article used in cleaning aluminum utensils. You would oblige if you would instruct your advertiser to express to me 3 dozen packages.—E. G. Thompson, Blenheim, Ont.

Answer.—We find that this firm is not in existence now, but you might obtain your order through one of your hardware dealers, Mr. Fenson or J. W. Milling & Son. If they have none in stock they can purchase it from H. S. Howland & Son, Front St., Toronto, Ont.

### A BOOK ON CUTTING AND SELLING METHODS OF HANDLING MEAT

Could you tell me through your Enquiry Page in CANADIAN GROCER where I could buy a book on cutting and selling methods of handling meats?—V. A. Esser, Box 640, Welland, Ont.

Answer—"Market Classes and Grades of Meat," by Louis D. Hall, Bulletin 147, Agricultural Experiment Station, Urbana, Ill.

### VICTORY SPREADER LAMP BURNERS

Please advise if possible where we can obtain Victory Spreader Lamp Burners.—H. W. Cole, Ltd., St. John, N.B.

Answer.—We have been unable to obtain this information. Possibly one of our subscribers will know.

### WOODEN BUTTER TUBS

We are anxious to get in touch with a firm who can supply us with a car or two of wooden butter tubs.—De Blois Bros., Ltd., 45-47 Queen St., Charlottetown, P.E.I.

Answer.—Walter Woods & Co., Hamilton, Ont.; Canadian Wood Products, Ltd., Gerrard St., Toronto; C. Beck Mfg. Co., Ltd., Penetanguishene, Ont.; Clark Bros., Sutton, Que.; Keenan Woodenware Co., Ltd., Owen Sound, Ont.; Thomas Bros., Ltd., St. Thomas, Ont.; Jas. Smart Mfg. Co., Brockville, Ont.; Meakins & Sons, Hamilton, Ont.; Disraeli Box Co., Disraeli, Que.

### BUCHANAN'S JAMS

Some time ago an enquiry was received from P. F. Suffredine, 720 Ave. J. S., Saskatoon, Sask., for addresses of Buchanan's Jams. Exact address could not be located at time but a subscriber to CANADIAN GROCER, A. MacLeod, Brandon, Man., has very kindly sent in the following: Buchanan Bros., Stewart St., Cowcadden, Glasgow, Scotland.

### CHOCOLATE DISPLAY CASES

Can you give me the address of firms manufacturing or selling chocolate display cases?—Israel Brubacher, Elmira, Ont.

Answer.—Regarding firms making or selling chocolate display cases, the following is a list of show case manufacturers: Walker Bin & Storage Fixture Company, Limited, Kitchener, Ont.; Sherer-Gillett Co., Guelph, Ont.; Thos. Lewis Arnett, Souris, Man.; Ontario Case & Fixture Co., 20 Beverley St., Toronto, Ont.; Cameron & Campbell, 578 Queen St. East, Toronto, Ont.; Jones Bros. & Company, Toronto, Ont.; Duluth Show Case Company, Duluth, Minn.; W. A. Andrews, 12 Elm St., Toronto, Ont.; Beverly Store Fixture Co., 40 Cummings St., Toronto, Ont.; Canada Show Case Co., 819 King St. W., Toronto, Ont.; Kent-McClain, Queen and Carlaw Ave., Toronto, Ont.; W. G. Price, 1521 Davenport Road, Toronto, Ont.; Second Hand O.K. Office Furniture Co., 90 Wellington St. W., Toronto, Ont.

### NAMES OF JAM MANUFACTURERS

I would like the names of the different jam manufacturing firms in Toronto and Montreal.—J. E. Hutton, Riverside, Cal.

Answer.—List has been mailed.

### PICKLED MACKEREL

I would like to get the names of a couple of wholesale fish houses in Montreal and Toronto, who may be interested in buying one or two carloads of pickled mackerel.—J. H. Cameron, Grand River, N.S.

Answer. — D. Hatton & Co., Montreal, Que.; Maritime Fish Corporation, Montreal, Que.; Leonard Bros., Montreal. Que.; White & Co., Church and Front Sts., Toronto, Ont.; F. T. James & Co., Toronto, Ont.

### CANNED MUSHROOMS

Do you know where I may obtain canned mushrooms?—B. Johnson, Oxford, N.S.

Answer.—Canned mushrooms can be obtained from W. G. Patrick & Co., 51 Wellington St. W., Toronto, Ont.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

## INFORMATION WANTED

Date.....1920..

Please give me information on the following:—Name.....

Address .....

.....

.....

.....

# HELP is scarce—good clerks must be well paid—your time is worth money.

Red Rose Tea in cardboard cartons keeps fresh and clean. There is no loss in weight—no arguments about quality—no unnecessary delay in filling orders.

A reputation for good service and good quality is worth a whole lot these days.

**T. H. Estabrooks Company, Ltd.**

St. John Montreal Toronto
Winnipeg, Calgary, Edmonton, St. John's, Newfoundland, and Portland, Maine

# SELLING VERSUS BUYING

THE manufacturer who can quit SELLING to his customers because his customers have started BUYING from him has attained a commercial Utopia.

AND NOTHING LESS THAN THIS IS OUR AIM.

The first step toward that ambition is to procure the goodwill of distributor and consumer.

How can that be obtained?

Co-operation—and more co-operation.

In these days of price fluctuation, we look beyond our personal interests and consider also the interests of both wholesaler and retailer.

In the event of increased prices we will fill all orders as booked before the advance.

NO RETAILER WILL BE FORCED TO ACCEPT GOODS AT AN ADVANCED PRICE IF HE BOOKED HIS ORDERS AT A LOWER FIGURE.

A square deal to all is our aim.

And we look forward to the day when we can relax OUR SELLING EFFORTS through a proportionate increase in OUR CUSTOMERS' BUYING EFFORTS.

That will never involve a diminution of our service or interest to our customers.

It will mean that co-operation has brought about the ideal relations between buyer and seller—mutual confidence in all dealings and faith in the product, the protection of one by the other and a conscientious effort to live up to every claim.

**The Egg-O Baking Powder Co., Limited**

**Hamilton, Canada**

You would do well to keep your stock of

**Robinson's "Patent" Barley**

and

**Robinson's "Patent" Groats**

constantly renewed.

*The Premier Foods for Infants and Invalids*

Steady "repeats" will convince you that ROBINSON'S Barley and Groats are worth pushing

MAGOR, SON and COMPANY, LIMITED

30 CHURCH STREET, TORONTO — 191 ST. PAUL ST. W., MONTREAL

# Abbey's EFFERVESCENT SALT

Makes Life WORTH LIVING

The change from Winter to Spring doubles and trebles the demand for Abbey's Salt.

People who have enjoyed robust health all Winter, begin to feel the depressing effects of warmer weather.

They realize that they need a gentle, invigorating tonic to cool the blood, ward off bilious attacks, regulate the kidneys and bowels, and give vim and vigor to the entire system. And they know, by experience, how satisfactory are the tonic and purifying effects of their favorite saline—Abbey's Salt.

These are the days to keep Abbey's Salt to the front, in both window and counter displays.

**The Abbey Effervescent Salt Company, Montreal**

CANADIAN GROCER

Vol. XXXIV. TORONTO, FEBRUARY 27, 1920 No. 9

# 100 Cases of Jam Sold in Three Weeks; "Buy Jam" Was the Slogan of the Sale

## The Paquet Co., Quebec City, Put on Irresistible Campaign, Including Newspaper Space, Displays, Cards and Personal Salesmanship—Clerks Regularly Consulted in This Store

THE two words of that uniquely short sentence succeeded in putting across the sale in three weeks' time, recently, of one hundred cases of jam for the Paquet Company, St. Joseph Street, Quebec City. It was the manner of their use, rather than the words themselves, that brought these splendid results, and Mr. Dubuc, the department manager, was most enthusiastic regarding the plan when speaking of it to a representative of CANADIAN GROCER. Let him outline it:

"We wanted to sell more jam, and so we decided to advertise it. 'Buy Jam,' we said in our newspaper advertising. In the first advertisement, we stressed on the fact that the jam we were selling was a particular make, that it was preserved in Canada, and had a reputation behind it of many years. We tried, first, to make this point, and make it well.

"The next 'ad' spoke of the value of this jam as compared with butter. 'Buy Jam' was again used—jam is equal to two pounds of butter. The child also prefers it to butter, and therefore, 'buy jam,' was hammered home again, this being the big feature of the 'ad.'

"The higher price of sugar was argued in the next advertisement and the fourth argument used in the next and last copy was 'This is the healthiest and best food, when compared to others.'

"Of course we placed this jam in different parts of the store and at every turn a customer would find a neat display of 'jam.' They couldn't get away from it, and we sold, in three weeks, one hundred cases of jam, assorted sizes."

There's an argument which speaks volumes for the selling value of timely, special advertising, coupled with display. And it is also worthy of emphasis that the sales staff suggested jam to all customers. The air was charged with the 'Buy Jam' slogan and the buying spirit developed fast, and sales grew apace.

### When to Advertise

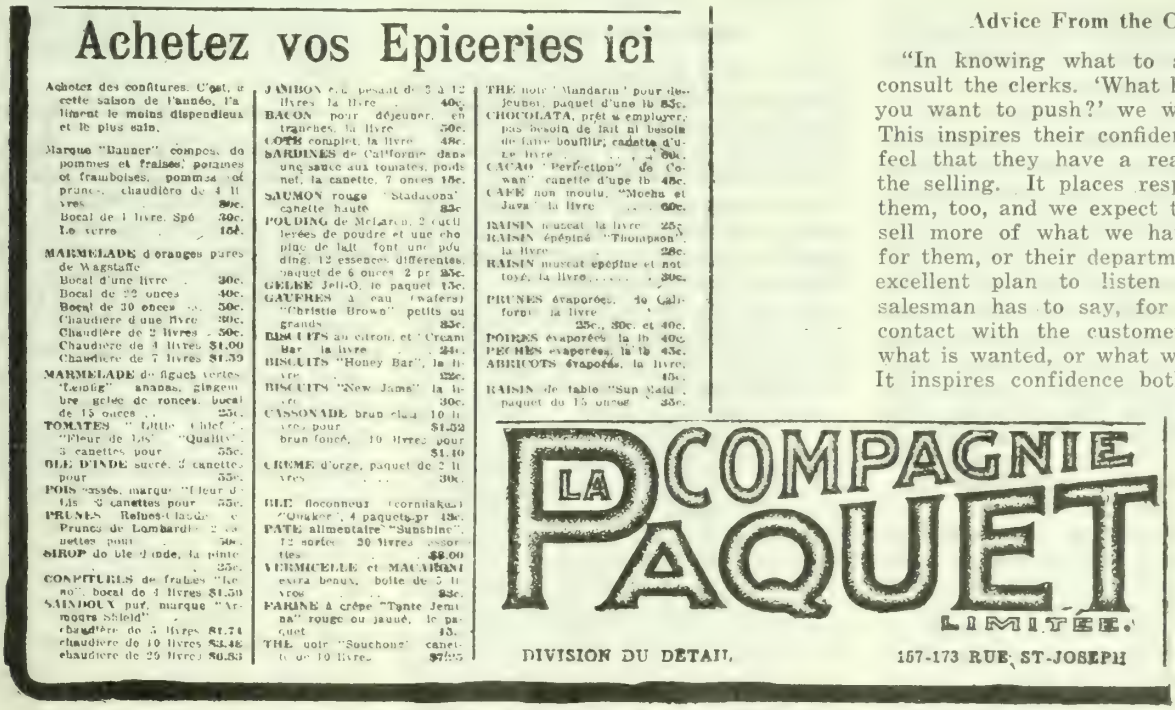
"A time to keep silence, and a time to speak," said the clergyman.

Mr. Dubuc continued to say that there was a right time to advertise, as well as a wrong time. And on this principle the advertising manager of the Paquet store is expected to work.

"Advertising on Thursday night, we have found effective, for people will decide what they want and order it Friday, and then we can deliver on Friday or Saturday. It is better to advertise then than on Friday, and we find that if customers know what we are offering they will decide after they have read our advertisement.

### Advice From the Clerks

"In knowing what to advertise, we consult the clerks. 'What have you that you want to push?' we will ask them. This inspires their confidence, and they feel that they have a real interest in the selling. It places responsibility on them, too, and we expect that they will sell more of what we have advertised for them, or their department. It is an excellent plan to listen to what the salesman has to say, for he comes in contact with the customer and knows what is wanted, or what will likely sell It inspires confidence both ways."


Achetez vos Epiceries ici
Acheter des confitures. C'est, à cette saison de l'année, l'achat le moins dispendieux et le plus sain.
Marque "Banner" compose de pommes et fraises, pommes et framboises, pommes et prunes, chaudière de 4 livres 80c.
Boeal d'une livre. Spé. 30c.
Le verre 15c.
MARMELADE d'oranges pures de Wagstaffe
Bocal d'une livre 30c.
Bocal de 22 onces 40c.
Bocal de 30 onces 50c.
Chaudière d'une livre 30c.
Chaudière de 2 livres 50c.
Chaudière de 4 livres $1.00
Chaudière de 7 livres $1.50
MARMELADE de figues vertes "Lenfig" ananas, gingembre gelée de ronces, bocal de 15 onces 25c.
TOMATES "Little Chief", "Fleur de Lis" "Quality", 3 canettes pour 55c.
BLE D'INDE sucré, 3 canettes pour 55c.
POIS passés, marque "Fleur de Lis" 3 canettes pour 55c.
PRUNES Reines-Claude et Prunes de Lombardie 2 canettes pour 50c.
SIROP de blé d'inde, la pinte 35c.
CONFITURES de fraises "Iceno", bocal de 4 livres $1.50
SAINDOUX pur, marque "Armours Shield" chaudière de 3 livres $1.74
chaudière de 10 livres $5.48
chaudière de 20 livres $10.85
JAMBON cuit pesant de 8 à 12 livres la livre 40c.
BACON pour déjeuner, en tranches, la livre 50c.
COPS complet, la livre 48c.
SARDINES de Californie dans une sauce aux tomates, poids net, la canette, 7 onces 15c.
SAUMON rouge "Stadacona" canette haute 33c
POUDING de Melarca, 2 cuillerées de poudre et une chopine de lait font une pouding, 12 essences différentes, paquet de 6 onces 2 pr 25c.
GELEE Jell-O, le paquet 15c.
GAUFRES à eau (wafers) "Christie Brown" petits ou grands 35c.
BISCUITS au citron, et "Cream Bar" la livre 24c.
BISCUITS "Honey Bar", la livre 22c.
BISCUITS "New Jams" la livre 30c.
CASSONADE brun clair 10 livres pour $1.52
brun foncé, 10 livres pour $1.40
CREME d'orge, paquet de 2 livres 30c.
BLE floconneux (cornflakes) "Quaker", 4 paquets pr 43c.
PATE alimentaire "Sunshine", 12 sortes 20 livres assorties $3.00
VERMICELLE et MACARONI extra beaux, boîte de 5 livres 35c.
FARINE à crêpe "Tante Jemima" rouge ou jaune, le paquet 15c.
THE noir "Souchong" canette de 10 livres $7.95
THE noir "Mandarin" pour déjeuner, paquet d'une lb 85c.
CHOCOLATA, prêt à employer, pas besoin de lait ni besoin de faire bouillir, cadetta d'une livre 90c.
CACAO "Perfection" de Cowan" canette d'une lb 45c.
CAFE non moulu, "Mocha et Java" la livre 60c.
RAISIN muscat la livre 25c
RAISIN épépiné "Thompson" la livre 28c.
RAISIN muscat épépiné et nettoyé, la livre 30c.
PRUNES évaporées, de Californie la livre 25c., 30c. et 40c.
POIRES évaporées la lb 40c.
PECHES évaporées, la lb 45c.
ABRICOTS évaporés, la livre 40c.
RAISIN de table "Sun Maid" paquet de 15 onces 35c.
LA COMPAGNIE PAQUET LIMITEE.
DIVISION DU DETAIL
157-173 RUE ST-JOSEPH

The grocery section of one of the Paquet Co.'s large advertisements in their "Buy Jam" campaign. This one is in French. Similar advertisements in English appeared in the English press.

### Where Business Comes From

The Paquet Company has developed a very heavy business for groceries, although this is one of the newer departments of their store. Realizing that the overhead cost of selling is higher to-day than it ever has been, they plan to get a bigger out-turn of groceries every year, and this has made it necessary to study how the list of regular buyers can be added to.

Very frequently a contest is arranged that will interest the children. This is based on the idea that the child leads, in a sense, the parent, or that the influence over the parent is very great. If that influence can be secured, then the interest and patronage of the parent will probably follow. At any rate, this has been successfully planned and executed on many occasions, and new faces appear in the store, as a result, eventually swelling the list of special buyers and developing into permanent buyers. "Several thousand children registered in a contest we conducted," said Mr. Dubuc, "and the amount of talking they did on the street, at school, and at home, got our name before the parents. These contests are very successful. Usually we have a guessing contest, and there are several prizes given for the correct answers."

### "May We Take Your Order?"

"This is our sample room," continued the manager, as he conducted the representative of CANADIAN GROCER to a neat enclosure about 12 feet by 12 feet, near the head of the department, and where a white-appareled male attendant was seated to take orders from those who desired to select, personally, what they required. "We have samples here, of nearly everything that is carried in stock, and it is a good plan; we would not dispense with it."

Of course this is all aside from the arrangements afforded of transmitting orders by telephone, and of which there are three in the grocery section.

In addition to this unique idea, a demonstration counter is arranged in the store, and this is in use at most seasons of the year. The demonstrations of various food products may be carried out at any time by manufacturers who may wish to co-operate by sending a special demonstrator. Gas and electricity, together with water heaters and stoves, are a part of the equipment, and no "fixing-up" of these necessities is required, the fixtures being permanently located. Mr. Dubuc favors this plan, for it has the advantage of getting women into the store, and then salesman have an opportunity of demonstrating their sales ability.

In connection with the demonstrations which are made when guessing contests are on, care is taken to brighten up the spot in the store—usually near the grocery entrance—and so secure greater attention by those coming in to make other purchases. People are curious, and if a little extra effort is taken, the results are naturally greater. A few potted plants, cut flowers, or even artificial palms are effective, when placed properly. In one of the most successful contests held, and which was last year, artificial roses were used and tied, loosely, on real rose trees or bushes that had been previously placed in wood tubs, to represent lawn shrubbery.

### How Do You Sell Potatoes?

The Paquet Company sells hundreds of bags of potatoes. Great quantities of these go by the peck to the consumer's door and these are already weighed and ready for immediate "picking up" by the delivery man.

"When a woman has ordered potatoes she wants to get them with little or no dirt on them, and so that it is not necessary for the delivery man to carry them in and empty them out of a dirty sack, perhaps carrying muddy feet over her clean floors. And so we weigh them up in paper bags. The bags cost 6 cents each, but the customer does not mind paying this charge. In the first place, we have these potatoes carefully selected and all spoiled ones removed, also all the dirt. So, when the customer receives the potatoes they are all potatoes, and she is getting what she paid for. They are really as cheap, or cheaper this way than when bought with dirty and spoiled ones in the larger sack, and which may not have been checked over carefully. We have had no complaints, and besides this, our men can fill the sacks and tie them up in spare hours. In addition, it saves the time of the delivery men."

The coarse vegetable department is excellent, in that eleven bins are arranged along one side of the store. These are of convenient size, are placed about 15 inches above the floor, and are cleansed with water and soap once in a while to keep them looking well.

### 7,000 Pounds Turkeys

"We sold 7,000 pounds of turkeys in twelve days at the holiday season last year," said Mr. Dubuc. "We have a large trade in poultry and always keep them in prime condition."

The arrangements for keeping this poultry are simple, but the results obtained are certainly most satisfactory. Here is a brief description:

At one side of the store a generous space is set aside and this is kept as a natural cold storage room. It is built of single boards, and covered on the outside with steel siding. The advantage of using single boarding is that of securing a naturally cold temperature, and even when the weather changes are many and when the mercury falls or rises many degrees, the temperature of this room will vary but little. It stands at an average of about 22 degrees, and one of the features used to secure this is that of a ventilator in the roof. When the weather is moist, the single window of the room is kept closed tight; in dry cold weather, it is sometimes opened. Hundreds of pounds of poultry, cured hams, bacon, etc., are kept in here and butter in boxes. Good prices are secured at all times for these supplies, and the stock is maintained in the "pink of condition." "We can easily get 50 cents per pound for first-class chicken; people do not mind paying the price when it is good," was Mr. Dubuc's comment. The department is 12 x 22 feet in size.

### Have Ten Departments

The Paquet grocery comprises ten departments. This enables the management to place various goods in their proper classification, making for efficiency through each department head or manager. These departments are as follows:

1. Fresh fruits and vegetables.
2. Soap, soap powders and cleansers.
3. Meats, provisions, pork products.
4. Canned, tinned and glass jar meats, beans, soup, etc.
5. Canned fruits and vegetables.
6. Cereals, flour, sugar.
7. Candy and confectionery.
8. Teas, coffees, cocoa, etc.
9. Demonstration booth (used most of season).
10. Biscuits.

Perhaps no department of the store is more inviting than the last-named, that of biscuits. Three hundred kinds of these are carried in stock and the arrangement of these takes up a very considerable space along the south wall. This very wide variety of toothsome biscuits affords such a selection that no customer can possibly go away unsatisfied. The demands are great, and annual sales run from $20,000 to $22,000.

For some of the more select lines of biscuits, a special case contains samples, and these are quite as inviting in appearance as any candy display could possibly be. A small office for the manager is placed near this department, and being raised above the floor, it affords him a wide command of the other departments.

### Turnover Increase is Solution

Mr. Dubuc has, as have most grocers, been confronted with the abnormal increase in overhead charges. This is a problem which, in his opinion, can only be taken care of and solved through relative increase in turnover. This does not necessitate carrying tremendous stocks above the probable needs of the trade. It does mean that enough stock must always be carried to supply the needs which exist, and which will arise, but Mr. Dubuc advocates carrying a good stock, turning it quickly, giving the customer the advantage of the buying which the store has exercised, charging a normal and legitimate margin above the cost of a given line, but no more. "Profits have not increased in relation to the higher prices we now have to pay for goods; we must get the bigger turnover, and this, I believe, is the secret of successful selling."

View of John St., one of Quebec City's prominent retail districts.

The Parliament Buildings in Quebec City, where Quebec's laws are made.

# Quebec Grocers Make Windows Sell

## Many Find It Profitable to Whet the Appetite of Consumer Through Displays—Time Spent This Way Does Pay Dividend—Opinions Differ as to Price Tickets

Written especially for Canadian Grocer

IT IS not always the city merchant who spends the most time on his window displays. In the suburban parts of our big cities, and in the smaller towns, the attention given the proper arrangement of groceries and provisions has not, in all cases, been neglected.

In the city of Quebec the grocery trade is well represented by many energetic grocers, and some good displays are made. A feature of these displays has been, in large measure, that of adhering to one class of goods for a given display. And this is, of course, the best of judgment, and is proven in several ways, but particularly because this is the plan followed by the big stores in the metropolitan cities, where the money expended on window displays runs into such figures that, were a one-line display or associated lines not the profitable one, it would, long since, have given way to the mixed showing of goods.

### A First Necessity

Of first importance, it is absolutely essential that the window glass be kept clean—absolutely clean, always, if the impression which one desires to make be attained. And those taking an interest in window display seem to realize this, and clean, attractive displays have been repeatedly seen by CANADIAN GROCER in various parts of the province. In Quebec City, Sherbrooke, Richmond, Outremont, Montreal West, Verdun, St. Lambert and Montreal, credit is due grocers who have given close attention to their windows from this standpoint.

Some have tended to build up backgrounds for their displays, but in Quebec generally the floor arrangement of a given display seems to be the only one given attention. So excellent are some of these arrangements that, had a little "building up" of background been practised these windows would have held first rank as eye-catchers, and therefore as sales-provokers. This is a matter which might be given closer attention, doubtless with due profit to the grocer.

### Shows Tempting Goods

While it is impossible to outline, in a single article, the merits of various windows, there being so many types, reference to a few will be helpful.

Chas. P. Macklaier, St. James Street, Montreal, is located in the financial heart of Canada's metropolis. This gives Mr. Macklaier an opportunity to display tempting lines of imported goods to his prospective customers, such as Italian, Scotch, English, Spanish and various specialties produced and packed in the Mediterranean countries, and in which his firm has, for many years, specialized. Particular care is taken to keep these well to the fore, and Mr. Macklaier has always taken particular interest in these displays, making many of them himself. Usually the daily advertising in the Montreal papers backs up the displays made, description and prices being given in the space used. Canadian goods, of course, are also widely displayed.

Other firms in Montreal making displays of special lines in this way are Graham's, David Hamilton, Gravel Freres, Dionne and Dionne, A. Dionne, J. A. Debien, John A. Grant, Walter Paul and others. This all goes to prove that there is a way to win trade for a given line of special goods through the medium of display.

Some use price tickets freely; some do not, and are opposed to their use altogether. John Robertson & Son, St. Catherine Street, Montreal, use the ticket idea extensively. One reason for this rests in the fact that they do a large cash and carry business. The development of this has furthered the price ticket idea, and to use the definite price is imperative when an appeal is made to the customer to "carry your own parcels"; there must be some monetary inducement.

Another firm making wide use of this plan is the Montreal Public Market. All fruit, meat, vegetables, poultry and provisions are sold on the cash and carry plan, and tickets, therefore, are an indispensable part of every window display.

### Price Tickets Not Favored

There are some who have not been won over to the price ticket idea. Abel Turcotte, John Street, Quebec City, told CANADIAN GROCER that he did not like this plan, and that he never uses it. Mr. Turcotte has been in a new store for the past few months, having moved from a location not far away, and while he has his windows changed weekly, he depends entirely upon himself and his salesmen to put sales across, endeavoring to make the displays effective, and is well pleased with the increases in his turnover with no prices announced on either small or large tickets.

Of course there are few who do not employ neat display cards to convey at least a brief message regarding the lines displayed. This is often done through the medium of one to three cards of 10 in. by 12 in., or 10 in. by 14 in. size. Neatly lettered, they help brighten the window in much the same way as an attractive picture brightens the printed page of a modern magazine. And more grocers seem to be won to this viewpoint every year. Some letter their own cards; others go to the card writer and arrange for regular supplies, or buy as their needs suggest.

Summing up, it is safe to say that there has been a big change in the views held by Quebec grocers regarding the proper and effective use of their windows. This is borne out in one notable respect, and that is, that few stores are to be found without, from one to four sheets of fine, polished plate glass. And if one is broken it is promptly replaced, high though this product is. Many take the precaution to carry insurance, while others carry the risk themselves.

# Chances of the Chain Store Employee?

## One's Own Business Only Real Opportunity to Cash In Permanently on Devotion and Experience

By Henry Johnson, Jr.

HERE is an illuminating letter: Saskatchewan, January 7, 1920: I am writing you for advice, so do not read this letter in your busy moments. Will be as brief as possible. Without going into details of my previous experience, on the thirteenth of May, 1907, I entered the grocery business as clerk in a country store. Most of my time was spent delivering goods. Took orders part of the time and spent part time in store. Stayed in that store eleven years. Then got OK'd for one of the largest chain stores in Canada. Was transfer man in three different stores. The great war ceased. Orders came from headquarters to give all the boys returning from the front a chance at any opening for a regular man. I was out in the cold. Succeeded in getting a job after a while, then went with another chain store doing a small business near my home. In two months I brought the business up about fifty per cent.

Headquarters then put the prices of my best sellers above my competitor chain stores. Summer came and people went away. Then came the sugar shortage. I was almost without sugar for weeks at a time. The trade went to stores where they were compelled to purchase so much to get sugar. I lost the trade. A week ago a man was brought in and introduced to me as the one who would run the store, and unless he could make a good showing in a month it would be pulled out of the city. Then I learned that it was headquarters' intention to pull out the store before I took it, but I had made such a good showing at first that they were pleased. If I had the company back me up as other companies backed their managers I should have made a much better showing.

I am forty-eight years old and married, and these two incidents have given my courage a big jolt in regard to chain stores. On the other hand I can make as much to start in something new if I can get the right chance, as I can to work in a common grocery store. At my time of life I dread the thought of commencing at the bottom in a new business. My preference would be to become manager in some small grocery store. I have had experience in all retail departments so far as I know. To some extent I have bought goods and fixed prices on them. Would be willing to pay either to advertise or in any other way if I could get the chance I want. What is your advice?

Yours very truly,
W—— I—— C——

### Advice Hard to Give

It is pleasing to have a man ask my advice in such circumstances, but to give it is mighty serious business. It is one thing to speak generally, but it is quite another to point out specifically what any man should do. Yet this man does not want mere generalities. He wants specific, definite help, so perhaps the best I can do is point out to him his elements of strength and weakness as they look to an outsider, and maybe draw some conclusions from somewhat parallel cases.

Here is a man who has made good in every job to which he has been assigned by others. He has been faithful, diligent, and worked, evidently with intelligence. Best of all, he had manifested the very valuable ability to draw and hold trade. In his last position, "in two months I brought the business up about fifty per cent."

What, then, is wrong? Apparently only the fact that he has worked for others, under direction, with no opportunity to exercise or develop initiative, until he seems to have lost the ambition to undertake things for himself. This appears from his expressed willingness to be content with the management of a common grocery for another—his feeling of certainty that he could make good in that position—coupled with his dread of commencing at the bottom in a new business, "at my time of life."

### "Time of Life" No Insuperable Obstacle

The age of forty-eight should be no special obstacle, provided one's health is good. In fact, forty-eight is the prime of life if one looked at it from the right angle. One must feel forty-eight years young, not old. A man at that stage of development should have a vast fund of solid experience to draw on, a well-developed habit of conservatism, ample courage of conviction based on solid experience, and sufficient savings to warrant a venture on his own account.

HENRY JOHNSON, JR.

If a man can increase a business fifty per cent. in two months while working for another, what may he not confidently expect to do while working for himself, free of restraint, his own master, at liberty to develop any plans or schemes he may have to the fullest extent?

"There is no devil but fear," and calm courage is the greatest asset any man can have!

Mighty little money is required to start a grocery business. Everywhere we find men who started with $100 or $200 who, at the end of only a year or two are found to be successful, independent, secure in the position of owners of their own business.

### Examples of Success From Small Beginnings

In Seattle are two men who started in a tiny grocery store in 1913 with $120 capital. In the spring of 1919 they were offered $10,000 for the business, which they declined because their tangible assets were worth more than $12,000, regardless of the goodwill value of their well-established, highly profitable business. Time, six years!

Out West is a young man who started seven years ago with $20. Now he is doing between $6,500 and $7,000 a month and has ample capacity to handle his business. His salvation lay in his capital being so limited that he was compelled to make weekly settlements with the jobbers. He had to buy with great conservatism from day to day. Thus he learned the value of merchandise, learned how to price it correctly, got such a grounding in the fundamentals of his business that he is master of it.

In Toronto lives a grocer who was a corporation employee until he was about as old as my present correspondent. Then he was dropped. He had no knowledge whatever of any business except the work he had been doing. But necessity drove him to undertake a small grocery store—a run-down sort of place which he bought for something like $150. In only a few years he was independent and raised his growing family in comfort and security, owned his place of business outright, and had such a fund of money and solid securities as I have never seen equalled in similar circumstances. This man was not robust. He was so handicapped physically that he always had to consider the limits of his strength and work within them to keep going.

### What to Do?

Therefore, if I may venture to give specific advice I strongly urge this man to plunge right into business for himself.

Segregate your capital into separate funds for use in various ways. Select some good jobber and tell him your story frankly. Get his advice and help in locating a desirable store. Not unlikely he will know of three or four stores from which you can take your choice—though in this as in all other matters your own judgment must be your final and conclusive guide. But tell the jobber just what you intend to do, that you intend to trade with him to the pracical exclusion of all others, that you will pay him every week, that you want all discounts, and in general lay the foundation for a specific business understanding—and live up to it scrupulously.

This will serve you in many valuable ways. It will establish a business friendship which will stand you in good stead in exact proportion as you uphold your end of the compact.

It is not necessary nor entirely desirable that you pay spot cash in full for a business you may purchase. It may run into $300, $500 or $1,000, and you may not have much more than such total altogether. You must never run short of ready money, so in this case you must pay down part and give notes for the remainder.

If you stock a store new you must pay spot cash for everything you put in it. Keep the initial stock-investment within your cash-paying capacity in this case.

Keep some money on hand for expansion and unforeseen contingencies—and then have no contingencies! Play safe always. Pay cash at least once each week for all previous purchases. Owe nobody. Make that the fundamental rule of your business life and stick to it. Owe nobody for anything except and unless you buy a business and leave part unpaid at the start. This you will do only for the sake of taking over a business with some established value.

### Cash or Credit?

This is the question that will test your ability as a merchant and manager. Sell for spot cash in the beginning, anyway: Give no credit until you catch your breath. Then, if you decide that credit is good for you, observe two rules: (1) Credit to be extended only on certain lines, to certain carefully selected individuals, and (2) Never sacrifice your own ability to pay cash for everything. These rules will limit your risk and start you right on sound business fundamentals.

Your own business is your only real opportunity. Write me further details of your condition if you like, and I shall be glad to go more deeply into your specific needs and situation.

# Why I Adopted Cash System of Business

Written for Canadian Grocer by J. O. SAVARD, Quebec, P.Q.

A YEAR ago in January of this year I started to adopt a cash basis of selling. It was not an easy decision to make for I had many well-to-do customers, and they had bought from me for many years. In fact they thought it was a great hardship that they should have to pay cash, and some of them stopped dealing with me. Later they returned and are now buying from me, paying cash for what they need. Not only so, they have paid or are paying up their old bills, and besides this I am getting their cash for what they need right along. Recently one man who did not like the idea when I started it told me he was saving money by paying cash. He is now one of my best customers.

### Too Many Losses

Losses from neglect to charge goods are too frequent. One never does know just what these amount to. We all will neglect, when in a hurry, to charge some things. When cash is paid there is no difficulty and no chance of loss following in this respect. Then again, at the present time it is not profitable to do business to-day on a credit basis because of the small profits. Prices are high and the percentage of profit is very small. Where I could do business for 8 per cent. overhead six years ago it now costs me 20 per cent. By adopting a cash basis for everybody I can keep my margin of profit small and give my customers the best of value.

### Advising My Customers

When starting the cash principle I spoke to some of my confreres and told them it would be good business to adopt a cash plan; that if we did this we would be ahead in the long run. Some of them did not agree with me, but I was determined to follow this out. So I sent out a letter to every customer whose name was on my books, informing them of the change of system, and it was possible on the 1st of May, 1919, to start my spot cash plan. Some made complaints but I stuck to my plan closely. I am not sorry, for it has been a success, and every night I know what cash I have and that all goods have been paid for.

### Listing Every Article

I might explain how I know that every item has been paid for.

When a merchant or a clerk is adding up a bill, he perhaps takes up one of the packages to figure up the amount on. This is when making a cash sale. In doing this he will, we have found, very often figure in all the articles but the one on which he is placing the amount. It might be a box of candy costing a dollar, or a carton of sugar at, say 85c. If it is left out and this repeated often, in the course of a day the loss is very considerable, and I have noticed this happen quite frequently, so I decided to buy a small adding machine, which was kept on my counter where the customers' orders are taken. When the customer has made a selection of the groceries wanted and the clerk totals up the amount, there is no possibility of any mistakes being made. This little machine is right in front of the customer and he observes how each amount is punched on the machine, and then, when the total is arrived at he knows it is absolutely accurate. This helps to make her fully satisfied with the transaction. Although this machine cost me $100 I think it will pay me in the long run; it is a good investment.

When the amount is totalled on the adding machine the salesman turns to a cash register which is in the shelving right behind him and presses the amount, throwing out a slip which is given the customer, who then proceeds to the lady cashier at the end of the counter where settlement is made. There is thus a check on every operation and the clerk handles no cash whatever.

I would not change, with the terms of payments on produce, such as butter, eggs, shortenings, lard, and all kinds of cooked and prepared meats so very limited; the cash plan is the only one. I would not return to the old basis under any consideration.

*READS THE MARKETS AND ADVERTISEMENTS*

*J. O. Savard, retail grocer, Quebec, P. Q., says—"I think C. G. is a fine paper. I always read it and find the markets and the special articles, the advertising, etc., to be very interesting and helpful."*

## PREVENT EXPORT OF IMPURE MAPLE SUGAR

Ottawa, Feb. 25.—With the idea of placing the maple industry of Canada on a world market basis, representations have been made to the Government to forbid the export of adulterated maple products. A representative of a large English firm called upon the Government this week and stated it would place the Canadian product on every market within the Empire, also in other countries, provided a guarantee could be given that the product was entirely pure.

The Government feels, however, that it is impracticable to give a guarantee In addition, the adulteration might easily take place after the product reaches England.

# $15,000 in Duties Saved

## Produce Merchants Were Asked to Pay Duty on Egg Cases From the United States Which Were of No Use—Meant Much to the Country

THE Department of Customs, Ottawa, recently made an order to the effect that Canadian importers of eggs from the United States must pay a duty on egg-cases, and that this was to be retroactive to cover the importations of several months past.

The regulation meant that no less than 200,000 cases were dutiable. Each case was valued at 30 cents and the duty was to be 25 per cent. or about 7½ cents each. This made a total of about $15,000 distributed among the various importers of eggs.

The Canadian Produce Association, through its secretary, James T. Madden, decided to take the matter up with the Board of Customs and show them why they did not think this duty should be paid. The brief he sent to Ottawa demonstrated that the cases received from United States packers of eggs were of practically no value, being made from thin shell material and that they were destroyed; that the eggs received were repacked into Canadian-made cases and re-shipped to the Old Country; that this meant a great deal of business to Canadian box manufacturers, as well as manufacturers of case-fillers and the exploitation of Canadian labor; that if a duty had to be paid on cases the price of the eggs would have to advance and that United States firms would handle this export trade direct; that this would mean a big loss to Canadian railroads and Canadian steamship companies. In fact, it was calculated this duty would cost Canada close to a million dollars a year.

The results of the efforts of the Canadian Produce Association was that the regulation was cancelled and there is now no duty to be charged on these cases.

This again goes to show the importance of having business men who understand the ins and outs of business conditions in the various departments at Ottawa. It only required the entire matter to a brought to the attention of the officials by an experienced business man to effect the cancellation of the ruling.

# Baking Powder and Extracts Are Higher

## Manufacturers State That the United States Exchange Has a Great Deal to Do With This Advance

"NO one can expect a lowering of the high cost of living until wheat comes down in price," stated a large manufacturer of baking powder in an interview with CANADIAN GROCER representative recently. "The price of wheat is the ruling price basis of most all products. You will note that immediately following every advance registered on wheat that many lines of foodstuff are also advanced, and as bread goes up the workmen demand more money for their labor."

### Baking Powder Higher

Practically all the ingredients with the exception of starch that go into the manufacture of baking powder are obtained in the United States. Starch has shown an advance recently, the cost of tin cans, labels, and labor are also higher. The greatest reason for the increase in the cost of manufacturing baking powder is the abnormal premium that has to be paid on the U. S. exchange. This exchange brings the cost of raw material fully 17 per cent. higher than when the exchange was normal.

Many brands of baking powder have already advanced. Other manufacturers state that the reason why their baking powder has not advanced at the present time is because stocks of raw material have been sufficiently large for their requirements up to the present time, and when this stock is used higher prices on the finished products are assured.

### Extracts Have Also Advanced

Artificial extracts have also advanced. The bottles of extracts that previously cost the retailer 65 to 75 cents per dozen in pre-war times and sold to the consumer for ten cents is now costing the retailer $1.25 per dozen. Manufacturers state that the reason for this is the higher cost of all ingredients that form the make-up of extracts. Flavoring oils are all costing fully 75 per cent. more than three years ago, and bottles, alcohol, cardboard boxes, packing cases and labor have all reached higher levels. These all add to the cost of the finished product. Manufacturers state that under present conditions there is no possibility of these lines declining for some time to come.

## GREATER PRODUCTION ONLY SOLUTION

### Montreal Wholesaler's Views on Present Economic Conditions

"Until we can begin to hope for an alteration to the conditions under which we live, the people of the world will be required to work, not eight, but twelve hours a day." These are the words of Thomas Ward, of the Joseph Ward Co., wholesale grocers of Montreal, in the course of a talk with CANADIAN GROCER on matters of general interest concerning the grocery trade.

"We simply must produce more," continued Mr. Ward. "The resources of this country are illimitable, and the sooner we decide to develop these resources the sooner will we see commodities coming down to reasonable prices again. Nobody seems to want to work these days. We all appear to wish to get along with the minimum amount of exertion, and the result is that prices continue to go up and up until we begin to wonder if they can possibly come down again.

"Properly developed, Canada could be almost self-supporting, and yet we are content to buy our necessities in a market that does not appear to care whether or not we trade with her. The existing exchange rates are almost entirely responsible for the present state of things and until we develop ourselves so that we are in a position to control rather than be controlled, there will be no appreciable change.

"Produce rather than import," said Mr. Ward, "and see the necessity of developing the great resources of this country. People have had more money than usual and have acquired rather extravagant tastes. Furthermore, they do not seem to consider money values. If an article is high-priced they appear to prefer it to the lower-priced article, which, in many cases, is just as good. Things like this encourage the high cost of living, and it is up to the people themselves to get right down again to business, to work hard, to develop, to produce, and to be loyal to themselves and their country. Do all these things and we will soon bring things down to reasonable prices again."

## REFINERS WANT SUGAR PRICE BOOSTED—THE BOARD TO CONSIDER

Montreal, Feb. 25.—A petition to be allowed to increase the price of sugar by two cents a pound, bringing the cost to the retailer to 18 cents a pound, was made on the Board of Commerce this morning by the refining companies.

The refiners were represented by J. W. McConnell of the St. Lawrence Sugar Refining Company, and F. G. O'Grady of the Atlantic Sugar Refining Company. They submitted documentary evidence in support of their claim tending to show that sugar was three cents a pound cheaper in Canada than in the United States. It was pointed out that, owing to a strike in the Cuban ports, 18,000 tons of sugar ordered by Montreal refiners for January did not arrive, while only 5,000 tons of a 30,000-ton order for February had reached here. The refiners accordingly had to buy in the United States, it was contended. The consequence was that the Canadian refiners were running at a loss.

# The Salesman Must { Be Well Groomed / Have a Good Vocabulary / Be Well Developed

## Necessity of Concentrating Upon Outstanding Advantages of Merchandise Was Emphasized by Frank E. Fehlman, of New York, in Addressing Montreal Publicity Association on "Retail Salesmanship"—Appearance and Address Two Big Essentials.

WHAT proved to be a most illuminating address on "Retail Salesmanship" was delivered in Montreal last week before the Montreal Publicity Association by Frank E. Fehlman, of New York. Mr. Fehlman has been connected with some important firms, in which he has had the direction of their sales policies. Taking as his subject "Advertising Through the Retail Salesman," the speaker proceeded to deal effectively with various phases of retail selling, and brought some exceedingly strong arguments to bear on this very important question.

Mr. Fehlman referred, at the outset, to a School of Salesmanship which he had developed while connected with the Gossard Corset Company. As a result of the training extended to salesladies, and of which they turned out between eight and nine thousand, these women were able to dispose of several pairs of corsets to customers when they came in with the avowed intention of purchasing only one pair. In many cases, they had sold three, and even four, pairs of corsets, simply by knowing their business thoroughly and the use made of corsets. The speaker pointed out that this success in selling more than the customer asked for depended very largely upon what the saleslady knew.

"People rise just as high as their intelligence will take them. If you teach them right, they will do wonders. The clerk or salesman is successful just to that extent to which they are educated by the sales director," he pointed out.

### Made Use of Charts

Mr. Fehlman made extensive use of various charts, which were simple but right to the point. The first of these was very interesting, in that it treated of the mentality of a prospective customer. Through investigation and extensive tests, the mind of the average individual develops gradually until noon. At noon, or the usual luncheon hour, the mental faculties are reduced again, and then gradually work up until three or four o'clock in the afternoon. Finally, by 10 p.m., they are at a low ebb.

The reason people do not go shopping until ten or eleven o'clock in the morning, is because they are mentally lazy. The logical time, therefore, to treat with a customer is when the mental faculties are at their best, as above outlined. As opposed to this, a customer coming in at 3 or 4 o'clock in the afternoon is likely to be in anything but a good frame of mind for selling. Not only so, but the salesman or saleswoman, who has been in all day, has probably retrograded by the middle of the afternoon, and it is the salesman who steps out for a few minutes, takes in a good lot of fresh air, comes back refreshed, dusts his shoes, washes his face and hands, and is then ready to meet customers for the next two or three hours, who makes a success.

This point was illustrated by the speaker in referring to a customer coming in to buy some tumblers. The lady wanting to buy tumblers did not care for them because they were too heavy, and found some other fault with them. The salesman, in this case, said: "I don't like them myself," and pointed out such advantages as the glasses possessed. They are made heavy, for instance, so that they will not break if they fall on the floor. The buyer has been so impressed with the salesman that she has forgotten she does not like the glasses, and goes away having bought them, and her remembrance is of the salesman rather than of the glasses.

Through investigation, it has been found out that the bulk of sales are centred in the small portion of the week, really the latter half.

### Ever Meet This Kind?

Drawn for Cartoons Magazine by R. B. Fuller.

*The Lady (acidly, to busy pharmacist): I have been standing here for some time to be waited on. I want you to look up a number in the telephone directory!*

### Analyzing the Customer

Mr. Fehlman classified various types of customers in the following interesting manner. There are five classes, and these are:

(1) Those compared to a hand car;

(2) Those compared to the local freight trains;

(3) Those compared to the local passenger trains;

(4) Those compared to the fast express;

(5) Those compared to the Twentieth Century Limited.

Dividing the various classes of buyers into these divisions, the speaker went on to analyze them.

Of the first, or hand car type, there was a very small percentage among the average customers coming into a store. As a matter of fact, this was figured to be 1.6 per cent. of the total, and the speaker referred to them as pretty close to imbeciles. The next section, that of the freight train class, amount to 18 per cent., and these are rather stupid persons and of slow mentality. These are the people who must be told a story two or three times, explaining matters very fully and going over them. This class of customer, the speaker pointed out, was only 12 or 13 years old mentally, as a rule. The next group, that of a local passenger class, comprised 60 per cent. of customers. These are the people who receive from $1,200 to $1,400 a year, and are the backbone of any business.

"This is a group I like to talk to and advertise to," said Mr. Fehlman. "The next group is that of the express train class, and comprise 16 per cent. of the total. These people usually draw salaries of from $3,000 to $10,000 a year, and with such a class of people the salesman can talk faster and make his point much more rapidly than with any of the previous classes. These people accept the style and the buying case all the way along, and it is one of the reasons why this class is so important. The last class, that compared to the Twentieth Century Limited, comprise but 5 per cent. of the buyers, and these are the 'runners of the world.' This class is very exacting. They care not what they have to pay for an article, and are the hardest people in the world to sell, for the simple reason that they have whims of their own which few people can satisfy. Few salespeople are capable of handling this group."

**Handling the Merchandise**

The speaker went on to point out how important it was to properly display merchandise before the customer. Some people like and some do not like a given article. Picking a napkin up from the table, Mr. Fehlman introduced a chart to illustrate his point, and emphasized the necessity of remembering that if one were selling napkins to a woman it was necessary to hold fast to the traditional shape and size of the napkin, so as to make use of the mental faculty of the prospective buyer. If a man intended to sell this napkin as a hand towel, the chances of success would be very small. Illustrating this point further, the speaker referred to his chart as one which had two lines; one of these was curved and was easy on the eye, and the other line was jagged and very hard to follow. This illustrated the point the speaker wished to make with regard to placing merchandise before the prospective buyer to the best advantage. It was very important to remember this point when showing goods which were being displayed for the first time, and the idea of the curved line and not the jagged line could be borne in mind.

Attention value was a very important point made by the speaker, and concentration was also greatly emphasized. Tests showed that none had been able to concentrate for more than two seconds at a time. This may sound strange, but the speaker was referring to the inability of the average human to definitely concentrate on a given article or subject without in the least diverging from the subject or matter in hand.

**Trained Man's Advantages**

This point was further illustrated by pointing out the necessity of concentrating upon the outstanding advantages of a given product. Taking a spoon from the table, the speaker proceeded to explain the advantages to a customer. The outstanding thing about this spoon was that it would not tarnish from using marmalade or eggs at breakfast time. Its second important point was that it is so heavily plated that it would not wear off at the points of contact. In the third place, "we guarantee it."

"By concentrating in this way it is possible to send home such important arguments that a sale is likely to be made," he said.

The same thing might apply to a type of underwear which sells because it possesses certain qualities. The same thing might be applied to clothing, haircuts, shoe shines, etc.

"If salesmen will not keep abreast of developments they will not be a success, for we are in times of rapid and constant change. A trained salesman will outsell untrained salesmen two to one, and this has been proven in many instances," said the speaker.

Mr. Fehlman pointed out that he had carefully analyzed what brought customers to a store. This analysis had revealed the fact that 78 per cent. came through the influence or solicitations of friends, 12 per cent. through advertising, and the balance of 10 per cent. just "dropped in." Repeat sales are the profitable ones.

"I think I can sell a man in 15 minutes the first time, but the second sale must be made on the value of the merchandise. The argument here must sink in if the customer is to be sold, after the first sale has been made. Quality is the only assurance of continued sales. No sale can be neutral. The customer must be either with you or against you."

**Appearance and Address**

The importance of a salesman being well groomed was pointed out by the speaker.

"When a customer comes into the store and approaches me to ask for something, once I have opened my mouth that customer has a mental measure of me," he pointed out, saying:

"Another important thing which must be possessed in a salesman, if he is to be successful, is that of a good vocabulary. The average salesman has 1,500 words in his vocabulary out of a total to be found in the English language of over 650,000." Through the use of a vocabulary—a business man's vocabulary which has been compiled—Mr. Fehlman pointed out that inside of six months five hundred new words could be acquired by an intelligent salesman.

In the next ten years, the cost of advertising could be cut down immensely if the retailer would open his own school for the development of his salesmen. This was illustrated by reference to an outstanding and successful men's wear man who is doing a large business in Chicago. This firm employed 85 salesmen, and they are required to go into an upper room from time to time, where dinner is served. At the close of dinner, about 7.30 p.m., they start out to sell each other the various goods. A salesman must sell, inside of ten minutes, a banker a suit of clothes, for instance. The same plan is carried out with other lines handled in the store, and the result of this schooling has been that salesman's remunerations have risen from an average of $25 to $60 a week to $45 and $175 per week, based wholly on sales.

"Sell Your Salesmen the Idea of Education," said the speaker. "The proprietor's interest in the salesmen is the most important factor, and he can be of much assistance by following out the above plan.

"Instead of selling a man who comes in to buy one suit of clothes sell him two. If he comes in to buy a hat sell him half a dozen."

**"It Can Be Done"**

This was emphasized by reference to a concrete case, where a young man who had been coached by Mr. Fehlman had changed his plans on the next customer who came in. He had put his idea into practical use, and when he got through was surprised himself at the results, having sold the customer a very much larger amount than he could have done under the old plan. After the customer had gone out he remarked: "You can do it, can't you?"

The matter of suggestion can be brought in here as, for instance, when a man comes in to buy a pair of socks: "Of course, you want a new pair every day, don't you?" and the customer will not acknowledge that he does not. He is very likely to take the suggestion of the salesman, and buy a pair for each day of the week. The same follows with underwear, shirts, shoes, etc.

"Deference to the customer," said Mr. Fehlman, "is something which all appreciate, and when a man comes in to buy one shirt, visualize his appearance, and then select two or three shirts and show to him that selection which will give him a proper shirt for all occasions."

---

**THE OLD GROCERY STORE**

I like to think about the place
Where as a child I played.
In fancy often I retrace
The paths where once I strayed;
As cherished memories I recall
Amid the haunts of yore.
I seem to prize above them all
The good old grocery store—
Where you could sit and take your ease
And eat the crackers and the cheese,
And browse around the bounteous shelf,
And when inclined, just help yourself

I see the shadows in the pool,
I hear the distant bell,
Which, with its summons back to school
I heeded none too well.
Yet whatsoe'er may be the spot
I linger to explore,
My dreaming cuts across the lot
To that old grocery store—
Where bacon from the rafters hung
And fruits in gay festoons were strung:
Where you could get without a thrill
Some change back from a dollar bill!

—Philander Johnson

# Trade Through Montreal Nears Billion

## Second Port in America—Value of Exports Through This Port is Over $700,000,000

IN view of the fact that the Port of Montreal affords a channel for the passage of the major proportion of Canada's produce passing eastward, a few facts regarding the importance of this as a port will be of interest to CANADIAN GROCER readers. Further interest attaches to this in view of the fact that much has been said of late regarding the deepening of the St. Lawrence and the affording to commerce a channel or series of canals which will greatly increase the capacity.

### SECOND PORT IN AMERICA

It is of great interest to note that Montreal, in point of importance, is the second port in North America. That is to say in the matter of trade figures which have been recently received, the value of exports from the Port of Montreal amounted in 1919 to over $700,000,000. This fact has been rather widely proclaimed and is something of which all Canadians should be proud. With the improvement of facilities for handling produce, it is just a question whether Montreal cannot be made the most important point on the North American continent, at least during many months of the year.

Montreal is said to have been very free from labor disturbances, comparatively speaking, during the past year, all agreements made having been faithfully adhered to by the various unions. Owing to the various labor organizations working smoothly, it was possible to receive and pass along to the European market immense quantities of eggs, cheese, butter, poultry, and many other foodstuffs, the total value of which is outlined in the above figures.

### OF NATIONAL INTEREST

The success attained with respect to shipment of goods through the Port of Montreal is of national interest. This comes from the fact that the produce passed through the Port of Montreal is grown on Canadian farms. It would seem to be a timely suggestion that all products passing from the producer should bear a suitable trade mark, so that when the package arrives at its destination an additional impression will be made upon the user to the value and quality of Canadian products. From comment which has been made from time to time, and from the excellent reception with which Canadian farm products have been received, the use of a suitable slogan or trade mark would seem to be not only timely but of great value. With respect to Canadian cheese and butter in particular the standard has been very high. Even the grocery trade should be interested in the expansion of this foreign trade, for it helps to build up our trade balance in a favorable way in products which we can produce and sell abroad which are natural. The prospects for a continuation of the good work which has already been started are of the best. It will be very interesting to watch the expansion of this phase of Canadian activity.

A view of Montreal Harbor, Canada's great summer seaport, through which pass many of our products towards overseas markets.

# Can a Grocer Sell Phonographs?

## George V. Kneen Has Handled Them for Five Years and Sold More Last Season Than in Any Previous One—Big Record Demand

GEORGE V. KNEEN, 515 St. Catherine Street, Maisonneuve, has been selling phonographs for the past five years. "Last year our business was bigger than in any previous year, and the line has been a success," said Mr. Kneen to CANADIAN GROCER. "We have also had a big sale for records."

The Kneen business is an interesting one, in that it has many sides to it, hardware as well as groceries being sold. The large space available for display made it possible to accord some space to phonographs and accessories, and while the location of this has been altered somewhat, the line has been stocked so long now that Mr. Kneen's customers have a habit of coming to him for their requirements.

### Works Both Ways

The advantage of having something else than the line which is carried most extensively, to offer customers who come to the store, will be clear to CANADIAN GROCER readers. If the space be available, then it is possible to display some line which customers probably will buy if they have the opportunity.

Phonographs have appealed to Mr. Kneen's trade. Located in a somewhat well-populated district, and where industrial workers make their homes, here is material for cultivation on the mordern popular musical instrument. Mr. Kneen saw the opportunity, and naturally argued that he might as well have the business as the other fellow. Making arrangements with one of the best manufacturers, he has continued to expand this department, and enjoys an increasing trade, as well as an excellent demand for the records. This, perhaps, is the biggest end of the business, especially after a few sales of machines have been made, and when those owning them can be persuaded to select new and popular songs, instrumental and comic records.

"People coming in for groceries will buy records, so that this idea works both ways," stated Mr. Kneen.

### Publicity Helped

Mr. Kneen stated that the firm whose line he has been carrying have helped sales materially in that they have, from time to time, coupled his name with their generous advertising done in various newspapers circulated in his city. This was of value, in that those reading the advertising would be glad to call at the store of the nearest agent and very probably arrange to secure the machine they most wanted.

The machines are also displayed in the windows, while on the floor of the store there are cabinet machines. These are ready for immediate demonstration.

Records are kept in a wall rack of about seven feet width and with four sections depth, enabling the firm to stock hundreds of records. These are in constant demand, and an arrangement is secured from the manufacturer permitting the return, if desirable, of ten per cent. of the sales made, of all records.

# Doesn't Favor Price Tickets; Thinks Display Should Attract

THAT the absence of price-cards on articles for sale about the store develops the selling power of the salesman, is the opinion of Mr. Russell, who for a great number of years has carried on a grocery business in Montreal, known under the name of "Russell's Market," on St. Catherine Street. In an interview with CANADIAN GROCER, Mr. Russell expressed the opinion that goods attractively displayed will interest the customer sufficiently to bring about an enquiry as to their price, and that interest makes the sale more probable. Were the price marked, there is the likelihood that, considering the figure too high, or more than she intended paying, the customer would simply put the matter from her mind and forget all about it. In this store, she sees something she thinks she needs and asks the price.

This is where salesmanship comes in, Mr. Russell maintains. The customer is interested in a certain article and has enquired into its price. In making a sale, it is of the utmost importance to interest the would-be customer by getting her to talk about it. So in this instance. She desires the article and the salesman has the most important points in the making of a sale in his favor. She is interested and is talking about it. After learning the price, she may consider it too high, but when the salesman has explained that it is not high at all, that the quality of the goods demand such prices, etc., she will more likely than not change her opinion, and a sale is effected.

### Good Displays Increase Sales

Mr. Russell went on to say that too much importance cannot be placed on the attractive displaying of what one has for sale, and his well-arranged stands bear testimony to his opinion. He states that it certainly pays to attend to this end of the business. On the many little stands about the store are arranged articles that the customer is likely to need or may have forgotten. They are frequently changed, and in this manner the lines he carries are well advertised and invariably become good sellers. Mr. Russell finds that articles arranged to suggest themselves often sell better than if he tried to sell them on a customer. This is one of the principles on which this veteran grocer has developed his business.

---

### SHOULD HAVE KNOWLEDGE OF GOODS

There are two classes of business in the world for which the general public feel they require no previous training—acting for the movies and running a grocery store.

When one thinks of the commodities gathered within the limit of even the smallest corner grocery, their diverse uses, the climate and countries that produce them, the care and skill required in their growth, transportation and preservation, to say nothing of the problems of manufacturing and selling, one wonders how the most daring person can tackle the venture.

### Don't Know the Goods

But as the Irishman very truthfully but inaccurately remarked "Fools walk in where angels won't walk." There are daily examples of the truth of this. Witness a grocer who runs a business in a Western Ontario city. This store is situated in a working man's district, where the people are good buyers, good pay and willing to carry their purchases. Recently Mrs. B., whose husband carries a lunch each day, came into the store to buy a tin of salmon, stipulating that the salmon be "Red," as her husband refused to eat any other kind. The grocer sold her a tin from stock, which on being opened proved to be a pale pink variety. Mrs. B. returned to the store and again explained what she wanted.

The merchant did not know even qualities specified by name on the table, such as "Sockeye," "Cohoe," "Chum," etc., and his only guide to quality was the price. The would-be buyer was at last forced to go to a rival store to get the goods she wanted.

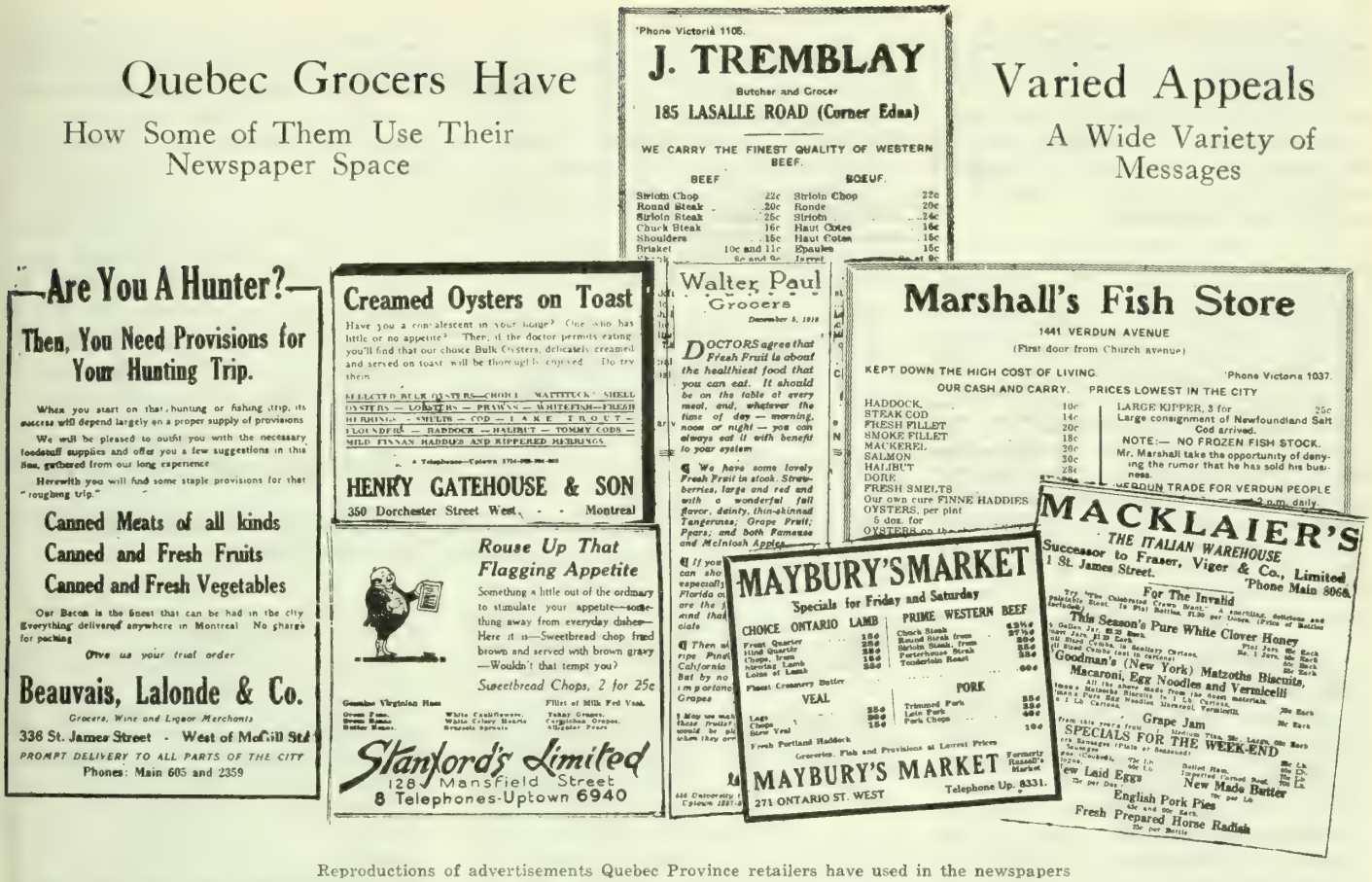
### Guilty of Two Blunders

In this transaction the grocer was guilty of two very serious blunders. Not only did he shake his customer's confidence in him, and all customers like to feel that the grocer's judgment is to be depended on, but he perhaps also lost a portion of a good patron's business by permitting customers to come under a competitor's influence.

The rival store may in some way make greater appeal to Mrs. B. It may be a matter of superior service, greater knowledge of goods, better sanitary conditions or a more pleasing personality among the selling force. But the fact remains that the retailer, through the lack of even an elementary knowledge, stands out to lose a portion and perhaps all of the customer's trade.

# Quebec Grocers Have Varied Appeals

## How Some of Them Use Their Newspaper Space

## A Wide Variety of Messages

Reproductions of advertisements Quebec Province retailers have used in the newspapers

A WIDE variety characterizes the appeal of the grocers of Quebec Province in the weekly or daily advertising which they conduct through the various mediums serving their trade. So wide is this variety, in point of fact, that to analyze them all would not be possible in a brief article. There are good points in most of them, and some contain much that is worthy of emulation. That they are successful—these appeals—in drawing custom from those whom they reach is attested from the fact that various types of advertising are continued by the retail grocers, indicating their satisfaction with the results. A study of some of these types of advertising, together with reprints of the copy, will indicate some of the tendencies in the minds of the grocer preparing them, as to the value of this means of publicity.

### An Interesting Series

Walter Paul, Limited, located near St. Catherine Street, Montreal, at 556 University Street—and almost in the heart of the metropolis, run a series of unique advertisements in one of the morning dailies. The type of this advertising was doubtless suited to the class of trade to which this firm cater—a high-class, select trade, which desires the better products, and the superior service, for both of which they are willing to pay.

Each message is of uniform size, single column by eight inch depth, and occupies, usually, the same space, where the housewife, reading her morning paper, will be most likely to find it, even without specially looking for it. "Walter Paul, Limited—Grocers," and a date line always are used at the beginning. Then, without preliminaries, the message begins. The appeal is direct, is confined to a single line, and strikes right at the heart of the matter. For instance, one day's advertisement will speak of canned goods. From three to six or seven brief paragraphs describe the line of canned goods carried, the variety, and the price the latter closing the appeal. This method has the advantage—and a great one it is—of centralizing the thought of the prospective buyer; when the news has been read, if the housewife wants canned goods, she is pretty likely to go to the telephone and leave her order for some one or more varieties of the canned fruit, vegetables or fish which have just been described. In this connection, several of the advertisements suggest the use of the telephone.

### Uses Name At Top

"Macklaier's"—"The Italian Warehouse," make a bid for consumer business through a type of advertising which is distinctly their own. Mr. Macklaier, for many years manager of the old Fraser, Viger & Co.'s business, purchased the concern some months ago and continues the same style of advertising as that used for years by his predecessors. The firm name appears at the beginning of the advertisement, giving the street and address and the phone number. Then plain facts are stated, and prices quoted, always. Very often "Specials for the Week-End" are outlined, and particularly in the summer season when week-end parties take a journey to adjacent resorts. An advantage is taken of this to suggest tinned meats, poultry, canned goods, hams, bacon, etc. Through this appeal a very considerable business has been secured, and deliveries to these various points are maintained in the summer months. Tons of groceries are sold to summer resort owners and to those summering at these points, delivery being made by auto truck.

The Macklaier store also caters to a select and old-established trade.

### Whetting Appetites

Turning from this type of appeal, the copy used by some of the produce and fish supply stores cannot fail to impress its message from the fact that the satisfying of one's appetite is brought to the fore.

In this type of message, "Stanford's Limited," 128 Mansfield Street, Montreal, have followed a course which is unique, and which should be decidedly effective. The space used, daily, is 4 x 4½ inches. In this space, Stanford's have recently adopted the use of a series of cuts. These depict a portly waiter in various attitudes. Sometimes he is carrying a covered fish server, sometimes a menu card, and so on. Here, then, is the "eye catcher" and the attention thus secured, "Rouse up that Flagging Appetite," follows in one effective advertisement, a brief outline of Sweetbread Chops as an appetite devel-

oper being suggested in a phrase of not more than 30 to 35 descriptive words. On other days, a special variety of fish —with suggestions as to ways of serving—affords a different appeal which makes this type of advertising more in the nature of a news item, informative as it is, than savoring of a studied or stiff advertising appeal.

### Real Suggestive

"Creamed Oysters on Toast," begins the 3½ inch x 4 inch advertisement of Henry Gatehouse & Son, 350 Dorchester Street, Montreal. This firm's advertising is also an appetite-provoker, in that ways of serving fish and poultry are outlined, making it unnecessary for the housewife even to consult her own cook book. These advertisements have the right appeal, for they are written by a feminine member of the staff who succeeds in getting the right "punch" into this copy. Mr. Gatehouse is very proud of the copy that his advertising manageress turns out, and rightly so.

### Seeking Special Trade

Beauvais, Lalonde & Co., 336 St. James St. Montreal, have used some good copy. "Are you a hunter?" starts one of their special "ads.", which naturally is written with a view to interesting men who are about to "to take to the woods" or go on a week-end fishing trip. Outlining the necessity of providing a plentiful supply of provisions for such needs as will arise, they offer free delivery and free packing of such supplies. The appeal draws particular attention to canned meats, fruits, vegetables and cured meats.

Marshall's Fish Store, Verdun, Quebec, appeals to the consumer from the standpoint of cutting living costs by eating more fish. "Our Cash and Carry"—"Verdun Trade for Verdun People," are two of the phrases used in one of their advertisements, and then actual prices are quoted. This store also affords its customers the advantage of fried fresh fish fillets, which are prepared on the premises from 4.30 to 7 p.m. on three days of the week, and on Saturday at extended hours. This affords a service which has helped build a select and extensive trade for Mr. Marshall.

### Uses Both French and English

Seeking the trade of both French and English customers, J. Tremblay, 185 LaSalle Road, prints prices on meats and provisions in both languages, offering two specials in the week, pure lard and special spring chickens.

Maybury's Market, 271 Ontario Street, Montreal, offers "Friday and Saturday Meat Specials," giving definite quotations, and suggesting meats, groceries, provisions and fish, which should secure a response from family trade.

### Keeping to Facts

With a world of reading matter in the daily press, with magazine development on a scale that has made a record in the past few years, people want facts, and want them "without frills," so to speak. This has indicated to the modern grocer the necessity of stating briefly what he has to say.

The grocery sections of some of Montreal's departmental stores recognize this fully and usually secure a host of interested readers through making a direct appeal, getting right down to actual prices after a brief, introductory sentence. These advertisements are usually most extensive at mid-week, in the evening papers, or probably on Thursday, and occasionally on Friday rights.

"After all, women, whether they be possessed of means or otherwise, like to know the price"—so think many retailers. Ayrshire Grocery and Provision stores have realized this in view of the fact that they have contracted a 12 inch deep by 7 inch wide space to list a long variety of groceries, with their prices.

After all, the important thing is to secure the audience—and which in this case is the community which the dealer seeks to serve, and then to inspire its confidence and good-will. This seems to have been borne in mind by the average grocer seeking business through advertising. For he realizes that the customer he secures through the printed message to-day, must be kept sold. And to secure this result there is nothing like consistency; it is indispensable.

# Here's a New Way to Boost Candy Sales

## Open the Boxes and Place Them on Tables, Leaving Customers Free to Sample Various Kinds

WHAT would you think of taking a dozen, two or even three dozen boxes of candy, opening them up, and leaving it to the honesty and fairness of your customers to leave them alone, and simply say, "I'll have a pound of those, please." Rather risky, eh?

That is the way it struck CANADIAN GROCER when its representative entered the candy department of the Paquet Company, Joseph Street, Quebec City. "This is a new one on me," said the writer to Mr. Dubuc, the manager, "and it interests me, greatly; what are the results?"

"It has been a great success, decidedly so, and we have doubled our turnover on chocolates and candy. At Christmas time it took three sales-ladies to attend to the customers in this one department. We sold, of regular lines of candy in pails, two hundred of the ten-pound size. This included various kinds of mixture candy, but there was a big sale for satinettes.

### No Bags—All Boxes

"We never sell any candy in bags; we use boxes altogether. These boxes are quarter, half and one pound capacity, and they are weighed right in with the candy. We have this small scale handy and the boxes are filled and placed on the scale, and usually are of correct weight, having been made to hold just such a quantity. There are two advantages, that of having a neat package, and that of the advertising we get from having the box printed." (It might be mentioned that great quantities of these boxes are used every year.) "The cost of the boxes is secured through weighing them in, with the candy purchased."

### Losses Are Small

Asked as to whether the losses from having candy displayed on tables in this open manner, Mr. Dubuc said that the amount of candy eaten by customers as they passed through was negligible, when related to the greatly stimulated sales. "We believe that it pays, and it has paid well to have the candy right out before the customers as they pass. Nearly everybody eats candy, and will buy it if it is suggested."

One of the excellent ideas developed is that of showing boxed candy too. This is displayed in silent salesman, and many different kinds of packages are displayed, affording the prospective customer a wide choice, and which is, in candy-selling, found profitable.

Strange as it may appear to have so extensive a showing of candy open before the customer, the plan has worked wonderfully well for the Paquet Co., and, as indicated, the sales have doubled. Five tables with various kinds of candy placed thereon, are employed, while candy in pails is shown on a sixth table. Two sets of candy weighing scales are conveniently placed for weighing.

Thus, inspiring the fairness of the customer, suggesting the purchase of these dainty sweets in a manner which is well-nigh irresistible, one of the most interesting and probably as profitable a department as can be found in the modern grocery, has received a decided boost which is expected will continue to develop materially.

---

### NEW TRADE COMMISSIONER FOR SCOTLAND

J. Vernon McKenzie, who has recently left the MacLean Publishing Company to accept the position of Canadian Trade Commissioner for Scotland, with headquarters at Glasgow, will make a brief tour of the Dominion, between Winnipeg and the Maritime Provinces, during the next six or seven weeks. Any manufacturers or others interested in exporting to Scotland, who may wish to get in touch with Mr. McKenzie, or who may wish to have him make inquiries for them in Scotland, may address communications to the Editor of this journal, who will see that they are forwarded. Or communications may be addressed direct to the Secretary of the Canadian Manufacturers' Association, Montreal. Mr. McKenzie will make his headquarters there until early in March, and after that communications will be forwarded.

# Display Goods Well; People Will Buy

## J. O. Savard, of Quebec City, Believes That His Customers Want to See What They Are Buying—Turns an $8,000 Stock Ten Times

By Staff Correspondent, Canadian Grocer

"NEVER mind limited space—show the goods."

That's a slogan which is inbred with J. O. Savard, John Street, Quebec, and who has, for many years, been serving a growing trade in the historic city. His is an excellent trade, in that it is growing, but even of greater importance in his estimation in that he recently adopted a cash basis of selling, which, he says, is working out to the best possible advantage. Not only so, but business is increasing to a remarkable extent, as will be developed in this article later.

The strongest impression made upon the customer when entering the Savard store is that of display. That is to say, a particular buyer would at once feel that here, right at hand, was a variety of groceries to satisfy any taste; a stock to afford the most extensive selection. And in such an assumption there would be little possibility of disappointment coming as an aftermath.

### Some of the Arrangements

Chocolates have proved to be a good line for the grocer, and many have so developed this department that they point to it as one of the profit-makers. This applies in the Savard store. Two generously-stocked silent salesmen are placed lengthwise of the store and contain a variety of tempting sweets made by three prominent candy makers. All sizes from one pound to five pound boxes are displayed, and the most exacting desires can be met and satisfied.

"Do you sell many of these package goods" was asked by CANADIAN GROCER.

"Yes, they sell well, and our business in these has grown very well. Many order them by telephone, while others buy them with other goods while in the store I handle three different makes, and they are good. Some have their preference, while others leave the selection of the candy to us. We sell a great deal."

Other arrangements for displaying stock are those of using the packages in which oranges, grapefruit, vegetables, etc., are received. These are turned at an angle and are placed where the customer cannot fail to see, and this suggests a want, which, eventually, results in a sale and an increase in the bill of goods purchased.

Right at the entrance to the store, as will be seen in the photograph, use is made of the space to show special goods —usually fresh poultry.

### Nuts—Vegetables

In February many buyers will have forgotten such a line as nuts. Not so here, for they are displayed in pails along with the fruits already mentioned. Candy pails are employed and look well when kept filled. This imparts a good impression, the supplies are generous, and the most natural thing on the customer's part is to say: "A pound of those filberts, walnuts and peanuts, please." And sales are thus greatly increased.

"We aim to have fresh vegetables all the year through,' said Mr. Savard. "These we get from Boston in the winter, and while we do not always make money on them, or much money, we like to have them for our customers." Tomatoes, radishes, lettuce, celery, sprouts, mushrooms, and many other lines were displayed on this February day, and the showing was very attractive.

### Some Big Sellers

Every grocer has his own ideas regarding the lines he will make leaders. Among others, two have been featured by Mr. Savard, and he is, in the first place, very proud of the extensive demand he has created for strictly new-laid eggs. These are sought by his customers at all times, and particularly when new-laids are at a premium. "I always guarantee them and never send my customers poor eggs. They are such that they may be eaten raw, if necessary or desired, by an invalid. In have specialized on these and sell thousands of dozens. I could sell hundreds of cases more if they could be secured."

Mr. Savard referred to the fact that a large Government institution longed to get eggs of this grade, but that he had long since ceased to cater to this trade. It is job enough looking after the house or domestic demand, and it is not worth while tendering on supplies for Government institutions, he states.

Fresh poultry is a line which has sold well. "We sold 2,000 pound of turkeys at Christmas time last year," Mr. Savard remarked, and of course there is a big sale for milk-fed chickens, etc. Sales are stimulated through the unique use of a little display arrangement at the front of the store, where the appeal to

View of the interior of the J. O. Savard store, Quebec City, giving good idea as to how Mr. Savard displays his goods to catch the eye

the customer is made effective and quite certain.

**Educates His Trade**

Mr. Savard extends an unvarying courtesy to his trade. Always wearing a smile himself and of a friendly disposition, this atmosphere pervades the store, reaches the clerk, and passes on to the customer. It pays. For it is pretty safe to say that the frigidity of a customer will be well melted ere she gets out if this spirit manifests itself throughout the store, and in the long run all benefit.

Biscuit sales are very extensive, and on this line Mr. Savard has built up an excellent trade on his own initiative. That is to say he has suggested lines on which he was himself first sold, has won the confidence of his trade for these, and enjoys to-day the result of his efforts.

Pickles and glass goods, canned fruit, fruit in glass, meats in glass, etc., are so arranged as to make a definite appeal. In this way an excellent demand has been created, and "shelf warmers" are reduced to a small minimum. All through the store freshness strikes the customer as an outstanding characteristic of the stock.

**Ten-Time Turnover**

It is not often that a stock can be made to turn ten times, that is, a general grocery stock in an average town. Many lines will turn oftener than this, but on an estimated stock of eight thousand Mr. Savard believes that he will do a business this year of $90,000, and on the average he will turn his stock ten times. Herein lies one of the elements of his merchandising success—that of quick turnover.

**And All for Cash**

Spot cash is the only basis on which business is now done at the Savard store. This was decided upon over a year ago and inaugurated on May 1, 1919. It cost the owner some customers' trade for a time, "but they returned," said Mr. Savard to CANADIAN GROCER. "They felt at first that it was a great hardship to be asked to pay cash, but we were bound to stick to the plan, and they eventually came back and are paying cash for what they buy, and have paid, or are paying up their old accounts."

**Keeps Well Posted**

Mr. Savard keeps well posted on what affects his own business. That is to say, he looks for and is interested in the messages of the various manufacturers and jobbers whose goods might be of interest and profit to him when stocked. "I have been a subscriber to CANADIAN GROCER for twenty-five years," he remarked. "I am much interested in the markets and special information and in the advertising of those who have goods to offer, particularly if it is a new firm or a new line. I was interested in reading the advertising of the ——— Company for the new polish it is getting out And when a traveller comes in to ask for business for his line of goods I am always more interested if I have seen his line advertised in the trade paper; I know something about it already."

Summed up, the Savard grocery business is developing because of the undivided interest of its proprietor in the customer; this confidence on Mr. Savard's part begets confidence from the customer.

# Rotates Fish Varieties Weekly and Keeps His Customers Sold

## Montreal Fish Dealer Buys by the Carload—Makes Sure Customers Receive Variety So They Do Not Tire of Any One Kind—How Careful Service is Given

O'CONNOR'S FISH MARKET, Montreal, buys fish by the carload. This involves some selling, for nearly all this immense quantity is resold in small lots.

"Just now we have a carload of fresh haddock on the way, and this will be here in a few days. We expect to resell it in four or five days," said Mr. O'Connor to CANADIAN GROCER.

The O'Connor business is not only an interesting one, but it is also one of the oldest fish enterprises in the city of Montreal. Begun by Mr. O'Connor, Sr., fifty or more years ago, the development has been a considerable one, and three stores are now operated. One of the developments has been that of the acquirement of a large jobbing business, supplying other stores, and this outlet, added to those afforded by his three retail stores, provides a field which absorbs many thousands of pounds of fish weekly. In the case of the car of fish, haddock, which was due to arrive within a few days of the call made by CANADIAN GROCER, Mr. O'Connor said, that the car would probably total 22,000 pounds or more, and this would probably be all sold within five days.

To keep fish moving in this manner is no small task. It is the work of a hustler to keep this perishable stock turning, and Mr. O'Connor has succeeded. Brought up to the fish business by his father, it is second nature to him to find outlets for his stock. This car of fresh halibut, it should be said, is but one item in the sales for cured and filleted varieties of fish; oysters, salt and other cured fish are extensively sold.

"It is not easy to secure good men, not so easy as it is in the Old Country," said Mr. O'Connor, "but I have been fortunate in getting two good men lately, and one of them is out now calling on men whom he knows. We have to get this fish out quickly."

**Operates Three Stores**

The O'Connor business is a three-store proposition. Two are "cash and carry," one operated on Chaboillez Square—an old historic spot near the Grand Trunk Station, and one at Verdun, a Montreal suburb. The other is located on the old St. Antoine Market, and it was here, fifty or more years ago, that the business was started.

This threefold business gives the firm excellent outlets for its big stocks. From a retail standpoint the "cash and carry" store on Chaboillez Square does a big business. Practically nothing but fish is carried, and yet several men are employed here and are kept busy all the while, every day in the week. With the exception of Monday, each day records a big turnover.

"Many of the customers are workers in the mills and factories and plants and call to buy what they want on the way home at night. It is a very busy time at these hours, when the men are going home especially, and I have a good man in charge of this place. It is a great satisfaction to have a good man in charge.

"The 'cash and carry' plan has worked out pretty well, and did especially during the war. It is most successful where there is a pedestrian traffic. It was quite popular during the war, and of course our business at Chaboillez Square is conducted on this basis only. 'Cash and carry' also applies at the Verdun store."

**Losses are Small**

"Are there any losses," asked CANADIAN GROCER, "and is there any way to prevent these?

"We do not lose very often, but sometimes losses are heavy when they do come, because we handle such big quantities," replied Mr. O'Connor. "If a big shipment of fish goes bad, why it just has to be lost, and we figure that the first loss is the smallest one in any case. Fish must, of course, be handled quickly, and if there is any claim to be made against the transportation com-

In the entrance to the J. O. Savard store, Quebec City, there is a display case for specialties.

pany it has to be made promptly if we are to get it."

Loss is minimized through care being exercised in handling the fish and in getting them hustled along to the consumer with the minimum of delay. It is necessary to exercise continual vigilance, and of course when extensive quantities are handled a large staff is necessary, and in this way Mr. O'Connor keeps the stock moving out rapidly.

### Storage is Important

Mr. O'Connor has much storage space at the St. Antoine Market store, and this is suited to the purpose, in that it runs back under a number of retail stalls which are on the street line above, St. Antoine Street being above the level of St. James on which the store faces. "This space is always of a satisfactory temperature, and we can keep a good deal of fish here in the best of condition. Of course we use the big storage plants in the city, too."

Received in barrels or in cases, fresh and frozen fish may be maintained in first-rate condition and are available quickly when wanted.

Oysters, at this season of the year, are extensively sold. Solid meat oysters are brought forward in three and five-gallon cans, and a big trade is carried on in these. Restaurants buy them in this style of container, and in season many hundreds of gallons are sold. They keep well in these cans and reach the user in prime condition.

### How to Increase Sales

"Is the fish business any better than it used to be?" Mr. O'Connor.

"Oh, yes, it has grown, and is bigger than it was; fish is becoming more popular. The way to keep people interested in fish, and to keep on selling it to them right along is to rotate it. That is, if one has a standing order for so much fish, say, do not send them this week the kind of fish they received last week. If you select another variety, they will not tire of fish, and this is one of the best ways to keep their interest up."

Mr. O'Connor related an incident of where a shipment had been made one party after this principle, and they related to him how delicious had been the fish. "It was just because we had sent them something different than they had the last time. It is a great thing."

Then, of course, the fish trade has so developed that it is necessary to clean and scale the fish for customers. They will not have it otherwise, very often. To accomplish the quick cleaning of fish, a very large table is placed to the rear of the store in the St. Antoine Market, and eight or ten men, if need be, can be cleaning and scaling fish here at one time. Free use of water carries away the accumulation of scales, etc., and knife and brush assist in the work of cleaning. The lower cost of fish, as compared with meat, Mr. O'Connor states, has helped to popularize it.

### System in Delivery

The location of the St. Antoine Market store is quite central. That is to say, it is located in a way to make division of the city possible, and so facilitate delivery. For instance, deliveries to the north, south, west and east may be easily arranged. For years, a simple plan has been followed in arranging these deliveries. A long wire rack, made of about fifteen gauge wire, is attached to one wall of the store, about five feet above the floor. This is divided into sections and these are marked North West, Low West, North East, Low East, South. Drivers know the boundaries of these districts, or if they do not a tinplate, lettered with the name and number of the street limit, in a given direction, makes this clear. There is thus no overlapping, and when the salesman has wrapped a parcel for his customer it is thrown into its proper receptacle and then picked up by the driver and whisked away to the destination at a certain hour.

"We have to be rather independent regarding deliveries," Mr. O'Connor pointed out. "That is to say, we have to watch our accumulated orders and tell the office not to promise delivery after a certain hour. We do not mind 'close-in' deliveries, but those outside certain streets we tell the customer cannot be delivered, it may be, before the first afternoon delivery."

### 1,300 Orders Daily

"We just figured up one day how many parcels went out, and there were over 1,300. This included the deliveries and the parcels taken away from this store. That means a lot of delivery, and so we had to make some limit on orders that were received, and promise delivery accordingly.

"We have four telephones in the office, and they can tell any of us from there, if we are wanted. A great deal of our business comes over the telephone, but a great deal of fish is sold to the consumer at the store."

Mr. O'Connor has developed his business, evidently, because he is interested in it greatly. He understands the many varieties which are available, keeps fresh stock every day in the year, strives to maintain a high standard, and engages men whose knowledge of the fish business assure him a competent sales staff which will secure for him an increasing clientele of which he will have reason to be proud.

## HOUSE OF REFUGE REQUIREMENTS

What do the inmates of Canadian Houses of Refuge consume? Here is list of the items included in an advertisement, "Tenders for Supplies," published by one institution:

Granulated Sugar, per 100 lb. sack.
Yellow Sugar, per 100 lb. sack.
Oatmeal, per 90 lb. sack.
Green Tea, per lb., by the chest.
Black Tea, per lb., by the chest.
Mixed Tea, per lb., by the chest.
Salt, per barrel.
Coffee, per 5 lb. lots.
Rice, per 100 lb. sack.
Brooms, per dozen, 4 strings .
Tobacco, McDonald, per lb.
Tobacco, T. & B., Cut, per package.
Tobacco, Shamrock, per lb.
Tobacco, Stag, per lb.
Tobacco, subject to separate tender.
Matches, Eddy's, per case.
Toilet Paper, 2 oz., per case.
Scrub Brushes, per dozen.
Old Dutch Cleanser, per case.
Soap, Comfort, per box.
Syrup, per lb.
Beef, front quarter, cut by the chart.
Bread, per lb.

# Does Location Matter? Turcotte Says, Yes!

## Abel Turcotte Moves to What He Considers an Improved Location, Though Within a Stone's Throw of Old Store—The Part That Fixtures Play is Big One

From an interview by A. H. ILLSEY, with A. Turcotte, Quebec City

This is an interior illustration of the A. Turcotte store in Quebec City. Mr. Turcotte changed his location some time ago and finds that it paid him.

DOES location pay? Advocates many, say yes. In this number Abel Turcotte, John Street Quebec City should be included, for he has found a changed location to increase his business. Moving but a few doors from a location which was adjacent to some Greek fruit stores, Mr. Turcotte related to CANADIAN GROCER that his trade is much greater, and in every way his new location more satisfactory, notably in that his sales have grown and his turnover increased, with better things still to come. Where the store now stands many pass, and it is removed from the otherwise detracting influence of the small fruit stores mentioned.

### Strong for Modern Fixtures

Mr. Turcotte's store has an air of roominess about it despite the fact that it is not wide. It has, however, good depth, and in the arrangements that have been carried out he gets the full benefit of every inch of space. For instance, beginning right back of the display windows, some of the shelving is only six inches deep. This sounds narrow, but for the select lines of bottled pickled, olives, olive oil, special vinegars, peppers, etc., it is ideal and just the right width. Deprived of the ordinary, cumbersome, heavy and expensive shelving which has been used so extensively for years in many stores, here is a departure that should be a source of satisfaction to Mr. Turcotte. To adopt this lighter shelving is to diminish the cost for this item of equipment, as well as gaining, for the grocer, display that really is more attractive.

Four divisions of this shelving are above the well-proportioned ledge, while beneath is just enough room for the display of oranges, grapefruit, lemons, candy in pails, etc. A change in arrangement, which is made readily, affords the customer an excellent showing from which to select, and the owner an opportunity for alternating displays almost every day. At the end, pickles in kegs are placed, and these are covered with a glass lid.

### Glass-Backed Windows

The remaining interior display arrangements are good, shelving being uniform, but that to the rear of a narrow but convenient and well-placed office (half way back of the left-hand side) being wider to permit of the display of larger package goods. All is finished in cherry oil stain, and this proves to be a pleasing shade against the white plastered walls.

Neat display windows are carefully arranged in inviting manner each week. These are dressed with one, or not more than two kinds of goods. "I do not think it a good plan to put a big variety of stuff in the window," said Mr. Turcotte. "It is better to show one line at a time, and we change the windows every week." If one thing is observed more carefully than another at this store it is that of cleanliness; that is, goods are kept carefully dusted. How much more inviting groceries are when so cared for?

At the back of the windows, glass-panelled doors have been provided. All dust is thus shut out from the display, and painted white, the clean appearance is further enhanced.

The windows are well lighted. That no more "juice" may be consumed than is necessary, and that the lights may be extinguished when the pedestrian traffic has reduced itself to a small aggregate, an electric switch attached to an alarm clock automatically turns the lights off at 11 p.m., or at any time desired. "This works fine, and we never need to worry about the lights, said Mr. Turcotte.

### Big Produce Sales

Among the items in which much business is transacted every week, provisions play an important part. For instance, each day's sales of sausage will amount to 35 to 50 pounds. Much of this is telephoned for, while many order and take delivery in person. Much ham and bacon, also are sold. Sixty to seventy pounds of the latter and 100 of cooked ham are average weekly sales.

A big stock of candy is carried, and weekly sales of this total 100 pounds. This is sold in boxes, and much also in bulk. And with such a nice variety as Mr. Turcotte carries, he is bound to sell much candy, and increasing quantities. He advocates as carrying two or three lines of the best makes, and finds this to pay. It affords his trade a selection, and this, though it may require more stock, pays in the long run in his estimation.

Catering to a family trade, which request upwards of half their goods over the phone, extensive sales are made of lard, butter and eggs. "About 40 per cent. of our orders come in over the telephone," he said.

Mr. Turcotte does not advertise extensively, excepting through his customers. "I have first-class customers, and they tell their friends to come, too. A well-pleased patron is a good advertisement." And in addition to this, the frequently-dressed windows tell a tale which is responsible for many a sale and for "repeats," also.

# Made in Quebec

## YOU WILL BE PLEASED

with the high quality of your pastry and with the unsurpassing goodness of your cakes, pies, biscuits, if you use

## REGAL FLOUR

*White and Pure as the Lily*
**THE BEST IN THE WORLD**

REGAL FLOUR is a perfect flour; fine, smooth, always uniform in quality, rich and nutritious, because it is made with the choicest Canadian Wheat in the most modern mills in the world.

*If you haven't yet tried REGAL FLOUR, try it today, we know that it will satisfy you in every way.*

Sold by all grocers in 7-14-24-49 and 98 lbs. bags and in 98 and 196 lbs. barrels.

**ST. LAWRENCE FLOUR MILLS CO., Limited**
MONTREAL.

# Regal Flour

**THIS WEEK** we publish in every newspaper in the Province of Quebec the above advertisement for our celebrated

## REGAL FLOUR

*White and Pure as the Lily*

representing the highest quality of flour. Regal Flour is strongly recommended for the baking of delicious and wholesome cakes and pastry.
Keep it in stock and take advantage of the demand we create by our intensive advertising.

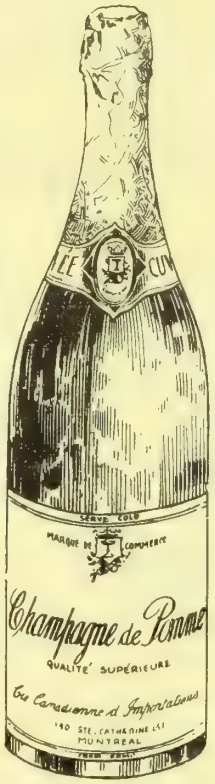
**Sold everywhere in 7, 14, 24, 49 and 98 lb. bags and in 98 and 196 lb. barrels.**

## St. Lawrence Flour Mills Co., Limited, Montreal

# Made in Quebec

## Made in Montreal

## For Canadians By Canadians




**Can be sold in any Part of Canada**

**Conforms With Government Regulations**

**Champagne de Pomme** is manufactured from the best Canadian Apples and Guaranteed to be Absolutely Pure.

Sold in Pints, 2 doz. to the Case. We also have "Cider Mousseux" in pints and splits and packed.

Orders can be shipped same day as received.

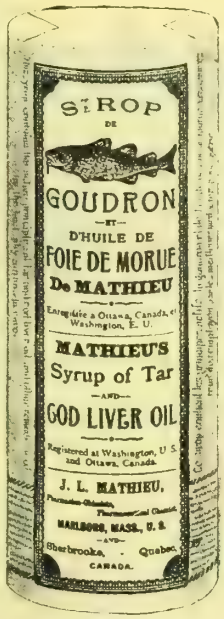
***Send in Your Orders for Easter Trade***

# Cie Canadien Importations

## 140 St. Catherine Street

## MONTREAL

# Made in Quebec




*Mathieu's Syrup of Tar and Cod Liver Oil a splendid body builder.*

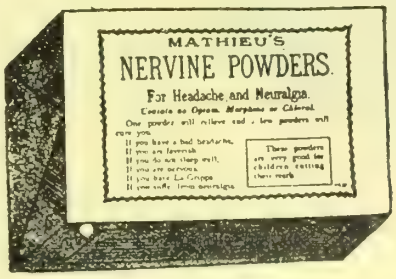
# Mathieu Products are made in Sherbrooke, Quebec

## MATHIEU'S NERVE POWDERS and MATHIEU'S SYRUP OF TAR AND COD LIVER OIL

Grocers find these two well-known remedies net them excellent profits. Their reputation for purity and dependability is Canada-wide. Keep a good display of these two efficient medicines in your showcase or on the counter. They always sell readily and they offer a profit margin that is unusually good.

Help keep your customers fit by suggesting these two remedies and once they use them they'll appreciate your suggestion.

Mathieu's Nervine Powders contain absolutely no morphine, opium or habit-forming drug. They are composed of harmless drugs that act in a natural way.




**A Great Remedy for Neuralgia, Sleeplessness, Sick Headache, La Grippe.**

## J. L. MATHIEU COMPANY

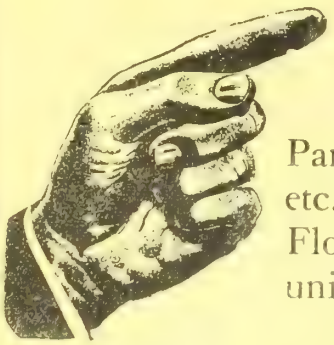
**SHERBROOKE** *PROPRIETORS* **QUEBEC**

Made in Quebec

# Make It Your Leader!

You can win the complete customer - satisfaction and good-will that every merchant strives for if you recommend Brodie's XXX Self-Raising Flour.

For successful baking results it stands pre-eminent. It has never failed and thousands of Canadian housewives use it in all their cooking operations.



Pancakes, Muffins, Biscuits, Doughnuts, etc., made with Brodie's XXX Self-raising Flour are delicious. It's high standard, uniform quality guarantees repeat sales.

Grocers everywhere find it a good flour to sell—a flour that never varies in quality—a flour that will live up to the highest recommendation.

*Now* is the time to stock up with Brodie's XXX Self-raising Flour —now, while we have a good stock on hand and can guarantee prompt deliveries.

BRODIE & HARVIE, LIMITED
MONTREAL

# Made in Quebec

# VOL-PEEK

MENDS HOLES IN POTS & PANS IN TWO MINUTES WITHOUT TOOLS

**MENDS** — Graniteware
Tin — Copper — Brass
Aluminium Enamelledware etc

Made in Quebec

Made-in-

# Victoria Brand Products

There are two outstanding features that place Victoria Brand Products high above competing lines and those two features are better value and superior quality.

They are made from the purest materials under strict sanitary regulations and every one of the big list of Products is made-in-Montreal. Send for our list with quotations, you'll find our prices very attractive.

Laporte, Martin, Limitee

*Wholesale Grocers*

584 St. Paul St. W. - - Montreal

# Made in Quebec

# Montreal

## The Montreal House of Service Quality, Delivery and Co-operation

During our forty-eight years in the wholesale grocery business we have consistently striven to make our house a house of honest values and satisfactory service.

Our great buying facilities enable us to quote prices that are unusually good, and every line we offer has stood the test and sells on its own merit.

## Service Is Our Watchword

To give advance information on the future markets, either through the mails, the trade papers or by our boys on the road, has been one of our cherished ideals. Many of our customers have made money by making use of the information at the right moment.

Prompt delivery is also a big item to you. Slow delivery means lost sales and often permanent loss of a customer. We do our best to ship orders within the twenty-four hours and make deliveries at date promised.

Our Promotion Department will gladly furnish you with any information pertaining to the grocery business. Ask us.

## Laporte, Martin, Limitee

*Wholesale Grocers*

584 St. Paul St. W. - - Montreal

# Made in Quebec

## You can always depend on the quality of Hatton's Fish

### *And Service Unequalled*

Send along your next fish order and let us show you what quality fish really means in the matter of better profits.

In dealing with us you are dealing with the old reliable fish supply house whose fish supplies are drawn from selected catches at the best Lake and Coast Points in North America.

Our stocks are always reliable. Our supplies are always sufficient.

**Send us your orders for all kinds of fish. Keep well supplied during Lent.**

## D. Hatton Company

MONTREAL

*Established 1874*

# Made in Quebec

## "SALTESEA" OYSTERS

Packed in GLASS JARS in MONTREAL. PURE and UNADULTERATED just as they come from the OCEAN. SOLID MEAT TO EVERY JAR.

If you are not already with us a TRIAL CASE will make you a steady customer.

## OCEANIC OYSTER CO. OF CANADA, LTD.

MONTREAL

# Made in Quebec

The above photograph will give you an idea how we prepare

# "Pride of Canada" Maple Syrup

for the market. Note the cleanliness of our employees who are filling gallon tins. Every part of our factory is kept in accordance with the Pure Food Laws of our country. Pride of Canada Maple Syrup is guaranteed absolutely pure. No adulteration. The new crop will soon be on the market. Now is the time to book orders. Order from your wholesaler or write direct to

REPRESENTATIVES:—W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. Mackenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S.

## Maple Tree Producers Association, Limited

**Offices: 58 Wellington St. W., Montreal, Canada**

Made in Quebec

The Chief Characteristics

*of*

GAZELLE BRAND

*are*

Quality, Reliability and Uniformity

HUDON, HEBERT & COMPANY,
LIMITED

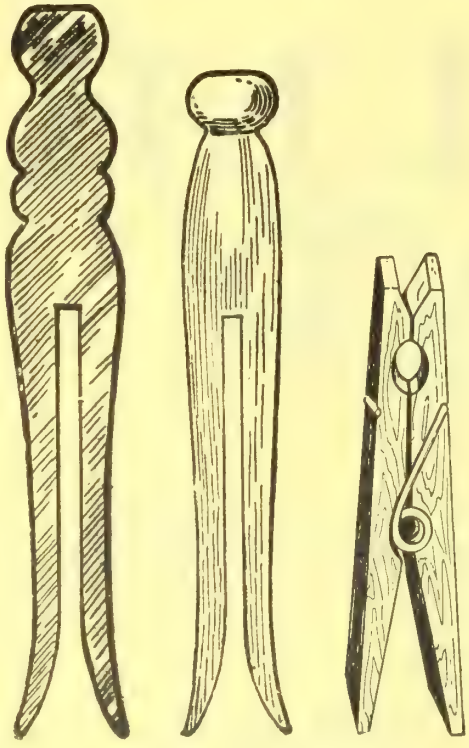
MONTREAL

# Made in Quebec

## Megantic Brooms mean big sales

because they are constructed from the best materials in a way that assures the purchaser of the longest wear and the greatest all round satisfaction.

A *Megantic* display in the corner of your store will mean a big profit for you. The satisfaction that goes with them will prove a valuable asset in creating confidence in other lines you carry.



## Clothes pins that stay on the line

Megantic Clothes pins as pictured here are guaranteed to please your customers. They are made from selected wood that does not easily crack—they stay on the line until removed and hold the clothes firmly. We can also supply you with cheese boxes, fruit boxes, whisks, etc.

AGENTS—Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne & Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.

AGENTS FOR CHEESE BOXES—V. Dionne & Fils, St. George, Beauce.

## Megantic Broom Mfg. Company, Limited

*Manufacturers of Brooms, Clothes Pins, etc.*

MEGANTIC, QUE.

# Made in Quebec

*The plant of the A. R. Whittall Can Company Limited*
*corner of Mullin and Charlevoix Streets, Montreal*

**Manufacturers of all cans for Meats, Vegetables, Milk, Syrup, Fish, Paint, etc. Packers' Cans, Open Top Sanitary Cans and Standard Packer Cans with Solder - Hemmed Caps**

## A. R. Whittall Can Company Limited

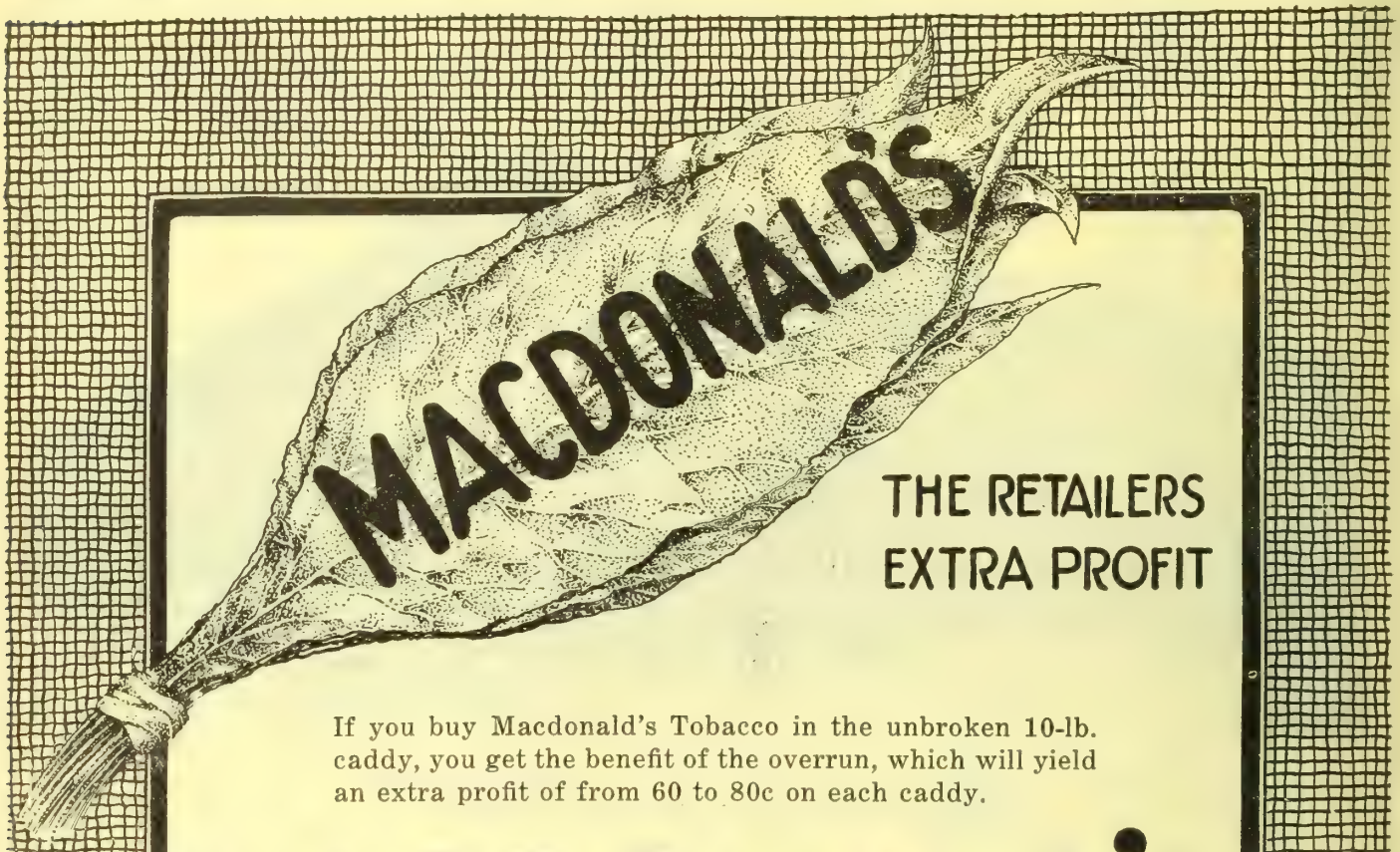
MONTREAL

*Established 1888*

Sales Office:
202 Royal Bank Bldg.
TORONTO
G. A. Willis, Sales Mgr.
Phone Adel. 3316

Sales Office:
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna

# Made in Quebec




## THE RETAILERS EXTRA PROFIT

If you buy Macdonald's Tobacco in the unbroken 10-lb. caddy, you get the benefit of the overrun, which will yield an extra profit of from 60 to 80c on each caddy.

# MACDONALD'S TOBACCO

## Smoking and Chewing

*Selling Agents*

Hamilton—Alfrew Powis & Son.
London—D. C. Hannah.
Manitoba and North-West—The W. L. Mackenzie & Co., Limited, Winnipeg.
British Columbia—George A. Stone, Vancouver.
Quebec—H. C. Fortier, Montreal.
Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons.

W. C. MACDONALD, REG'D, Incorporated, MONTREAL

Made in Quebec

# CLARK'S SOUPS

Get 100 cents worth for your Canadian Dollar by buying

MADE IN CANADA PRODUCTS

and don't forget, Mr. Grocer, that CLARK'S SOUPS Made in Canada are second to none.

THE QUALITY IS THERE
ALWAYS THE BEST

*The CLARK LIST is full of "OTHER GOOD THINGS."*

Clark's

W. CLARK, LIMITED, MONTREAL

# Made in Quebec

## VLIT

### THE TIME AND LABOR-SAVING FURNITURE POLISH

**V**lit
**L**essens
**I**ndoor
**T**oil

Prevents dry rot and fills hair cracks

Improves all wood-work

**Best and**

Sold only through
Wholesalers and Jobbers

R. C. HANNAN, Manager
(Formerly with Thomas J. Lipton)

VLIT
FURNITURE & AUTOMOBILE
POLISH
Velvet Finish Instantaneous,
Lighter Labour, Troubles Over.
VLIT is guaranteed to polish Paints, Varnishes, Enamelware, Pianos, Floors and Furniture. Also Burlap, Linoleum, Fancy Leathers and other things too numerous to mention.
VLIT does not contain one drop of acid which is the great destroyer of furniture.
VLIT prevents mud from adhering to automobiles.
VLIT makes old cars look new.
VLIT licks up dirt and polishes in one movement.
VLIT must make good or we will
Made in Canada
Direction-- Shake bottle, moisten lightly a soft clean cloth, rub briskly four or five movements are sufficient, when a brillant polish is the result DO NOT use a second cloth to polish.
The VLIT MFG. CO., Ltd.
MONTREAL

**V**elvet Finish
**L**ighter Labor
**I**nstantaneous
**T**roubles Over

A genuine furniture food

Contains no kerosene nor acids

Non-inflammable

**Goes Farthest**

**Order Today**

THE VLIT MANUFACTURING CO., LTD.
223 McGill St. MONTREAL
Main 4927

# "BEAVER BRAND" CANNED GOODS

We specialize on Canned Fish of all kinds and endeavor to always carry in stock—Lobster of all sized tins—Lobster Paste—Finnan Haddie—Mackerel—Clams—Salmon, all grades — Kippered Herring — Oysters — Tuna Fish — Shrimp, etc.

---

We also offer: Canned Chicken, all sizes—Blueberries—Green and Wax Beans—Dinners Ready, etc.

---

**Write or 'phone for prices or information on any of the above and same will be cheerfully given.**

## J. W. WINDSOR, LIMITED
## MONTREAL

# Made in Quebec

# MAPLE SYRUP

### SMALL'S FOREST CREAM STANDARD PURE MAPLE SYRUP

**Selected from choice Quebec Groves**

Delivered East and South of Sudbury.

UNREFINED

| | |
|---|---|
| 36 10 oz. Bottles | $ 8.90 |
| 24—16 oz. Bottles | 8.85 |
| 12—32 oz. Bottles | 8.20 |
| 24—28 oz. Tins | 12.45 |
| 6—160 oz. Tins | 17.90 |
| 1—5 gal. Tin, Crated | 18.10 |
| 48 Gals. in Barrel, per gal. | 3.25 |

### SMALL'S FOREST CREAM STANDARD PURE SYRUP

**Small's Forest Cream Pure Syrup is refined, is more uniform in color and flavor than Sap Syrup and in many instances gives better satisfaction than the former.**

| | |
|---|---|
| 36—10 oz. Bottles | $ 7.90 |
| 24—16 oz. Bottles | 7.75 |
| 12—32 oz. Bottles | 7.15 |
| 24—28 oz. Tins | 10.85 |
| 6—160 oz. Tins | 15.00 |
| 1—5 Gal. Tin Crated | 15.20 |
| 48 Gals. in Barrel, per gal. | 2.75 |

### CANADA'S FIRST SYRUP

**Of mild flavor and decidedly uniform.**

| | |
|---|---|
| 36—10 oz. Bottles | $ 5.75 |
| 24—16 oz. Bottles | 5.50 |
| 12—32 oz. Bottles | 5.00 |
| 24—28 oz. Tins | 7.25 |
| 6—160 oz. Tins | 9.45 |
| 1— 5 Gal. Tin, Crated | 9.25 |
| 48 Gal. in Barrel, per gal. | 1.70 |

### SMALL'S PURE CANE AND CORN MOLASSES

**Blended for Table use only.**

| | |
|---|---|
| 6—160 oz. Bottles | $ 8.45 |
| 1— 5 Gal. Tin, crated | 7.85 |
| 48 Gals. in Barrel, per gal. | 1.40 |

### SMALL'S "BAKERS' CHUM" PURE CANE MOLASSES

**For baking purposes only.**

| | |
|---|---|
| 36—10 oz. Bottles | $ 4.25 |
| 24—16 oz. Bottles | 3.75 |
| 12—32 oz. Bottles | 3.30 |
| 24—28 oz. Tins | 3.75 |
| 6—160 oz. Tins | 5.30 |
| 1— 5 gal. Tin, crated | 4.60 |
| 48 gals. in Barrel, per gal. | 0.75 |

### SMALL'S "FOREST CREAM" MAPLE TUB SUGAR

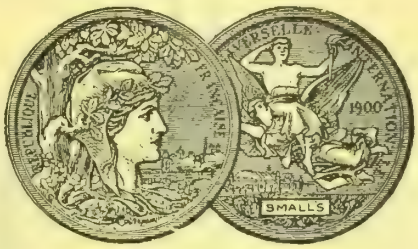
| | |
|---|---|
| Reputed lb. Tins, 24 to case | $ 9.30 |
| 2—30 lb. Tin Pails, crated | 26.30 |

### SMALL'S PURE CREAM BLOCK SUGAR

| | |
|---|---|
| 96 Union Blocks, Pure Cream Sugar | $ 3.65 |
| 72 Patties, Pure Cream Sugar | 2.60 |

### SMALL'S "FOREST DEW" REGISTERED

| | |
|---|---|
| Reputed 1 lb. Glass, 24 in case | $ 6.30 |
| 2½ lb. Tins, 24 in case | 16.45 |

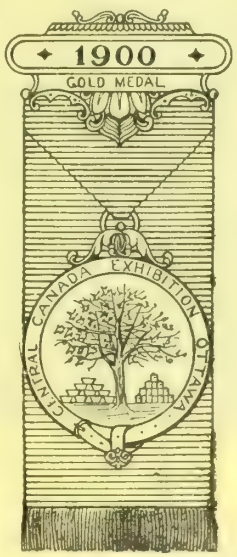


Lieutenant J. E. Mireault

Our Western representative. Headquarters at Calgary. Do not wait until our representative calls, but place order at once for your season's requirements for Small's Brands with your jobber, that supplies may be timely on spot. Prices shown on this page are now in force.

**Notice**

Small's food products are advertised in *The Grain Grower's Guide, MacLean National Magazine and other mediums*




## SMALL'S LIMITED

**MONTREAL**

### SMALL'S "FOREST CREAM" BUTTERS

All Small's Butters are processed from the original exclusive formulas, have a texture as smooth as dairy butter and will not harden or grain.

In four flavors. Colors—brown, yellow, chocolate and white.

Delivered East and South of Sudbury.

| | |
|---|---|
| Reputed lb. Tins, 24 in Case | $ 5.60 |
| 2½ lbs. Tin, 24 in case | 13.60 |
| 2—30 lbs. Tin Pails, crated | 12.30 |
| In Bbls., per lb. | 0.18¼ |

### SMALL'S "HONOMOLEEN" REGISTERED

**Invert Sugar**

This product contains no glucose. Sweetening properties equal to about 95 per cent. of granulated sugar.

| | |
|---|---|
| 70 lbs. in Tin, crated | $13.80 |
| Bbls. of about 650 lbs., per lb. | 0.17½ |

### SMALL'S STANDARD PURE WHITE HONEY

| | |
|---|---|
| Reputed 1 lb. Glass, 24 in case | $ 7.55 |
| 2½ Tin, 24 in case | 19.20 |

### SMALL'S SMILES "KISSES"

| | |
|---|---|
| 72—5c Packages | $ 2.60 |
| 10 lbs. in Case | 2.75 |
| 25 lbs. in Case | 6.60 |
| 125 lbs. in Barrel | 31.35 |

### SMALL'S FOREST CREAM AFTER-DINNER MINTS

| | |
|---|---|
| 72—5c Packages, 3 boxes in case | $ 2.60 |
| 2—12 lb. Pails A.-D. Mints, crated | 6.65 |
| 24 Tins After-Dinner Mints, in case | 4.10 |

### SMALL'S JOLLY SMACKS "JELLIES"

| | |
|---|---|
| 16 lbs. Jolly Smacks, in case | $ 3.15 |
| 3 5 lbs. Boxes, in case | 3.10 |

### SMALL'S GENUINE TURKISH DELIGHT

| | |
|---|---|
| 3—7 lb. Boxes T. D. in case | $ 5.15 |
| 72—10c Pkts., 3 boxes in case | 5.40 |

### SMALL'S WALNUT FUDGE

| | |
|---|---|
| 3—5 lb. Boxes, in case | 4.40 |

### SMALL'S PURE SUGAR WAFERS

| | |
|---|---|
| 2—12 lb. Pails, crated | $ 6.65 |

### GRANDEE TABLE MOLASSES, CHOICE

| | |
|---|---|
| In 5 Gal. Tins, per gal. | $ 1.38 |
| In Bbls. of about 48 gals., per gal. | 1.25 |

### GRANDEE TABLE SYRUP

| | |
|---|---|
| In 10 lbs. Tins, 6 in case, per case | $ 8.10 |
| In 5 Gal. Tins, per gal., crated | 1.45 |
| In Bbls. of about 48 gals., per gal. | 1.33 |

# Made in Quebec

Those who are interested in the laws governing the Repeal of the War Time Order-in-Council and the resumption of Inter-Provincial Traffic should

*Write to*

**JOHN E TURTON**

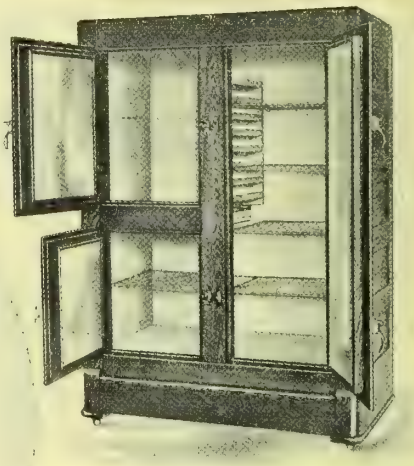
Importers from Scotland

Board of Trade Building

MONTREAL

HANSON'S

GROCER OR INSTITUTION REFRIGERATORS



## Perfect Refrigeration

and excellent display features make Hanson's the ideal refrigerators for grocers. They are made from the finest materials with a style for every requirement. Write us for particulars. Prompt deliveries.

**The J. H. Hanson Co., Ltd.**

244 Paul St. West MONTREAL

# The World's Best

In every test Cow Brand Baking Soda has proven its superiority and its great strength makes it the most economical baking soda on the market.

Keep your "Cow Brand Soda" well displayed. Its reputation sells it.

*Known and preferred everywhere*

**Church & Dwight, Ltd.**

MONTREAL

# Made in Quebec

SEED DEPARTMENT "SEEDS" "SEEDS" "SEEDS"

We sell only Government Standard Inspected Seeds. When **Seedy,** be sure and get our prices before placing your order elsewhere.

**We SPECIALIZE**

All varieties Seed Oats, Corn, Barley, Wheat, Peas, Buckwheat, Beans, Tares, Clover and Timothy, from one bag up to car lots. We pay freight to all stations in Canada. We buy and handle only reliable seeds.

GROCERY DEPARTMENT

We are one of the largest jobbers in all kinds of staple groceries. We welcome your inquiries for Canned Fruits, Vegetables, Salmon, Sardines, Jams, Dried Fruits (such as Prunes and Raisins), Molasses, Sugars (Granulated, Yellow, Raws); Pork, Lard, Teas, Coffee, Rice, Spices, etc.

FLOUR, FEED & GRAIN DEPARTMENT

We sell hundreds of cars per week. Feed Oats, Barley, Buckwheat, Peas, Rye, Corn, Flour (Strong, Bakers' and Pastry); Bran, Shorts, in carload lots or assorted car lots. Get our prices f.o.b. cars, your station.

PRODUCE DEPARTMENT

We are buyers and sellers Potatoes, car lots or less; Peas, Beans and all kinds of Country Produce.

**We claim to be the largest wholesale house in Canada in our line of business.**
**When writing, mention "Canadian Grocer."**

## JOSEPH WARD & COMPANY

*IMPORTERS* *Established 1879* *EXPORTERS*

**115 Youville Square, Montreal, Que.**

***Wholesale Grocers, Agricultural Seeds, Produce, Grain, Flour and Feed Merchants***

## Big Demand for Food Products in Quebec. Let us market your goods in this rich Province.

We are dealers in all kinds of Grain, Flour, Mill Feed, Bran, Shorts, Feed Flour, Peas, Beans, Etc.

Ask us for quotations when in the market.

*J. R. Genest, Managing Director*

We expect any day big shipment.

RICE

We advise placing orders immediately as market is likely to advance.

SPECIAL

**Wire us for prices on Yellow Corn. (Car load lots.) We are sure to save you money.**

## GENEST & GENEST LIMITED

**BROKERS AND COMMISSION MERCHANTS** **BOARD TRADE BLDG., MONTREAL**

# Made in Quebec

## King George's Navy"

## CHEWING TOBACCO

Like the great navy whose name it bears has proven its superiority under every test.

King George's Navy is a chewing tobacco that will appeal to every lover of chewing. Its sweet, soothing, delicious goodness is unlike any other tobaccos. It is a leader that is daily adding to its host of friends.

*Master Mason. The Plug Smoking Tobacco which makes and holds customers.*

## Master Mason

***The Plug Smoking Tobacco which MAKES AND HOLDS CUSTOMERS***

Master Mason is made from choice tobaccos, fully matured and pressed into a solid plug so as to preserve all the natural moisture and fragrance of the leaf. This treatment ensures the characteristic smoothness and mellowness as well as the freedom from bite, parch and firing so often found in tobaccos packed in tins or packets.

Make your next order *Master Mason*—Canada's Popular Smoking Tobacco.

**Rock City Tobacco Co.**
**Limited**

**QUEBEC and WINNIPEG**

**SMOKE MASTER**

## *MASON*

**"IT'S GOOD TOBACCO"**

## You Are Sure of Full Weight When You Buy
# Thistle Brand Finnan Haddie

Every 1 lb. tin contains 16 oz. Every ½ lb. tin contains 8 oz. You get full weight and always have for 30 years. Their reputation has been built on honest weight. Your customers expect full weight—"it's only fair."

**Full Weight Every Time**

*Sell Thistle Brand Haddies*

**The Thistle Curing and Canning Co.**

**Sole Agents: Arthur P. Tippet Co., Montreal**

**Full Weight for 30 Years**

# *Robinson's Ice Cream Cones*
## *Means Pure Cones*

NO HANDLING NO COLOURING ABSOLUTELY PURE

**ROBINSON'S** Special Pure Cake -- Favorite Cone

**ROBINSON'S** Cone No. 1 -- Cone No. 2 Wafers

These goods are made from the purest and best products.
Prices advancing---*Write us for samples and prices.*

## Maple Crispette Company, Limited
**Montreal**

GENERAL SALES AGENTS east of the Great Lakes and British Columbia
We are now opening offices in Toronto.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

QUEBEC

**ROSE & LAFLAMME**
LIMITED
*Commission Merchants*
*Grocers' Specialties*
MONTREAL TORONTO

**EPPS COCOA**
*From now on*
J. C. Thompson Co. Montreal
F. E. Robson Co. Toronto

**AGENCIES WANTED**
For Food Products, Confectionery, etc. For the Dominion. Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

**PAUL F. GAUVREAU**
Wholesale Broker
Flour, Feeds and Cereals,
84 St. Peter Street, Quebec.
I am buyer of flour, feeds, grains of all kinds, damaged grain, also cereals. Mail samples.

**AGENCIES WANTED**
For food products, jams and confectionery lines for the Province of Quebec, also for Egypt, Roumania, Bulgaria, Turkey, Greece and Italy. Good connections and best references. Levant-American Mercantile Co., Ltd., 408 Power Bldg., 83 Craig W., Montreal.

Established 1889
**HOWE, McINTYRE Company**
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL - CANADA

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
**A. H. M. HAY**
*General Produce & Lumbermen's Supplies*
Phone 5311
Residence 6383
98 St. PETER ST.
QUEBEC

**WANTED**
Agencies for food products for the City of Montreal, best references.
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

**MANUFACTURERS**
Place your merchandise with a modern up-to-the-minute Agency in 1920.
O. M. SOLMON
MANUFACTURERS' AGENT, IMPORTER, EXPORTER, COMMISSION MERCHANT
Is open to represent several new progressive manufacturers in the New Year.
4492 St. Catherine St. W., Montreal

**SHEELY-MOTT CO.**
Brokers and Manufacturers' Agents
A FEW MORE FIRST CLASS AGENCIES WANTED
Bankers: Home Bank of Can.
St. Nicholas Bldg., Montreal

**BRITISH GUIANA**
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
*Manufacturers' Representatives*
41 Robb Street, Georgetown, Demerara, British Guiana
*Exporters:* Cocoanuts, Coffee, Rice, Cocoa.

MARITIME PROVINCES

**GAETZ & CO.**
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

## *When in Doubt Try the "Want Ad" Page*

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

Two cents per word first insertion, and one cent per word for each subsequent insertion, and five cents extra per insertion for Box No. Payable in advance.

ADDRESS

CANADIAN GROCER - - 143-153 UNIVERSITY AVE., TORONTO

# Made in Quebec

## RICE
## RICE FLOUR
## RICE MIDDLINGS

**Mount Royal Milling and Mfg. Coy., Limited**

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
*Agents*
MONTREAL

---

## BUCHANAN & AHERN

*Wholesale Commission Merchants and Importers*

GROCERIES, FLOUR, MILL-FEED, GRAIN, ETC.

20 St. Antoine Street Cor. Dalhousie Street
QUEBEC, QUE.

---

We are open to represent manufacturers of food products.

Big demand in this district for Canned Fruit, Vegetables, Fish.

Write us for information.

**ALBERT DUNN**
*Commission Merchant*
QUEBEC, P.Q.

---

## EUGENE PICHER

COMMISSION MERCHANT

**Grain, Hay, Provisions**

and

**Fish Specialties**

HERRING TURBOT CODFISH

*CORRESPONDENCE SOLICITED*

91 Dalhousie Street - - Quebec

---

## TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES. Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

**P. PASTENE & CO., LIMITED**

340 ST. ANTOINE STREET - - - MONTREAL, QUE.

---

## Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

**Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to**

**Canadian Grocer Want Ads.** 143 University Avenue TORONTO

# EVERY GRAIN PURE CANE

ROYAL ACADIA SUGAR

ROYAL ACADIA SUGAR

Royal Acadia is 100% pure and 100% sweet — a combination that never changes from one year's end to the other.

Royal Acadia (granulated) is put up in 2 and 5 lb. cartons 10, 20 and 100 lb. bags, half barrels and barrels. Yellow — in bags and barrels.

From the time the raw cane reaches our large plant shown below until the finished product is packaged under our celebrated brand—every method is employed to make Royal Acadia the purest and best Sugar in the world.

## THE ACADIA SUGAR REFINING CO., LIMITED

HALIFAX, N.S.

# Made in Quebec

The beverage of countless centuries — is of the same matchless quality today as a thousand years ago. It cannot be improved. The Government of Japan guarantees the purity of Japan Tea — the people of Canada testify as to its quality.

*"The salts of tea reduce the amount of solid food necessary and maintain the vigor."*

16 —Dr. William, Yale.

A good Japan Tea display is always timely and always worth while.

The quality of this delicious product of the Flowery Kingdom can be depended upon to satisfy the most particular Tea drinker.

There are many in your community who will buy Japan Tea from you. The demand is growing daily.

Why not prepare to get your share of it?

# Made in Quebec


*MADE IN MONTREAL*

# POPCORN PRODUCTS

**The Famous Maple Crispette Prize Bag**

***Tootsie Crisps***

*Something New*

**Old Log Cabin**
**Maple Crispettes**
**Popcorn Balls**
**Popcorn Bricks**
**Popcorn Cones**
**Popcorn Rounds**

***Tootsie Crisps***

*Have you tried them?*

***We also sell Popping Corn 90% Popping Test***

***Send Us Your Orders***

**Maple Crispette Co., Limited, Montreal**



# What's your salary Mr. Clerk?

This is not a personal question—ratherdo we wish to be a source of help and encouragement to you in increasing the bulk of your weekly pay envelope whatever its present size may be.

In your line to-day, as in every other, it's the trained men that are going ahead. Men who study their business and possess ideas and initiative for creating sales, men who know the goods they handle sufficiently well to talk intelligently about them to the customer—such men do not have to ask for a "raise." It comes to them.

Why not put yourself in this class of big salary earners? Make your services worth more to your employer by reading the advertising columns and the specialized editorial information in CANADIAN GROCER every week. Ask your employer to pass it along to you; or better subscribe yourself.

It just costs you $3.00 for 52 issues—less than 6 cents a week—and it will prove a splendid investment in the greater money-making knowledge you will acquire from it.

In any event, plan on reading CANADIAN GROCER regularly. It's the surest road to advancement.

CANADIAN GROCER

Publication Office: 143-153 University Ave., Toronto. Other Offices at Montreal, Winnipeg, Vancouver.

# Made in Quebec

# Our Prices are Right

## TEAS Black or Green TEAS

We stand behind our brand for excellence and purity in the cup. The flavor is marvellous.

TRY IT.

Our capacity of buying in large quantities direct from the countries of production is unlimited.

TRY IT.

## Canned Goods
## Fruits and Vegetables

Anticipate your requirements before the rush.

We expect a good demand for

**"PRIMUS" BRAND**

at the opening of navigation.

A sane method of doing business.

**Our Motto *"Satisfaction"***

We give you the service.

## L. CHAPUT, FILS & CIE, Limitée

***Wholesale Grocers, Importers and Manufacturers***

**2, 4, 6, 8, 12 and 15 De Bresoles Street**

**MONTREAL**

Established in 1842

# CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

*The Only Weekly Grocer Paper Published in Canada*

JOHN BAYNE MACLEAN - - - - - - - - President
H. T. HUNTER - - - - - - - - Vice-President
H. V. TYRRELL - - - - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1103 Union Trust Bldg.; Telephone 3449. Vancouver—39 Tenth Avenue West.

UNITED STATES—New York, Mrs. E. C. Gibb, Room 1606, St. James Building, 1133 Broadway (corner 26th Street), New York; Telephone 8971 Rector. Chicago—Room 1401, Lytton Bldg., 14 E. Jackson St.; Telephone Harrison 9133. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable address, Atabek, London, England.

SUBSCRIPTION—Canada, $3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4.00 a year. Single copies, 10c., invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

VOL. XXXIV TORONTO, Feb. 27, 1920 No. 9


## *AN IMPORTANT LEGAL DECISION*

AN interesting case was recently decided in Montreal in the Supreme Court in which the point at issue was whether or not the vendor of a carload of tomatoes had guaranteed the purchaser against defects. Plaintiffs in the action were Hart & Tuckwell, fruit merchants and importers, who sued Olivier Decarie for $432.36, being the balance of price of a carload of tomatoes, sold and delivered to defendant at Montreal in June last.

Defendant said he bought the tomatoes on the verbal guarantee of plaintiff that they were in good order and condition. Some of the cases at the door of the car were examined and found to be in good condition, but as he unloaded, however, he claimed half of them to be rotten and unfit for consumption. Under the circumstances defendant urged that he owed to plaintiffs only $600.19, which had been paid.

Plaintiffs refused to accept this and urged their claim for payment in full. Justice MacLennan, in pronouncing judgement against defendant, affirmed that the goods were open to inspection and purchaser, therefore, could have known actual condition of the tomatoes in question.

## *WANT MARGARINE PROHIBITED*

THE Saskatchewan Dairymen's Association at their convention in Moose Jaw passed a resolution asking the Dominion Government to prohibit the importation of oleomargarine, also its manufacture in Canada after September of this year and to prohibit its sale in Canada after March 1, 1921.

It was expected that the opposition to oleomargarine had completely disappeared. It has been shown by actual experience that the manufacture and sale of oleomargarine has not affected the price of butter nor injured the dairy interests. There is a big demand on the part of the retail trade, as well as consumers, for the making permanent the regulations to allow the manufacture and importation of margarine into Canada. There have been very few dairy organizations of late that have shown any opposition to this feeling.

CANADIAN GROCER does not believe that this is general. The Hon. Dr. Tolmie, Minister of Agriculture, stated to our representative some months ago that in all probability the regulation would be made permanent, permitting both the manufacture and importation of margarine.

## *LEGAL RECOGNITION OF NAMES*

"Food shall be deemed to be adulterated within the meaning of this Act, if it is an imitation of, or is sold under the name of another article." Section 3 of the Adulteration Act.

MANUFACTURERS of so-called "soft drinks" have placed on the markets, non-alcoholic beverages that are labelled as Port Wine, Sherry Wine, Brandy, Gin, etc. All such articles are adulterated in a legal sense and manufacturers and also retailers leave themselves open to a court fine when they sell these articles. The names Wine, Beer, Lager Beer, Whiskey, Brandy, Gin, etc., are legally defined as spirituous liquors, and there is no such thing as wine, brandy, etc., that does not contain alcohol. Unfermented Wine is also an illegal term, it should be labelled Unfermented Grape Juice or whatever fruit it is composed of.

## *INSIST ON RECEIVING A COPY OF EVERY ORDER*

"I ORDERED from a salesman five gross of a certain brand of toilet soap upon which I was to get ten per cent. discount. In due time the soap arrived, also the invoice without the discount being allowed and upon taking the matter up with the manufacturer I was told that no such discount was allowed and that no mention was made on the order sent in to the firm by the salesman. I did not get a copy of the order so of course had to pay the bill."

The above is a statement by a retailer to CANADIAN GROCER recently. It goes to show that the retailer cannot be too careful in insisting that he get a copy of every order given to salesmen. It also serves to prove the necessity of incorporating all conditions of sale on every order. The majority of salesmen are perfectly sincere in their verbal agreements upon making a sale, but occasionally a salesman is found, who, through lack of experience or over enthusiasm or perhaps is working on a commission basis will make any promise in order to get the merchant's name on his order book.

# CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

## QUEBEC PROVINCE NEWS

M. J. Beatty, of Stanbridge, Quebec, is on a business trip to Montreal.

Mr. Loggie, Jr., of Chatham,, N. B., is on a business trip to Montreal.

S. Malouin has opened a grocery store at 1414 DeMontigny East, Montreal.

F. Boisvert succeeds E. Serres as grocer, carrying on business at 708 Mentane Street, Montreal.

H. P. Gray, of the Gunn Langlois Co., Montreal, has gone to Winnipeg on a business trip.

Edmond Chaput, of St. Valerien, Quebec City, is spending a few days in Montreal on business.

H. R. Gray, of the Gunn Langlois Co., Montreal, has returned from his business trip to Winnipeg.

Mr. Guertin, of Hebert and Guertin, St. Madelaine, Quebec, is making business calls in Montreal.

A. Mireault has removed his grocery business from 110 to 91 Mountroyal Street East, Montreal.

O. Hortie has bought from J. A. Groulx the grocery business at 1116 St. Antoine Street, Montreal.

E. Thomas has resumed the grocery business he formerly carried on at 4753 Rosemount Boulevard, Montreal.

J. H. Grimm, of the Maple Tree Producers Association, Montreal, has gone to Rutland, Vermont, on business.

W. J. Forgie, of the William Davies Company, Limited, Montreal, has been obliged by sickness to keep to his bed.

J. H. Lightbound, of the St. Lawrence Sugar Refineries, Montreal, has been obliged by sickness to remain at his home.

J. LeClaire, butcher, has bought the business formerly owned and managed by J. A. Borrasean, at 267 Villeneuve Street, Montreal.

C. M. Parker of the William Davies Company, Limited, who has been sick for several days, is quite recovered and back at his business.

W. J. Forgie, of The William Davies Company, Limited, Montreal, is still confined to his house by sickness, but hopes to soon be about again.

A. E. Cox, Quebec representative of Cowan's Cocca, who has been ill for many weeks, is on the road to convalescence and hopes to resume his duties shortly.

Colonel Lumm, Eastern representative of S. H. Ewing & Sons, Montreal, who has been off the road for some weeks on account of the "flu," has recovered and will shortly be in his old territory again.

H. H. Cossit, Ontario representative of S. H. Ewing & Sons, Montreal, has recovered from his sickness and will shortly be covering his territory again.

Martin and Rochelau, grocers and butchers, of 71 Laurier Avenue West, Montreal, have dissolved partnership and the business will now be carried on by E. Martin at the same address.

J. V. McKenzie, Canadian Trade Commissioner for Scotland, has his headquarters now at the office of the C. M. A. in the Board of Trade Building, Montreal. Mr. McKenzie is getting into touch with Canadian manufacturers and exporters before leaving for Scotland

R. E. Calder, recently elected to Council of Board of Trade as nominee of the Montreal Wholesale Merchandise Brokers' Association, entertained the executive committee to dinner at the Engineers' Club recently.

Early on Sunday morning a fire broke out in the premises partly occupied by Baines, Ltd. (Canada Maple Exchange), Montreal, and in a short time the four-storey building was a complete wreck. Figures are not known, but it is thought that the losses are large. Disaster was narrowly averted when the walls of the building collapsed and fell tumbling down into the street. Some fifty firemen were at work on the upper portion of the building when this happened, and they owe their lives to their own nimbleness and the good judgment of their leaders.

## ONTARIO CURRENT NEWS

O. Brooker, West Lorne, Ont., has opened a meat department in connection with his grocery.

Arthur C. Leakey, St. Thomas, Ont., has purchased the business of W. A. Day, 239-241 Ross Street.

## MONTREAL BROKERS ELECT OFFICERS

The following officers were recently elected for 1920 at the annual meeting of the Wholesale Merchandise Brokers' Association at Montreal: President, Robert Anderson; vice-president, R. E. Calder; treasurer, C. B. Hart; secretary, H. C. Beatty; executive committee, H. R. Barnard, Cecil Gordon, H. D. Marshall and J. E. Turton.

## CLERKS ASK FOR EARLY CLOSING

St. John, N. B.—A petition for an early closing law for the stores of this city is to be presented to the common council in the near future. This was decided upon at a meeting of the Clerks' Association this week, presided over by H. Welsford. The clerks are asking for the closing of all stores in the city at 1 o'clock on Saturdays all the year round and at 6 o'clock daily throughout the year with the exception of the busy summer season when they are agreeable to working on Friday nights in order to get the half-holiday on Saturday. It was announced at the meeting that the managers of several of the larger retail stores in the city had agreed to the proposals provided the smaller stores would do the same.

## BOARDS OF EXAMINERS APPOINTED

In fulfilment of the requirements of the Inspection Law, the following boards of examiners were appointed at the weekly meeting of the Board of Trade, Montreal, for the ensuing twelve months:

Inspection of flour and meal—A. E. Gagnon, J. E. Hunsicker, R. W. Oliver, H. W. Raphael, Lionel J. Smith.

Inspection of hay—J. C. Bisaillon, H. D. Dwyer, Wm. McDonald, John Scott, Jos. Quintal.

Inspection of beef and pork—Richard Gray, Fred. Masterman, Stewart Munn, Jos. Ward, R. N. Watt.

Inspection of pickled fish and fish oils—R. A. S. Allan, A. H. Brittain, D. J. Byrne, Donald McLea, Stewart Munn.

Inspection of butter—Jas. Alexander, A. W. Grant, Arthur J. Hodgson, W. H. A. Olive, A. C. Wieland.

## JUDGE H. A. ROBSON RESIGNS FROM THE BOARD OF COMMERCE

Ottawa, Feb. 25.—Judge H. A. Robson, chairman of the Board of Commerce, has resigned, and that his resignation was placed in the hands of the Acting Prime Minister, Sir George E. Foster, last night. It is understood that Judge Robson's resignation has been caused by the later and more onerous duties placed on the board, including the Paper Controllership and resultant disputes, which were not anticipated at the outset.

## FIRE IN MATCH FACTORY

Hull, Que.—Fire, which broke out in the upper story of the E. B. Eddy match factory, at the Chaudiere, the other night, caused damage to the extent of several thousands of dollars. All of the three hundred girls employed in the factory were got out in safety. The fire originated in what is known as the "box bins" on the top storey amongst some thousands of boxes stored there.

# NEWS FROM WESTERN CANADA

## WESTERN NEWS

M. Taylor, 802 Sargent Avenue, Winnipeg, Man., has gone out of business.

Finucane & Oil, Watrous, Sask., have opened a butcher and grocery shop on Main Street.

H. Beach, of the King-Beach Mfg. Co., Mission, B. C., has been again elected to the office of secretary of the Mission Board of Trade.

Mr. Glabb, Winnipeg, has taken over the business recently operated by Frankel Bros., corner of Ellice Avenue and Burwell Street.

Hooper & Co., St. James, Man., have opened a new grocery and provision store on the corner of College Street and Silver Avenue.

A. McDougall, Winnipeg, Man., has taken over the grocery and confectionery business of T. Gibson, 53 Maryland Street.

P. B. Body, Winnipeg, Man., has sold his grocery and provision store on the corner of Donald Street and Broadway to H. W. Colquhoun.

C. F. Maghie, Winnipeg, has returned from England. Mr. Maghie has sold his grocery on Portage Avenue. He spent the last four months on a business trip in England.

A. E. Wedd, formerly of 481 Burwell Street, Winnipeg, Man., has taken over the business of J. R. Anthony, at 3731 Broadway, East Vancouver.

Samuel Carson, Norwood, Man., has recently bought a large block in the town, and he will move his grocery and provision business there in the Spring.

M. Simpson, who has spent the last two years in England and who formerly operated a store on Portage Avenue, Winnipeg, has opened a new store at 204 Queen Street, St. James, Man.

W. W. Thompson, who calls on the central city trade for A. Macdonald & Co., Vancouver, B.C., was called east suddenly owing to the illness of his father.

The Western Grocers' Social Club, a good-fellowship association of the employees of the Western Grocers, Ltd., Vancouver, B.C., held a successful whist drive and dance on Thursday evening, the 19th. The Old Country Tea Room was the scene of the festivities, and upwards of sixty couples were present. These social gatherings have been a monthly feature throughout the winter months.

Vancouver.—W. H. Malkin, of W. H. Malkin & Co., the wholesale grocers, has been appointed to the directorate of two more financial institutions, having been elected to the boards of the Northern Trust Co. and the Northern Mortgage Co. Both companies have their head offices in Winnipeg. Other directors in the Northern Trust Co. are: Sir Augustus Nanton and Sir J. A. M. Aikins. Mr. Malkin was Provincial chairman of the last two Victory Loan campaigns, and is chairman of the local advisory board of the Union Bank.

Arthur Lowe, general merchant, Langbank, Sask., has added a new building 24 by 30 feet in size, to his present store This new addition will be used for hardware and automobile supplies. He has also installed an electric lighting plant.

There has been an unusual amount of fog at the coast this winter. The candy men state to CANADIAN GROCER that chocolate coating is a cranky proposition, and that the finish on chocolates has a tendency to resemble the weather: a dull day, a dull chocolate—a bright day, a bright chocolate. If that be true, one should be able to see himself in an Alberta hand-roll.

A Mount Pleasant, Vancouver, B.C., grocer, says that the sugar shortage here has resulted in accumulated stocks of groceries on the shelves of the consumers, and that as sugar becomes more easily procurable the general and staple groceries, especially canned goods, are slacking off. "Many of my customers have told me," stated this grocer, "that in order to get a little sugar from various stores they have been obliged to buy an order of other goods. The shopper has figured, oh, well, I can do with a few cans of this or a package of that, and I need the sugar. Well, this will not be so bad as it was after the strike scare, when some small-calibred grocery hoarders started importuning their neighborhood grocers to take their surplus stocks off their hands."

## ADULTERATED MAPLE SYRUP—A WARNING TO GROCERS

Canadian authorities are still securing large quantities of adulterated maple syrup, 6,000 pounds of syrup being confiscated in Winnipeg and another carload in Montreal within the past week. Prosecution followed in one case, and the wholesale grocery firm was convicted.

## GOOD BUSINESS IN B. C.

Mr. Watson, of the Western Grocers, Ltd., Vancouver. B.C., reports to CANADIAN GROCER that business throughout British Columbia, notwithstanding the sugar shortage, has shown a marked increase over last year. That this is not simply the case with this one jobber is amply borne out by the various travellers covering the Fraser Valley and the interior. It should be noted that some sixteen thousand returned soldiers from other provinces have done B. C. the honor to make it their home. They are established, too. There is not the unemployment that many other winters have shown; indeed, there are still thousands of acres of the best fruit-growing and ranching land still waiting to be taken up.

## SUGAR IN B. C. FIR TREES

In view of the uncertainty of the sugar situation at the present time, it is interesting to learn that the growth of a sweet substance resembling sugar has been discovered on fir trees in British Columbia. Such is the announcement in the current number of the American Forestry Magazine, and the discovery came as the result of the investigation of Professor John Davidson, chief of the Bontanical Department of the University of British Columbia, at Vancouver.

Specimens of the product, upon analysis, are stated to have indicated the presence of a large percentage of an extremely rare variety of sugar. While it is not expected that fir sugar will become a factor in the food supply, like the product of the cane and the beet, it is believed it will prove valuable for experimental purposes.

The article states that Indians have, for many years, made use of the sugar obtained from fir trees in British Columbia.

## NEW BROKERAGE FIRM IN WINNIPEG

The Herald Brokerage Co. have opened offices at 617 McIntyre block, Winnipeg, where they will conduct a general brokerage business.

The general manager, Chas. C. Herald, has had considerable selling experience, having covered the West for the past ten years with a number of established lines.

Previous to the forming of the new company, Mr. Herald was with the Brandram-Henderson Paint Co. Associated with Mr. Herald are R. B. Strange, who will have charge of Alberta and British Columbia territory, also W. S. Martin, who will have charge of Saskatchewan.

Mr. Strange, previous to going overseas, was with the Dominion Government at Calgary for many years.

Mr. Martin, before going overseas, was in the retail business with his father at Saskatoon.

Mr. Herald has also been several years overseas, where the company was really formed, or first thought of.

The new company will operate from the Great Lakes to the Pacific, working both the retail and jobbing trade for their principals. They already represent several firms, being Western agents for the McCaskey Systems and Sales Books, Print-O-Graph parcel sealer, made by the American Products Corp., Ltd., St. Louis, U.S.A., and Richardson's "Magic" washing tablets, of Vancouver.

# Explains the Sugar Situation

## Head of Vancouver Refinery Talks to Retailers and Clears Up Many Misunderstandings—One Cause of Shortage

VANCOUVER, B.C.—On the whole the retailers have weathered the sugar shortage in a creditable manner. Time and again when CANADIAN GROCER has been in retail grocery stores irate customers have been voicing their views of the sugar situation in language more picturesque than complimentary to the local refiners. The question arose as to whether there were ears burning at the refinery many a time. Here's the thing, though, that should appeal to the refiner:

Invariably the retailer has done the best that time afforded to offset bitterness and prejudice with a sane and explanatory statement of the world conditions and unusual difficulties of procuring sugar in the primary markets and the shortage of ships—and not forgetting the labor troubles at home and abroad.

### "Canadian Grocer" Posted Him

Time and again CANADIAN GROCER has heard some customer, after a vain effort to wheedle out of the grocer some sugar which he did not have, retail all the gossip she or he had heard; all the fanciful tales going around—or perhaps fabricated on the spot—about where the sugar was going and what somebody's cousin who lived next to a refinery employee had guessed. In every case CANADIAN GROCER patiently told the old story to the same skeptical audience. One of the wholesalers said: "It's tough enough for us to have to tell the retailers that we have no sugar, but my sympathy is with the retailer who has to stand the gaff of the hundred and fifty customers that he has to explain to."

Blythe Rogers, of the B. C. Sugar Refinery, told the writer some time ago: "I have refrained from making any comment on the sugar situation to the press. Whether I was reported as saying that sugar was scarce or plentiful, every added reference to sugar merely sends the consumer at once to the grocery store."

In that Mr. Rogers is exactly right It is generally conceded that the scare headlines of a B. C. morning paper regarding the coming shortage, printed last November, sent immediately a month's supply of sugar into hoarding and greatly aggravated the situation. However, had the retailers been taken into the confidence of the refinery, some definite facts—very valuable defensive ammunition would have been provided for the retailers.

### Talks to the Retailers

On Tuesday, for the first time, Mr. Blythe addressed the regular meeting of the Retail Grocery Division of the R.M.A., and gave a comprehensive survey of the whole sugar situation. That the same was appreciated may be judged from the remarks of Vice-President T. H. White: "I am sure that after hearing Mr. Rogers' very lucid explanation of the sugar situation and of the conditions with which he has had to contend, we will all feel more favorably disposed toward him and the B. C. Sugar Refinery."

This goes to show that the manufacturer should give the retailer the best information possible. He is entitled to it, and will appreciate it.

### NEW SALES MANAGER FOR ACADIA SUGAR

Halifax, N. S.—John G. Reid has been appointed general sales manager of the Acadia Sugar Refining Co., Limited, of Halifax, N. S. Mr. Reid has been connected with the sales department of the Atlantic Sugar Refineries, Ltd., since its organization. He has been their Toronto representative for four years. He is therefore known to many in the Canadian trade.

### HIT BY MOTOR

Robert A. Low, of Welsh Grape Juice Co., suffered a very painful accident by being knocked down by a motor truck while in Ottawa recently. Mr. Low is now back on the job after an absence of ten days.

# How to Handle New Customers

By ELLIS WARDLE

THE writer has been doing considerable travelling 'round the country of late, and has been in a fair percentage of all the Canadian grocery stores. Being an "ex-member" of the trade himself, he has, naturally, watched the methods in use at various establishments. Recently, in one store, in a fair-sized Western town, he was standing talking with the "Boss" when a lady walked in and looked around. Finally, one of the salesmen found time to approach and enquire of her her wants. She was after information, mainly, and was informed in a very stereotyped sort of manner, "Yes, we have this, and we have that, etc."; finally she purchased a couple of odd articles and walked out. That woman was a newcomer to that town, but not one effort was made to get that woman's trade, that was practically thrown in that salesman's face. He, for all intents and purposes, "turned her down"; and then will wonder why she took her trade elsewhere. She came in that store with an offer of, for the sake of round figures, say, forty dollars a month worth of trade; a mere matter of five hundred dollars a year. He knew that when that woman walked into that store she was a stranger to that store. He made no effort to develop her acquaintance, to make those well-gauged little enquiries, to get her name, and to make her "feel at home."

That is one thing, I fear, many salesmen forget, and that is, that every stranger that steps into your store, is a "prospect." At least, it is up to you to find out. It is so simple, if an honest effort is made. It is happening every day. Prospects go into a store to "size it up" (including the staff), and get the formal "Good morning, what can I get for you?" as an opener, and then, "Good morning. Thank you," as an indication that the transaction is closed. And all it takes is a little tact on the part of the salesman to find out these things for himself, whether she is a newcomer in town, if she is open for trading with you, how many in the family (to gauge what her account should average), and in turn, to let her know that you would like the opportunity of trading with her. Let her look around the store. Show her the stock you carry, and above all, make her feel at home, so that next time she comes downtown her natural inclination is to turn into your store, where she was the first time, because she feels that she is "acquainted at that store."

Did you ever have an occasion of asking a customer's advice about contemplated changes in the "shop"? Just try it out for once and see the result. For instance: "By the way, Mrs. Jones, I've just been trying to scheme out a few changes in the front of the store here. You know, just to make things look a little different for a change, and show to better effect." You'd be surprised how Mrs. Jones is interested, and at the suggestions she can give you. When Mrs. Jones comes in next time she finds some of her little suggestions worked upon. She sees the improvement, and has the satisfaction of knowing she was responsible for them, and appreciates it. Her interest in your store is increased, because she feels she is working for the betterment of your store.

# WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

## THE MARKETS AT A GLANCE

GROCERY markets this week are generally firm with a trend toward higher prices. The sugar situation is not improved; supplies are scarce and higher prices are looked for. Primary markets on both tea and coffee are very active. Dried fruits are becoming low and no new stocks are arriving on account of the higher exchange rate.

**MONTREAL**—Montreal markets are very strong this week and higher prices appear imminent on many lines. The feature of the market is the probable result of the recent application of the refineries, for permission to increase their prices two cents per pound. Although nothing definite has been given to the trade the general feeling is that the advance is inevitable. Corn syrups are in active demand and are very strong. An advance in sugar will mean corresponding advances in this commodity. Molasses is very strong and advances may be expected at any time. Dried fruits are strong with the single exception of figs, which are considerably easier. Raisins have jumped almost out of sight and New York is willing to pay any price for stocks offered. Currants are steady and a good purchase at the present time. Dates are practically cleaned up and prices are sure to advance. Demands for nuts are stated to be very good and prices are holding firm. Canned goods are strong with upward tendencies. All grades of beans are quoted higher this week and the state of the exchange situation does not bring into view lower prices. Package goods are firm at maintained prices. Spices are strong and higher prices are probable. There is no change in the rice market as to prices, but dealers state that supplies are beginning to improve. Coffee and cocoa are steady and in brisk demand. Tea is strong and higher quotations are inevitable. Hay and grain are quiet this week and the undertone is not quite as firm as last week. Fruits are steady with few changes and vegetables are fairly active. Potatoes are easier and supplies are better. Advances are recorded on the following miscellaneous articles: Starch, washing powder, Javelle water, jams, shoe blacking, jelly powders, icings, puddings, cotton twine, evaporated milk, cod liver oil, pickles, stove polish and fly catchers. Mustard and lard are lower.

**TORONTO**—Toronto markets this week continue very strong. Advances have been registered on several lines of commodities and every indication points toward still higher prices. Supplies of sugar are very scant and is being distributed very carefully by the wholesalers. Sugar refineries have petitioned the Board of Commerce to permit them to advance the price of sugar 2 cents per pound. Refiners claim they are practically running at a loss. New prices on molasses are announced to take effect March 1st. No change in prices on teas or coffees have as yet taken place, but importers state that higher prices are assured in the near future. The trend of the primary spice market is toward increased prices. Many lines of spices are quoted lower for spot stocks than in the primary markets. Nutmegs, cloves and ginger are scarce. Artificial extracts are up 25 cents per dozen. All lines of cereals are in a very strong market and the demand at the present time is very active. Matches, floor wax, jelly powders, macaroni and prepared icing have all advanced to new levels. An advance of 10 cents per dozen is manifested on canned pumpkin. Spot stocks of rices are gradually becoming depleted and indications are for higher prices. All nuts are in a firm market. Importers state that primary markets are higher. Beans are unchanged in price, but dealers are experiencing difficulty in getting supplies. Oranges, lemons and grapefruit are in rather scant supply and quotations are 50 cents to $1.00 per case higher. Potatoes are firmer, being quoted at $4.25 per bag. California vegetables are selling freely. Millfeeds are scarce. The produce and provision market for the most part is active. Live hogs are quoted at $19.25 on the fed and watered basis.

**WINNIPEG**—The markets are strong with tendencies to higher levels. Many lines have shown advances this week and stocks are getting low. Sugar deliveries are showing very little improvement, supplies are scant and further advances are expected. Rogers' syrups are quoted 20 to 40 cents per case higher. The coffee market is very firm with an indication for higher prices. Dried fruit stocks are becoming depleted. Shoe polishes are expected to advance in the very near future.

# QUEBEC MARKETS

MONTREAL, Feb. 27—The market for general grocery lines for the most part are very firm. The sugar situation is very strong and higher prices are probable. There is an increased demand for dried fruits and all prices with the exception of figs are on the upward trend. Shelled nuts are holding firm. Chinese starch has advanced 60 cents per case. Jams, shoe blacking, jelly powders, icings, puddings and other lines have recorded higher prices.

## *Sugar Strong; Advances Probable*

**Montreal.**

SUGAR.—The present situation of sugar is very strong and higher prices are probable. A petition has been made by the refining companies to the Board of Commerce to allow them to increase the price of sugar by 2 cents per pound. Documentary evidence was produced to prove that sugar is 3 cents per pound cheaper in Canada than in the United States and it is contended that the refiners are running at a loss. It was pointed out that sugar is selling for 10 cents a pound in Cuba. To this had to be added the freight and exchange, bringing up the cost to the refiner to 17 cents. A decision will be given at an early date. In the meantime the situation is very strong and dealers state that higher prices are inevitable in the very near future.

| | |
|---|---|
| Atlantic Sugar Company, extra granulated sugar, 100 lbs. | 14 50 |
| Acadia Sugar Refinery, extra granulated. | 14 50 |
| Canada Sugar Refinery | 14 50 |
| Dominion Sugar Co., Ltd., crystal granulated | 14 50 |
| St. Lawrence Sugar Refineries | 14 50 |
| Icing, barrels | 14 70 |
| Icing, 25-lb. boxes | 15 10 |
| Icing, 50-lb. boxes | 14 90 |
| Do. (50 1-lb. boxes) | 16 20 |
| Yellow, No. 1 | 14 10 |
| Do., No. 2 (Golden) | 14 00 |
| Do., No. 3 | 13 90 |
| Do., No. 4 | 13 70 |
| Powdered, barrels | 14 60 |
| Do., 50s | 14 80 |
| Do., 25s | 15 00 |
| Cubes and Dice (asst. tea), 100-lb. boxes. | 15 10 |
| Do., 50-lb. boxes | 15 20 |
| Do., 25-lb. boxes | 15 40 |
| Do., 2-lb. package | 16 50 |
| Paris lumps, barrels | 15 10 |
| Do., 100 lbs. | 15 20 |
| Do., 50-lb. boxes | 15 30 |
| Do., 25-lb. boxes | 15 50 |
| Do., cartons, 2 lbs. | 16 50 |
| Do., cartons, 5 lbs. | 17 00 |
| Crystal diamonds, barrels | 15 10 |
| Do., 100-lb. boxes | 15 20 |
| Do., 50-lb. boxes | 15 30 |
| Do., 25-lb. boxes | 15 50 |
| Do., cases, 20 cartons | 16 25 |

## *Heavy Demands For Corn Syrups*

**Montreal.**

CORN SYRUPS.—An extremely active demand is manifest in this market for corn syrups, which, in view of the sugar situation, are very strong. With advances in sugar will come increased prices in this commodity.

MOLASSES.—Although no definite changes are recorded in this market the situation is very strong and advances may be expected at any time. It is stated that a good quantity of molasses is being shipped to the English markets, and it is feared there will be insufficient fancy molasses to go round. In consequence a keen shortage is being felt and higher prices are inevitable.

| | | |
|---|---|---|
| Corn Syrups— | | |
| Barrels, about 700 lbs., per lb. | .... | 0 08½ |
| Half barrels | .... | 0 08¾ |
| Kegs | .... | 0 09¼ |
| 2-lb. tins, 2 doz. in case, case | .... | 5 70 |
| 5-lb. tins, 1 doz. in case, case | .... | 6 55 |
| 10-lb. tins, ½ doz. in case, case | .... | 6 25 |
| 2-gal. 25-lb. pails, each | .... | 2 70 |
| 3-gal. 38½-lb. pails, each | .... | 4 00 |
| 5-gal. 65-lb. pails, each | .... | 6 50 |
| White Corn Syrup— | | |
| 2-lb. tins, 2 doz. in case, case. | .... | 6 30 |
| 5-lb. tins, 1 doz. in case, case. | .... | 7 15 |
| 10-lb. tins, ½ doz. in case, case | .... | 6 85 |
| **Cane Syrup (Crystal) Diamond—** | | |
| case (2-lb. cans) | .... | 8 50 |
| Barrels, per 100 lbs. | .... | 12 25 |
| Half barrels, per 100 lbs. | .... | 12 50 |
| Glucose, 5-lb. cans (case) | .... | 4 80 |

| | Prices for Island of | Montreal |
|---|---|---|
| Barbadoes Molasses— | | |
| Puncheons | 1 30 | 1 35 |
| Barrels | 1 33 | 1 36 |
| Half barrels | 1 35 | 1 40 |
| Fancy Molasses (in tins)— | | |
| 2-lb. tins, 2 doz. in case, case. | .... | 6 00 |
| 3-lb. tins, 2 doz. in case, case. | .... | 8 25 |
| 5-lb. tins, 1 doz. in case, case. | .... | 6 80 |
| 10-lb. tins, ½ doz. in case, case | .... | 6 65 |

**Note—Prices on molasses to outside points average about 3c per gallon less. In gallon lots 2c above ½ barrel prices.**

## *Figs Weakening; Dates Very Strong*

**Montreal.**

DRIED FRUITS.—There is an increased demand for dried fruits. All prices with the single exception of figs are on the upward trend. Demands are said to be in excess of available supplies. Raisins have jumped almost out of sight and New York is willing to pay fancy prices for any line of raisins offered. It is stated that Turkish and Valencia raisins will play an important part in the future Canadian markets. Currants are said to be one of the best purchases on the market, and when sterling comes back to anywhere near normal these goods will advance several cents per pound. In consequence wholesalers are of the opinion that currants are a good purchase. Dates are very scarce and arrivals are awaited anxiously. Hallowee dates are practically cleaned up and prices are sure to advance. Figs are considerably weaker. Exchange has enabled importers to considerably reduce their price. Another reason given for the weakness is that recent arrivals in New York of quantities of these goods failed to pass the American Pure Food Inspection, and must, in consequence, be re-exported. There is an increased demand for figs, and it is thought that when spot stocks are cleaned up the market will show an upward tendency.

| | | |
|---|---|---|
| Apricots, fancy | .... | 0 40 |
| Do., choice | .... | 0 34 |
| Do., slabs | .... | 0 30 |
| Apples (evaporated) | 0 23½ | 0 24 |
| Peaches, (fancy) | 0 28 | 0 30 |
| Do., choice, lb. | .... | 0 28 |
| Pears, choice | 0 30 | 0 35 |
| Drained Peels— | | |
| Choice | .... | 0 26 |
| Ex. fancy | .... | 0 30 |
| Lemon | .... | 0 45 |
| Orange | .... | 0 46 |
| Citron | .... | 0 68 |
| Peels (cut mixed), doz. | .... | 3 25 |
| Raisins (seeded)— | | |
| Bulk, 25-lb. boxes, lb. | 0 18 | 0 23 |
| Muscatels, 2 Crown | .... | 0 23 |
| Do., 1 Crown | .... | 0 25 |
| Do., 3 Crown | .... | 0 24 |
| Do., 4 Crown | 0 19½ | 0 20 |
| Cal. seedless, cartons, 16 oz. | .... | 0 23 |
| Cal. seedless, cartons, 16 oz. | 0 22 | 0 23 |
| Cal. Seedless, loose | 0 26 | 0 28 |
| Fancy seeded | .... | 0 17 |
| 15 oz. | 0 21 | 0 22 |
| Currants, loose | 0 19 | 0 22 |
| Do., Greek (16 oz.) | .... | 0 24 |
| Dates, Excelsior (36-10s), pkg. | .... | 0 15½ |
| Fard, 12-lb. boxes | .... | 3 25 |
| Packages only | 0 19 | 0 20 |
| Do., Dromedary (36-10 oz.) | .... | 0 18 |
| Packages only, Excelsior | .... | 0 20 |
| Loose | 0 16 | 0 17 |
| Figs (layer), 10-lb. boxes, 2s, lb. | .... | 0 40 |
| Do., 2¼s, lb. | .... | 0 45 |
| Do., 2½s, lb. | .... | 0 48 |
| Do., 2¾s, lb. | .... | 0 50 |
| Figs, white (70 4-oz. boxes) | .... | 5 40 |
| Figs, Spanish (cooking), 22 lbs. boxes, each | .... | 0 12 |
| Figs, Turkish, 3 crown, lb. | .... | 0 44 |
| Do., 5 Crown, lb. | .... | 0 46 |
| Do., 7 Crown, lb. | .... | 0 52 |
| Figgs, mats | .... | 4 75 |
| Do. (25-lb. boxes) | .... | 2 75 |
| Do. (12 10-oz. boxes) | .... | 2 20 |
| Prunes (25-lb. boxes)— | | |
| 20-30s | .... | 0 32 |
| 30-40s | .... | 0 30 |
| 40-50s | .... | 0 27 |
| 50-60s | .... | 0 23 |
| 60-70s | .... | 0 22 |
| 70-80s (25-lb. box) | .... | 0 20 |
| 80-90s | .... | 0 19 |
| 90-100s | .... | 0 17½ |
| 100-120s | 0 16 | 0 17 |

## *Canned Goods Getting Active*

**Montreal.**

CANNED GOODS.—The market for canned goods is strong with upward tendencies. Stocks are stated to be getting low and better inquiries have been made during the week. Dealers are of the opinion that with the opening of the Port of Montreal will come a great export of canned goods to the British markets. In the meantime prices are strong and canned fruit is expected to reach higher levels shortly.

**CANNED VEGETABLES**

| | | |
|---|---|---|
| Asparagus (Amer.), mammoth green tips | 4 50 | 4 85 |
| Asparagus, imported (2½s) | 5 50 | 5 55 |
| Beans, Golden wax | 2 00 | 2 00 |
| Beans, Refugee | .... | 2 00 |
| Beets, new, sliced, 2-lb. | .... | 1 35 |
| Corn (2s) | .... | 1 80 |
| Carrots (sliced), 2s | 1 45 | 1 75 |
| Corn (on cob), gallons | 7 00 | 7 50 |
| Spinach, 3s | 2 85 | 2 90 |
| Squash, 2½-lb., doz. | .... | 1 50 |
| Succotash, 2 lb., doz. | .... | 1 80 |
| Do., Can. (2s) | .... | 1 80 |
| Do., California, 2s | 3 15 | 3 50 |
| Do. (wine gals.) | 8 00 | 10 00 |
| Sauerkraut, 2½ lb. tins | .... | 1 60 |
| Tomatoes, 1s | 1 45 | 1 50 |
| Do., 2s | .... | 1 50 |
| Do., 2½s | 1 80 | 1 85 |
| Do., 3s | 1 90 | 2 15 |
| Do., gallons | 6 50 | 7 00 |
| Pumpkins, 2½s (doz.) | 1 50 | 1 55 |
| Do., gallons (doz.) | .... | 4 00 |
| Peas, standards | 1 85 | 1 90 |
| Do., Early June | 1 92½ | 2 05 |
| Do., extra fine, 2s | .... | 3 00 |
| Do., Sweet Wrinkle | .... | 2 00 |
| Do., fancy, 20 oz. | .... | 1 57½ |
| Do., 2-lb. tins | .... | 2 75 |
| Peas, Imported— | | |
| Fine, case of 100, case | .... | 27 50 |
| Ex. Fine | .... | 30 00 |
| No. 1 | .... | 23 00 |
| Apricots, 2½-lb. tins | 6 25 | 6 50 |
| Apples, 2½s, doz. | 1 40 | 1 65 |
| Do., new pack, doz. | .... | 2 20 |
| Do., 3s, doz. | 1 80 | 1 95 |

| | | |
|---|---|---|
| Do., new pack | .... | 6 75 |
| Do., gallons, doz. | 5 25 | 5 75 |
| Blueberries, ½s, doz. | 0 95 | 1 00 |
| Do., 2s | 2 40 | 2 45 |
| Do., 1-lb. talls, doz. | 1 85 | 1 90 |
| Currants, black, 2s, doz. | 4 00 | 4 00 |
| Do., gallons, doz. | .... | 16 00 |
| Cherries, red, pitted, heavy syrup, No. 2½ | 4 80 | 5 15 |
| No. 2 | .... | 20 00 |
| doz. | 4 75 | 4 80 |
| Do., white, pitted | 4 50 | 4 75 |
| Gooseberries, 2s, heavy syrup, doz. | .... | 2 75 |
| Peaches, heavy syrup— | | |
| No. 2 | 3 65 | 4 00 |
| Do., gallon, "Pie," doz. | .... | 9 50 |
| Do., gallon, table | .... | 10 00 |
| Pears, 2s | 4 25 | 4 50 |
| Do., 2s (light syrup) | .... | 1 90 |
| Do., 2½s | .... | 5 25 |
| Pineapples (grated and sliced), 1-lb. flat, doz. | .... | 1 90 |
| Do., 2-lb. talls, doz. | .... | 2 30 |
| Do., 2½s | 4 00 | 4 50 |
| Plums, Lombard | 2 00 | 2 20 |
| Do., in heavy syrup | 2 40 | 2 45 |
| Do., in light syrup | .... | 2 45 |
| Gages, green, 2s | 2 40 | 2 45 |
| Raspberries, 2s, black or red, heavy syrup | 4 50 | 4 60 |
| Strawberry, 2s, heavy syrup | 4 50 | 4 65 |
| Rhubarb, 2-lb. tins | .... | 2 25 |

CANNED FISH, MEATS, ETC.

| | | |
|---|---|---|
| Salmon— | | |
| Chums, 1-lb. talls | .... | 2 00 |
| Do., ½s, flat | .... | 1 20 |
| Sockeye, 48, 1s, doz. | .... | 4 75 |
| Do., 96, ½s, doz. | .... | 2 50 |
| Red Springs, 1-lb. tall | 4 10 | 4 30 |
| Do., ½ lb. | .... | 2 00 |
| Cohoes, 1-lb. tall | .... | 3 65 |
| Do., ½-lb. flat | .... | 1 90 |
| Pinks, 1 lb. | .... | 2 60 |
| Do., ½ lb. | .... | 1 30 |
| White Springs, 1s | .... | 2 00 |
| Chums, 1 lb., talls | .... | 2 00 |
| Do., ½s, flat | .... | 1 10 |
| Gaspe, Niobe Brand (case of 4 doz.), per doz. | .... | 2 25 |
| Alaska, red, 1-lb. tall | 4 25 | 4 50 |
| Herrings, imported, tomato sauce | .... | 3 25 |
| Do., kippered | 2 85 | 2 90 |
| Do., tomato sauce, ½s | .... | 1 85 |
| Do., kipp., Canadian, 48, 1s | .... | 1 50 |
| Do., plain, case of 4 doz. | .... | 6 75 |
| Do., ½s | .... | 1 65 |
| Haddies (lunch), ½-lb. | .... | 1 00 |
| Haddies, chicken (4 doz. to case), doz. | 2 25 | 2 35 |
| Canadian sardines, case | 6 25 | 6 75 |
| Whale Steak, 1-lb. flat | .... | 2 00 |
| Pilchards, 1-lb. talls | 1 90 | 2 00 |
| Norwegian sardines, per case of 100 (¼s) | 24 00 | 25 00 |
| Oysters (canned), 5 oz., doz. | .... | 2 60 |
| Do., 10 oz., doz. | .... | 4 20 |
| Lobsters, ¼-lb., doz. | .... | 3 40 |
| Do., ½-lb. tins, doz. | 5 50 | 6 00 |
| Do., 1-lb. talls | .... | 12 00 |
| Do., ¾-lb., doz. | .... | 6 00 |
| Do., 1-lb. flats | .... | 12 00 |
| Lobster pastes, ½-lb. tins | .... | 2 40 |
| Sardines (Amer. Norweg'n style) | .... | 14 50 |
| Do., Canadian brands (as to quality), case | 6 25 | 17 50 |
| Do., French | 32 00 | 34 00 |
| Do., (gen. Norwegian) | 21 00 | 22 25 |
| Do., Portuguese, case | .... | 24 00 |
| Scallops, 1-lb., doz. | .... | 3 25 |
| Do., Eastern trade | .... | 2 65 |
| Do., Winnipeg and Western | .... | 2 85 |
| Scotch Snack, No. 2, doz. | .... | 4 50 |
| Shrimps, No. 1 | 2 40 | 2 80 |
| Do., 1½s | .... | 4 50 |
| Crabs, No. 1 (case 4 doz.) | .... | 6 75 |
| Crab meat (Japanese), doz. | .... | 6 50 |
| Clams (river), 1 lb., doz. | .... | 1 90 |
| Scotch Snack, No. 1, doz., Montreal | .... | 2 85 |
| Meats, English potted, doz. | .... | 2 00 |

## *Walnuts, Almonds and Peanuts, Good Sellers*

**Montreal.**

NUTS.—This past week has shown an improved demand for all lines of nuts, especially amongst the Jewish trade (on account of a holiday this week and another in six weeks). Shelled walnuts and almonds are holding firm. Peanuts in shell are in active demand and the Montreal markets are said to be practically cleaned up. The market in Virginia maintains high prices. No reduction in price is looked for on any line, and the tendency is for higher rulings in the immediate future.

| | | |
|---|---|---|
| Almonds, Tarragona, per lb. | 0 32 | 0 33 |
| Do., shelled | .... | 0 60 |
| Do., Jordan | .... | 0 75 |
| Brazil nuts (new) | .... | 0 28 |
| Chestnuts (Canadian) | .... | 0 27 |
| Filberts (Sicily), per lb. | 0 28 | 0 29 |
| Do., Barcelona | 0 25 | 0 26 |
| Hickory nuts (large and small), lb. | 0 10 | 0 15 |
| Pecans, No. 4, Jumbo | .... | 0 35 |
| Peanuts, Jumbo | .... | 0 24 |
| Do., "G" | 0 19 | 0 20 |
| Do., Coons | .... | 0 16 |
| Do., Shelled, No. 1 Spanish | 0 24 | 0 25 |
| Do., Salted, Spanish, per lb. | 0 29 | 0 30 |
| Do., Shelled, No. 1, Virginia | 0 16½ | 0 18 |
| Do., No. 1 Virginia | .... | 0 14 |
| Peanuts (Salted)— | | |
| Fancy wholes, per lb. | .... | 0 38 |
| Fancy splits, per lb. | .... | 0 33 |
| Pecans, new Jumbo, per lb. | 0 32 | 0 35 |
| Do., large, No. 2, polished | 0 32 | 0 35 |
| Do., Orleans, No. 2 | 0 21 | 0 24 |
| Do., Jumbo | .... | 0 60 |
| Pecans, shelled | 1 60 | 1 70 |
| Walnuts | 0 29 | 0 35 |
| Do., new Naples | .... | 0 34 |
| Do., shelled | 0 75 | 0 80 |
| Do., Chilean, bags, per lb. | .... | 0 33 |

Note—Jobbers sometimes make an added charge to above prices for broken lots.

## *Many Lines Have Advanced*

**Montreal.**

MISCELLANEOUS. — Higher prices rule this week for Chinese starch. Advances of 60 cents per case of 48 12-ounce packets have been effected. Cases are now quoted at $6.50. Chinese washing powder is quoted higher in this market. The new selling price is $8.40 per case of 120 packages, being an advance of 60 cents per case over old prices. Tanglefoot fly catcher has advanced and is selling at $6.25 per case. Javelle water is also higher, selling at 90 cents per dozen. Several advances are effected this week on Pure Gold specialties. Jelly powders are selling at $1.50 per dozen. Icings have advanced 20 cents per dozen, and puddings show an advance of 5 cents per dozen, now being quoted at $1.45. Black Knight stove polish shows an advance of 5 cents per dozen, now being quoted at $1.35 per dozen. Keen's mustard has declined 5 cents per pound. Advances have been effected on Dalley's shoe blacking (2 in 1 brand), showing an advance on list price of 5 cents. Selling price is $1.35 per dozen. Cotton twine is higher, quoted at 79 to 82 cents per pound.

## *Evaporated Milk Higher; Cod Liver Oil Also*

**Montreal.**

EVAPORATED MILK.—Betty's evaporated milk has advanced 75 cents per case and is selling in this market at $9.50.

NEWFOUNDLAND COD LIVER OIL. —Following are the new quotations for cod liver oil: 10-oz., advance, 10c to $2 10 per dozen; 14-oz., advance 35c, to $2.75; 20-oz., advance 40c, to $3.25, and other sizes in proportion.

## *Jams Show Further Advances*

**Montreal.**

JAMS.—In view of the recent advances in sugar and the present unsettled state of the market several makers of jams have advanced their prices. Upton's jams, 12-ounce, have advanced 45 cents per dozen, and are selling at $2.55. Tumblers show an advance of 27½ cents, being quoted at $1.75; 4-lb. tins sell at 83 cents each, and 30-lb. pails at 19½ cents per pound. Banner jams show an advance of 15 cents on tumbler which are selling at $1.95 per dozen; 4-lb. tins are quoted at 87 cents each.

## *Feeds Unchanged Prices Are Firm*

**Montreal.**

FEEDS. — There is practically no change in the market this week. Prices are firm and supplies are still very slow. Demands for all feeds are said to be very brisk.

| | | |
|---|---|---|
| FEEDS— | | |
| Bran, mixed cars | .... | 45 00 |
| Shorts, mixed cars | .... | 52 00 |
| Crushed oats | 63 00 | 71 00 |
| Barley chop | .... | .... |
| Special Middlings | .... | .... |
| Feed Flour, 98 lbs. | .... | 3 80 |
| Gluten Feed— | | |
| F.o.b. Cardinal | .... | 66 00 |
| F.o.b. Fort William | .... | 64 00 |

## *Beans Advance; Peas Very Strong*

**Montreal.**

BEANS.—All grades of beans are quoted higher this week and it is stated that the market is very strong on account of the present exchange situation which does not tend to bring down the prevailing high figures.

PEAS.—Peas continue strong under active demands and there is little or no change to be reported in the general situation.

| | | |
|---|---|---|
| BEANS— | | |
| Canadian, hand-picked, bush. | 5 75 | 6 00 |
| Japanese | 5 50 | 5 75 |
| Japanese Lima, per lb. (as to quality) | 0 10 | 0 12 |
| Lima, California | .... | 0 20 |
| PEAS— | | |
| White soup, per bush. | 4 80 | 5 00 |
| Split, new crop (98 lbs.) | 8 25 | 9 00 |
| Boiling, bushel | 4 80 | 5 00 |
| Japanese, green, lb. | 0 10½ | 0 11 |

## *Package Goods Standing Firm*

**Montreal.**

PACKAGE GOODS.—Package goods stand firm under active demands and prices are maintained. Dealers state that business is exceptionally good in all lines

PACKAGE GOODS

| | | | | |
|---|---|---|---|---|
| Breakfast food, case 18 | | | .... | 2 85 |
| Cocoanut, 2 oz. pkgs., doz. | | | .... | 0 78½ |
| Do., 20-lb. cartons, lb. | | | .... | 0 36 |
| Corn Flakes, 3 doz. case | 3 50 | 3 65 3 50 | | 4 25 |
| Oat Flakes, 20s | | | .... | 5 40 |
| Rolled oats, 20s | | | .... | 6 50 |
| Do., 18s | | | .... | 2 42½ |
| Do., large, doz. | | | .... | 3 00 |
| Oatmeal, fine cut, pkgs., case | | | .... | 6 75 |
| Puffed rice | | | .... | 5 70 |
| Puffed wheat | | | .... | 4 25 |
| Farina, case | | | .... | 2 35 |
| Hominy, pearl or granu., 2 doz. | | | .... | 3 65 |
| Health bran (20 pkgs.), case | | | .... | 2 60 |
| Scotch Pearl Barley, case | | | .... | 2 60 |
| Pancake Flour, case | | | .... | 3 60 |
| Pancake Flour, self-raising, doz. | | | .... | 1 50 |
| Wheat food, 18-1½s | | | .... | 3 25 |
| Buckwheat Flour, case | | | .... | 3 60 |
| Wheat flakes, case of 2 doz. | | | .... | 2 95 |
| Oatmeal, fine cut, 20 pkgs. | | | .... | 6 75 |
| Porridge wheat, 36s, case | | | .... | 7 30 |
| Do., 20s, case | | | .... | 7 50 |
| Self-raising Flour (3-lb. pack.) doz. | | | .... | 3 05 |

| | | |
|---|---|---|
| Do. (6-lb. pack.), doz. | .... | 6 00 |
| Corn starch (prepared) | .... | 0 12 |
| Potato flour | .... | 0 16 |
| Starch (laundry) | .... | 0 10¼ |
| **Flour, Tapioca** | **0 15** | **0 16** |

## *Rolled Oats in Active Demand*

**Montreal.**

CEREALS.—There are no fresh developments to report in the market this week. Business is said to be fairly good for the time of year, and an active trade is being done in rolled oats. Prices are firm and unchanged.

| CEREALS— | | |
|---|---|---|
| Cornmeal, golden granulated | .... | 5 50 |
| Barley, pearl (bag of 98 lbs.) | .... | 7 50 |
| Barley, pot (98 lbs.) | .... | 6 75 |
| Barley (roasted) | .... | .... |
| Buckwheat flour, 98 lbs. (new) | .... | 6 00 |
| Hominy grits, 98 lbs. | .... | 6 50 |
| Hominy, pearl (98 lbs.) | .... | 6 25 |
| Graham flour | .... | 6 00 |
| Do., barrel | .... | 13 25 |
| Oatmeal (standard granulated) | .... | 5 75 |
| Rolled Oats (bulk), 90s | 5 50 | 5 75 |

## *Flour Continues A Good Seller*

**Montreal.**

FLOUR. — Flour continues to hold steady and demands are fairly active. Prices are unchanged and it is generally supposed they will hold steady for some time to come.

| **Standard Wheat Flours—** | | |
|---|---|---|
| **Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.** | .... | 13 25 |
| Per bbl., in(2)cotton bags, 98 lbs. | .... | 13 45 |
| **Small lots, per bbl. (2) jute bags, 98 lbs.** | .... | 13 65 |
| Winter wheat flour (bbl.) Jute bags | .... | .... |

## *Will Spices Go Much Higher?*

**Montreal.**

SPICES.—Although spices have been strong for some time no appreciable advances have been effected, but dealers state that in view of the increased cost of containers, most of which come from across the line, higher prices will shortly rule. Business is fairly good and the position of the market is strong with upward tendencies.

| | | |
|---|---|---|
| **Allspice** | .... | **0 22** |
| **Cassia (pure)** | **0 33** | **0 35** |
| Cocoanut, pails, 20 lbs., unsweetened, lb. | .... | 0 46 |
| Do., sweetened, lb. | .... | 0 35 |
| Chicory (Canadian), lb. | .... | 0 20 |
| **Cinnamon—** | | |
| **Rolls** | .... | **0 35** |
| **Pure, ground** | **0 35** | **0 40** |
| Cloves | 0 85 | 0 90 |
| **Cream of tartar (French pure)** | **0 75** | **0 80** |
| **American high test** | **0 80** | **0 85** |
| Ginger | .... | **0 40** |
| **Ginger (Cochin or Jamaica)** | .... | **0 31** |
| **Mace, pure, 1-lb. tins** | .... | **1 00** |
| **Mixed spice** | **0 30** | **0 32** |
| **Do., 2½ shaker tins, doz.** | .... | **1 15** |
| **Nutmegs, whole** | **0 60** | **0 70** |
| **64, lb.** | .... | **0 45** |
| **80 lb.** | .... | **0 43** |
| **100, lb.** | .... | **0 40** |
| **Ground, 1-lb. tins** | .... | **0 65** |
| **Pepper, black** | **0 38** | **0 40** |
| **Do., special** | .... | **0 32** |
| **Do., white** | .... | **0 50** |
| **Pepper (Cayenne)** | **0 35** | **0 37** |
| **Pickling spice** | **0 28** | **0 30** |
| **Paprika** | **0 65** | **0 70** |
| **Tumeric** | **0 28** | **0 30** |
| **Tartaric acid, per lb. (crystals or powdered)** | **1 00** | **1 10** |
| **Cardamon seed, per lb., bulk** | .... | **2 00** |
| **Carraway (nominal)** | **0 30** | **0 35** |
| Cinnamon, China, lb. | .... | 0 30 |
| Do., per lb. | .... | 0 35 |
| **Mustard seed, bulk** | **0 35** | **0 40** |
| **Celery seed, bulk (nominal)** | **0 75** | **0 80** |
| Pimento, whole | 0 18 | 0 20 |

**For spices packed in cartons add 4½ cents a lb., and for spices packed in tin containers add 10 cents per lb.**

## *Rice Markets Show Improvement*

**Montreal.**

RICE.—Supplies of rice are beginning to come in, and although the markets remain pretty bare it is expected that within a very short time almost normal conditions will prevail as far as supplies are concerned. Prices will of course be governed to a great extent by the exchange situation.

| RICE— | | |
|---|---|---|
| Carolina, ex. fancy | 19 00 | 21 00 |
| Do. (fancy) | .... | 18 00 |
| Rangoon "B" | .... | 14 50 |
| Rangoon "CC" | .... | 14 25 |
| Broken rice, fine | .... | 14 00 |
| Tapioca, per lb. (seed) | 0 12½ | 0 13 |
| Do. (pearl) | 0 12½ | 0 13 |
| Do. (flake) | 0 11 | 0 12½ |

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

## *Brisk Demands Noted For Coffee*

**Montreal.**

COFFEE.—There is manifest at the present time a heavy demand for coffee, and in view of the shortage that is being felt in many quarters and the existing high rate of exchange, lower prices do not appear at all likely for some time to come.

COCOA.—Cocoa continues a good seller and remains firm and steady under recently advanced prices.

| COFFEE— | | |
|---|---|---|
| Rio, lb. | 0 33½ | 0 35½ |
| Mexican, lb. | 0 50 | 0 51 |
| Jamaica, lb. | 0 46 | 0 48 |
| Bogotas, lb. | 0 49 | 0 51 |
| Mocha (types) | 0 50 | 0 52 |
| Santos, Bourbon, lb. | 0 47 | 0 49 |
| Santos, lb. | 0 47 | 0 48 |
| COCOA— | | |
| In 1-lbs., per doz. | .... | 5 80 |
| In ½-lbs., per doz. | .... | 3 00 |
| In ¼-lbs., per doz. | .... | 1 60 |
| In small size, per doz. | .... | 1 15 |

## *Tea Situation Remains Unchanged*

**Montreal.**

TEAS.—Dealers state that there is absolutely no change to the situation of all teas. Markets are very bare, and now that supplies on hand are becoming practically exhausted, with future stocks uncertain, considerably higher prices are stated to be certain. In the meantime prices are very strong and advances have already been effected in some quarters.

| JAPAN TEAS— | | |
|---|---|---|
| Choice (to medium) | 0 65 | 0 75 |
| Early picking | 0 65 | 0 70 |
| Finest grades | 0 80 | 1 00 |
| Javas— | | |
| Pekoes | 0 46 | 0 48 |
| Orange Pekoes | 0 49 | 0 51 |
| Broken Orange Pekoes | 0 48 | 0 50 |

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

## *Little Movement To Hay and Grain*

**Montreal.**

GRAIN.—Although no definite changes are effected in the market the feeling is not quite so strong and a few minor declines are recorded. Business is stated to be very dull and the position of the market is somewhat unsettled.

HAY.—Good hay, No. 1, is selling at $28 per ton, and all other grades rule on an unchanged price basis.

| Hay— | | |
|---|---|---|
| Good, No. 1, per 2,000 lb. ton. | .... | 28 00 |
| Do., No. 2 | .... | 27 00 |
| Do., No. 3 | .... | 24 00 |
| Straw | .... | 15 00 |
| Oats— | | |
| No. 2 C.W. (34 lbs.) | .... | 1 16 |
| No. 3 C.W. | .... | 1 12 |
| Extra feed | .... | 1 12 |
| No. 1 feed | .... | 1 11 |
| No. 2 feed | .... | 1 09 |
| Tough 3 C.W. | .... | 1 10 |
| Barley— | | |
| No. 3 C. W. | .... | .... |
| No. 3 | .... | .... |
| No. 4 C.W. | .... | .... |
| Feed barley | .... | 1 65 |

Prices are at elevator.

## *Apples in Boxes Somewhat Higher*

**Montreal.**

FRUIT. — There are no important changes in the market this week. Apples in boxes are advanced to $5 and California navels show a slight increase. California lemons are selling in the local market at $10. Business is stated to be fairly brisk.

| **Apples—** | | |
|---|---|---|
| Baldwins | 7 50 | 8 00 |
| Ben Davis, No. 1 | 6 00 | 7 00 |
| MacIntosh Red | .... | 12 00 |
| Fameuse, No. 1 | 14 00 | 15 00 |
| Greenings | 7 50 | 8 00 |
| Gravenstein | .... | .... |
| Spies | .... | 10 00 |
| Winter Reds | 6 50 | 7 00 |
| Apples in boxes | .... | 5 00 |
| Bananas (as to grade), bunch | 6 00 | 7 00 |
| Cranberries, bbl. | 12 00 | 13 50 |
| Do., gal. | .... | 0 75 |
| Grapes, Tokay (box), 30 lbs. | .... | .... |
| Grape, Emperor, kegs | .... | 13 00 |
| Grapefruit, Jamaican, 64, 80, 96. | .... | 4 25 |
| Do., Florida, 54, 64, 80, 96 | .... | 4 25 |
| Lemons, Cal. | .... | 10 00 |
| Pears, Cal. | .... | 6 50 |
| Pomegranates (boxes of about 80), box | .... | 3 00 |
| Keiffer Pears (box) | .... | 2 75 |
| Pears, Cal. | .... | 5 00 |
| Oranges, Cal., Valencias | .... | 7 00 |
| Cal. Navels | 7 50 | 8 00 |
| Florida, case | .... | 4 00 |

## *Florida Tomatoes Again Advance*

**Montreal.**

VEGETABLES. — Further advances have been effected on Florida lettuce, which is selling at $6 per hamper. Potatoes are considerably easier in view of larger stocks coming upon the market.

| | | |
|---|---|---|
| Florida tomatoes, crate (40 lbs.) | .... | 8 00 |
| **Beans, new string (imported) hamper** | .... | 7 00 |
| Beets, new, bag (Montreal) | .... | 2 00 |
| Cucumbers (hothouse), doz. | .... | 4 00 |
| Chicory, doz. | .... | 0 75 |
| Cauliflower, Am., doz. dble crate | .... | 7 00 |
| Do., single crate | .... | 3 50 |
| Cabbage (Montreal), barrels | .... | 4 50 |
| Carrots, bag | .... | 1 75 |
| Garlic, lb. | .... | 0 50 |
| Horseradish, lb. | .... | 0 20 |
| Lettuce (Boston), head crate | .... | 3 00 |
| Leeks, doz. | 3 00 | 4 00 |
| Mint | .... | 0 60 |
| **Mushrooms, lb.** | .... | 1 50 |
| Do., basket (about 3 lbs.) | .... | 4 00 |
| Onions, Yellow, 75-lb. sack | .... | 8 50 |
| Do., red, 75 lbs. | 8 50 | 9 00 |
| Do., crate | .... | 3 00 |
| Do., Spanish, case | .... | 8 50 |
| Oyster plant, doz. | .... | 0 50 |
| Parsley (Canadian) | .... | 1 00 |
| Peppers, green, doz. | .... | 0 50 |
| Parsnips, bag | .... | 1 75 |
| Potatoes, Montreal (90-lb. bag) | 3 50 | 4 00 |
| Do., New Brunswick | .... | 4 00 |
| Do., sweet hamper | 3 50 | 3 75 |
| Radishes, American, doz. | .... | 0 75 |
| Spinach, barrel | .... | 6 00 |
| Turnips, Quebec, bag | .... | 2 00 |
| Do., Montreal | 1 50 | 1 75 |
| Tomatoes, hothouse, lb. | .... | 0 40 |
| Florida lettuce (hamper) | .... | 6 00 |
| American parsley, doz. | .... | 2 00 |

# ONTARIO MARKETS

TORONTO, Feb. 27—All lines of general groceries are firm. A change in the sugar market can be expected in view of the application of the sugar refiners to the Board of Commerce to be allowed to increase the price of sugar two cents per pound. Supplies of granulated sugar are very scant. New prices on molasses have been named to take effect March 1st. Matches have advanced, as likewise jelly powders, macaroni and prepared icing sugar. Oranges are none too plantiful and prices are quoted one dollar a case higher on some sizes. Potatoes are firmer and quoted at $4.25. Dealers state that this is only temporary, due to the bad weather which makes transportation difficult.

## *Sugar Likely To Advance*

**Toronto.**

SUGAR.—The refiners have sent in a petition to the Board of Commerce requesting that they be allowed to increase the price of sugar by two cents per pound. The reason for this, refiners point out, is that they have to pay ten cents per pound in Cuba for raws. To this had to be added the freight and exchange, also the higher cost of bags, barrels and labor brings up the cost of refined sugar. Refineries state that since the first of January they have practically been running at a loss. Granulated sugar is very scarce on the local market. Wholesalers are distributing sugar in one bag lots.

| | |
|---|---|
| St. Lawrence, extra granulated, cwt. | 14 71 |
| Atlantic, extra granulated | 14 71 |
| Acadia Sugar Refinery, extra granulated | 14 71 |
| Can. Sugar Refinery, extra granulated | 14 71 |
| Dom. Sugar Refinery, extra granulated | 14 71 |

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

## *Syrups Steady; Molasses Higher*

**Toronto.**

CORN SYRUPS. — Corn syrups are steady in prices. There is a big demand.

MOLASSES.—There has been an advance noted on molasses this week. No. 1 baking grade is quoted at 56 cents per gallon. New prices on Domolco molasses to take effect on March first are as follows: No. 2 tins, $5.95 per case, and No. 3 tins, $8.10 per case.

| | | |
|---|---|---|
| Corn Syrups— | | |
| Barrels, about 700 lbs., yellow | | 0 08½ |
| Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls. | | |
| Cases, 2-lb. tins, white, 2 doz. in case | | 6 30 |
| Cases, 5-lb. tins, white, 1 doz. in case | | 7 15 |
| Cases, 10-lb. tins, white, ½ doz. in case | | 6 85 |
| Cases, 2-lb. tins, yellow, 2 doz. in case | | 5 70 |
| Cases, 5-lb. tins, yellow, 1 doz. in case | | 6 55 |
| Cases, 10-lb. tins, yellow, ½ doz. in case | | 6 25 |
| Cane Syrups— | | |
| Barrels and half barrels, lb. | 0 08 | |
| Half barrels, ¼c over bbls.; ¼ bbls., ½c over. | | |
| Cases, 2-lb. tins, 2 doz. in case | | 7 00 |
| Molasses— | | |
| Fancy, Barbadoes, barrels | | |
| Choice Barbadoes, barrels | | |
| West India, bbls., gal. | | 0 56 |
| West India, No. 10, kegs | | 6 50 |
| West India, No. 5, kegs | | 3 00 |
| Tins, 2-lb., table grade, case 2 doz., Barbadoes | | |
| Tins, 3-lb. table grade, case 2 doz. Barbadoes | | |
| Tins, 5-lb., 1 doz. to case, Barbadoes | | |
| Tins, 10-lb., ½ doz. to case, Barbadoes | | |
| Tins, No. 2, baking grade, case 2 doz. | | 4 00 |
| Tins, No. 3, baking grade, case of 2 doz. | 4 70 | 6 50 |
| Tins, No. 5, baking grade, case of 1 doz. | 3 75 | 6 20 |
| Tins, No. 10, baking grade, case of ½ doz. | 3 60 | 6 00 |
| West Indies, 1½s, 48s | 4 60 | 6 95 |

## *Higher Teas Are Assured*

**Toronto.**

TEAS.—While no change in prices has as yet been noted on teas, higher prices are inevitable in the very near future. Primary markets are very firm and the higher grade teas have advanced. The exchange on the rupee is playing an important part in the tea market. The normal value of the rupee is 1s. 4d. To-day it is valued at 2s. 11¾d.

| | | |
|---|---|---|
| Ceylons and Indians— | | |
| Pekoe Souchongs | 0 48 | 0 54 |
| Pekoes | 0 52 | 0 60 |
| Broken Pekoes | 0 56 | 0 64 |
| Broken Orange Pekoes | 0 58 | 0 66 |
| Javas— | | |
| Broken Orange Pekoes | 0 58 | 0 65 |
| Broken Pekoes | 0 45 | 0 50 |
| Japans and Chinas— | | |
| Early pickings, Japans | 0 63 | 0 65 |
| Do., seconds | 0 50 | 0 55 |
| Hyson thirds | 0 45 | 0 50 |
| Do., pts. | 0 58 | 0 67 |
| Do., sifted | 0 67 | 0 72 |

Above prices give range of quotations to the retail trade.

## *Coffee Remains Very Firm*

**Toronto.**

COFFEE—No change in prices are registered on coffee this week. The market is very firm and prices are expected to advance.

| | | |
|---|---|---|
| Java, Private Estate | 0 51 | 0 52 |
| Java, Old Government, lb. | | |
| Bogotas, lb. | 0 49 | 0 50 |
| Guatemala, lb. | 0 48 | 0 52 |
| Mexican, lb. | | 0 55 |
| Maracaibo, lb. | 0 47 | 0 48 |
| Jamaica, lb. | 0 45 | 0 46 |
| Blue Mountain Jamaica | | 0 52 |
| Mocha, lb. | | 0 55 |
| Rio, lb. | 0 35 | 0 37 |
| Santos, Bourbon, lb. | 0 46 | 0 47½ |
| Ceylon, Plantation, lb. | | 0 54 |
| Chicory, lb. | | 0 25 |
| Cocoa— | | |
| Pure, lb. | | 0 31 |
| Sweet, lb. | | 0 31 |

## *Cloves Scarce; Nutmegs Higher*

**Toronto.**

SPICE.—The tendency in the primary spice market is rather toward higher prices. Many lines are quoted at a higher figure than spot stocks on the local market. Nutmegs, cloves and ginger are scarce and prices are somewhat higher.

| | | |
|---|---|---|
| Allspice | 0 23 | 0 25 |
| Cassia | 0 35 | 0 40 |
| Cinnamon | | 0 55 |
| Cloves | 0 85 | 0 90 |
| Cayenne | 0 35 | 0 37 |
| Ginger | 0 32 | 0 40 |
| Herbs — sage, thyme, parsley, mint, savory, Marjoram | 0 40 | 0 70 |
| Pastry | 0 35 | 0 38 |
| Pickling spices | 0 22 | 0 30 |
| Mace | 0 95 | 1 00 |
| Peppers, black | 0 39 | 0 41 |
| Peppers, white | 0 50 | 0 52 |
| Paprika, lb. | 0 80 | 0 85 |
| Nutmegs, selects, whole 100s | | 0 55 |
| Do., 80s | | 0 53 |
| Do., 64s | | 0 75 |
| Nutmegs, ground | 0 40 | 0 50 |
| Mustard seed, whole | 0 20 | 0 40 |
| Celery seed, whole | | 0 75 |
| Coriander, whole | 0 25 | 0 30 |
| Carraway seed, whole | 0 35 | 0 45 |
| Tumeric | | 0 28 |
| Curry | 0 40 | 0 45 |
| Cream of Tartar— | | |
| French, pure | 0 80 | 0 85 |
| American high-test, bulk | 0 80 | 0 85 |
| 2-oz. packages, doz. | | 1 75 |
| 4-oz. packages, doz. | 2 75 | 3 00 |
| 8-oz. tins, doz. | | 5 75 |

## *Extracts Advance 25 Cents Per Dozen*

**Toronto.**

EXTRACTS.—Artificial extracts are quoted 25 cents per dozen higher. Those that have previously been selling at $1.00 per dozen are now costing the retailer $1.25 per dozen.

## *Breakfast Foods In Good Demand*

**Toronto.**

CEREALS.—There are no changes manifested in breakfast foods this week. There is a good demand and prices are firm.

| | Single Bag Lots F.o.b. Toronto |
|---|---|
| Barley, pearl, 98s | 8 50 |
| Barley, pot, 98s | 7 25 |
| Barley Flour, 98s | 4 50 |
| Buckwheat Flour, 98s | 6 25 |
| Cornmeal, Golden, 98s | 5 75 6 00 |
| Do., fancy yellow, 98s | 6 50 |
| Hominy grits, 98s | 5 50 6 00 |
| Hominy, pearl, 98s | 5 25 5 75 |
| Oatmeal, 98s | 5 75 6 00 |
| Oat Flour | |
| Corn Flour, 98s | 5 50 |
| Rye Flour, 98s | 5 00 |
| Rolled Oats, 90s | 5 25 5 50 |
| Rolled Wheat, 100- lb. bbl. | 8 00 |
| Cracked wheat, bag | 6 50 |
| Breakfast food, No. 1 | 7 75 |
| Do., No. 2 | 7 75 |
| Rice flour, 100 lbs. | 10 00 |
| Linseed meal, 98s | 6 75 |
| Peas, split, 98s | 0 08½ |
| Blue peas, lb. | 0 09 0 10 |
| Marrowfat green peas | 0 11¾ |
| Graham Flour, 98s | 7 00 |
| Farina, 98s | 6 20 |

## *Strong Market For Package Goods*

**Toronto.**

PACKAGE GOODS.—There is an

active demand for all lines of package cereals. The market is quite strong.

| PACKAGE GOODS | | |
|---|---|---|
| Rolled Oats, 20s, round, case | | 6 50 |
| Do., 20s, square, case | | 6 50 |
| Do., 36s, case | | 4 85 |
| Do., 18s, case | | 2 42½ |
| Corn Flakes, 36s, case | 4 00 | 4 25 |
| Porridge Wheat, 36s, regular, case | | 6 00 |
| Do., 20s, family, case | | 6 80 |
| Cooker Package Peas, 36s, case | | 4 20 |
| Cornstarch, No. 1, lb. cartons | | 0 12 |
| Do., No. 2, lb. cartons | | 0 10½ |
| Laundry starch | | 0 10¼ |
| Laundry starch, in 1-lb. cartons | | 0 12¼ |
| Do., in 6-lb. tin canisters | | 0 13¾ |
| Do., in 6-lb. wood boxes | | 0 13¾ |
| Potato Flour, in 1-lb. pkgs | | 0 16 |
| Fine oatmeal, 20s | | 6 75 |
| Cornmeal, 24s | | 3 65 |
| Farina, 24s | | 2 90 |
| Barley, 24s | | 2 60 |
| Wheat flakes, 24s | | 5 60 |
| Wheat kernels, 24s | | 4 50 |
| Self-rising pancake flour, 24s | | 3 30 |
| Buckwheat flour, 24s | | 3 30 |
| Two-minute Oat Food, 24s | | 3 75 |
| Puffed wheat, case | | 4 60 |
| Puffed Rice, case | | 5 70 |
| Health Bran, case | | 2 60 |
| F.S. Hominy, gran., case | | 3 65 |
| Do., pearl, case | | 3 65 |
| Scotch Pearl Barley, case | | 2 60 |

## *Matches and Other Lines Advance*

**Toronto.**

MISCELLANEOUS.— Eddy matches have advanced, now quoted: Silent, 500s, at $16.20 per case; Buffalo, 500s, at $15.65; Bob White, 100s, at $6.93; Owl, 300s, at $7.15; Pony Silent, 75s, at $14.15; Home at $10.85. Hawe's floor wax is up to $6.00 per dozen. Red Feather jelly powders are higher, quoted at $1.45 per dozen. Prepared icing sugars have advanced to $1.70 per dozen. L'Etoile macaroni and spaghetti are quoted at $4.65 per case.

## *Canned Pumpkin $1.35 Per Dozen*

**Toronto.**

CANNED GOODS.—The canned goods market remain firm at unchanged prices, excepting Aylmer pumpkin, which has advanced 10 cents per dozen. There is a good, steady demand reported on all lines.

| | | |
|---|---|---|
| **Salmon—** | | |
| Sockeye, 1s, doz. | | 4 75 |
| Sockeye, ½s, doz. | | 2 75 |
| Alaska reds, 1s, doz. | 4 25 | 4 50 |
| Do., ½s | | 2 50 |
| Lobsters, ½ lb., doz. | | 6 50 |
| Do., ¼-lb. tins | | 3 90 |
| Whale Steak, 1s, flat, doz. | 1 75 | 1 90 |
| Pilchards, 1-lb. talls, doz. | 1 75 | 2 10 |
| **Canned Vegetables—** | | |
| Tomatoes, 2½s, doz. | 1 95 | 2 00 |
| Peas, Standard, doz. | 2 25 | 2 50 |
| Do., Early June, doz. | | 2 40 |
| Do., Sweet Wrinkle, doz. | 2 50 | 2 70 |
| Beets, 2s, dozen | | 1 45 |
| Do., extra sifted, doz. | 2 77½ | 2 82½ |
| Beans, golden wax, doz. | | 2 00 |
| Asparagus, tins, doz. | 3 85 | 4 25 |
| Asparagus butts, 2½s, doz. | | 2 50 |
| Canadian corn | 1 75 | 2 10 |
| Pumpkins, 2½s, doz. | | 1 35 |
| Spinach, 2s, doz. | | 2 15 |
| Do., 2½s, doz. | 2 62½ | 2 80 |
| Do., 10s, doz. | | 10 00 |
| Pineapples, sliced, 2s, doz. | 4 50 | 4 75 |
| Do., shredded, 2s, doz. | 4 50 | 4 75 |
| Rhubarb, preserved, 2s, doz. | 2 07½ | 2 10 |
| Do., preserved, 2½s, doz. | 2 65 | 4 52½ |
| Do., standard 10s doz. | | 5 00 |
| Apples, gal., doz. | | 6 25 |
| Peaches, 2s, doz. | 3 55 | 3 90 |
| Pears, 2s, doz. | 3 00 | 4 25 |
| Plums, Lombard, 2s, doz. | 3 10 | 6 25 |
| Do., Green Gage | 3 25 | 3 40 |
| Cherries, pitted, H. S. | 4 35 | 4 40 |
| Blueberries, 2s | 2 25 | 2 40 |
| Strawberries, 2s, H. S. | 4 90 | 5 25 |
| Blueberries, 2s | 2 10 | 2 35 |
| **Jams—** | | |
| Apricots, 4s, each | | 1 03 |
| Black Currants, 16 oz., doz. | | 4 85 |
| Do., 4s, each | | 1 25 |
| Gooseberry, 4s, each | | 0 98 |
| Do., 16 oz., doz. | | 4 10 |
| Peach, 4s, each | | 0 97 |
| Do., 16 oz., doz. | | 4 00 |
| Red Currants, 16 oz. doz. | | 4 15 |
| Raspberries, 16 oz., doz. | | 4 90 |
| Do., 4s, each | | 1 30 |
| Strawberries, 16 oz., doz. | | 5 10 |
| Do., 4s, each | | 1 30 |

## *Rices Continue To Be Scarce*

**Toronto.**

RICE.—There is no indication of the supplies of rice being any better for some time. Quotations from primary markets are higher than those quoted by wholesalers for present spot stocks. The demand is steady.

| | | |
|---|---|---|
| Honduras, fancy, per 100 lbs. | | |
| Blue Rose, lb. | 0 20 | 0 21½ |
| Siam, fancy, per 100 lbs. | 15 00 | 16 00 |
| Siam, second, per 100 lbs. | 13 50 | 14 50 |
| Japans, fancy, per 10 lbs. | | 17 00 |
| Do., seconds, per 100 lbs. | | 15 00 |
| White Sago | | 0 14 |
| Do., Pakling | | 14 00 |
| Chinese, XX., per 100 lbs. | | |
| Do., Simiu | | |
| Do., Mujin, No. 1 | | |
| Tapioca, per lb. | 0 14½ | 0 15 |

## *Dried Fruits Steady At Unchanged Prices*

**Toronto.**

DRIED FRUITS.—The conditions of the dried fruit markets remains unchanged. Some wholesalers are short of certain sizes of prunes. Stocks of raisins are gradually becoming depleted and importers state that it is very doubtful whether any further supplies of raisins will arrive before next fall.

| | | |
|---|---|---|
| Evaporated apples | | 0 24 |
| Apricots, cartons, 11 oz., 48s | | 4 55 |
| **Candied Peels, American—** | | |
| Lemon | 0 44 | 0 46 |
| Orange | 0 44 | 0 46 |
| **Currants—** | | |
| Grecian, per lb. | 0 22 | 0 24 |
| Australians, 8 Crown, lb. | 0 22 | 0 23 |
| **Dates—** | | |
| Excelsior, pkgs., 3 doz. in case | | 5 50 |
| Dromedary, 9 doz. in case | | 8 00 |
| Fard, per box, 12 to 13 lbs. | | 3 50 |
| New Hallowee dates, per lb. | | 0 21 |
| **Figs—** | | |
| Taps, lb. | | 0 17 |
| Malagas, lb. | | |
| Comarde figs, mats, lb. | | |
| Smyrna figs, in bags | 0 16 | 0 18 |
| Cal., 4 oz. pkgs., 70s, case | | 5 00 |
| Cal., 8 oz., 20s, case | | 3 25 |
| Cal., 10 oz., 12s, case | | 2 25 |
| **Prunes—** | Per lb. | |
| 30-40s, 25s | | 0 31 |
| 40-50s, 25s | | 0 28 |
| 50-60s, 25s | | 0 24 |
| 60-70s, 25s | | 0 22 |
| 70-80s, 25s | | 0 21½ |
| 80-90s, 25s | | 0 20 |
| 90-100s, 25s | | |
| Sunset prunes in 5-lb. cartons, each | | 1 15 |
| **Peaches—** | | |
| Standard, 25-lb. box, peeled | 0 26½ | 0 28 |
| Choice, 25-lb. box, peeled | 0 27 | 0 30 |
| Fancy, 25-lb. boxes | 0 29 | 0 30 |
| **Raisins —** | | |
| California bleached, lb. | | |
| Extra fancy, sulphur blch., 25s | | 0 28½ |
| Seedless, 15-oz. packets | | 0 26½ |
| Seedless, 15-oz. packets | 0 24 | 0 25½ |
| Seedless, Thompson's, bulk | 0 25 | 0 26 |
| Crown Muscatels, No. 1s, 25s | | 0 25 |
| Turkish Sultanas | 0 25½ | 0 28½ |

## *Nut Market Reported Firm*

**Toronto.**

NUTS.—All nuts are in a very firm market. Importers state that when present spot stocks are sold, higher prices will be manifested on new stocks. Ceylon cocoanut is quoted at 43 cents per pound. Spanish peanuts are scarce and prices are high, being quoted at 26½ cents per pound.

| | | |
|---|---|---|
| Almonds, Tarragonas, lb. | 0 31 | 0 33 |
| Butternuts, Canadian, lb. | | 0 08 |
| Walnuts, Cal., bags, 100 lbs. | 0 40 | 0 45 |
| Walnuts, Bordeaux, lb. | 0 28 | 0 30 |
| Walnuts, Grenobles, lb. | | 0 33 |
| Do., Marbot | | 0 30 |
| Filberts, lb. | | 0 25 |
| Pecans, lb. | 0 30 | 0 32 |
| Cocoanuts, Jamaica, sack | | 12 00 |
| Cocoanut, unsweetened, lb. | 0 40 | 0 43 |
| Do., sweetened, lb. | | 0 45 |
| Peanuts, Spanish, lb. | | 0 26½ |
| Brazil nuts, large, lb. | 0 32 | 0 33 |
| Mixed Nuts, bags 50 lbs. | | 0 32 |
| **Shelled—** | | |
| Almonds, lb. | 0 62 | 0 65 |
| Filberts, lb. | 0 50 | 0 55 |
| Walnuts, Bordeau lb. | 0 88 | 0 90 |
| Do., Manchurian | | 0 68 |
| Peanuts, Spanish, lb. | | 0 25 |
| Do., Chinese, 30-32 to oz. | | 0 20 |
| Do., Java | | 0 19½ |
| Brazil nuts, lb. | | 0 88 |
| Pecans, lb. | | 1 10 |

## *Shortage on Beans; Prices Unchanged*

**Toronto.**

BEANS.—There is an active demand for beans. Although there are no changes in prices, the market is firm and dealers are experiencing difficulty in getting supplies.

| | | |
|---|---|---|
| Ontario, 1-lb. to 2-lb. pickers, bus. | | 5 50 |
| Do., hand-picked, bus. | | |
| Marrowfats, bu. | 6 00 | 6 50 |
| Japanese Kotenashi, per bu. | 4 50 | 5 00 |
| Rangoons, per bushel | 3 00 | 3 50 |
| Limas, per lb. | 0 16 | 0 17 |
| Madagascars, per lb. | 0 14 | 0 15 |

## *Strawberries Are 90 Cents Per Box*

**Toronto.**

FRUIT.—Oranges have again advanced, now being quoted at $6.50 to $8.50 per case, according to size. Higher prices are anticipated. Supplies are coming along very slowly and dealers state that they are experiencing difficulty in getting quotations. Lemons are also scarce. Florida strawberries are arriving freely and selling at 90 cents for quart boxes.

| | | |
|---|---|---|
| Cal. Navel Oranges— | | |
| 80s, per case | | 6 50 |
| 100s, per case | | 7 00 |
| 126s, per case | | 7 75 |
| 150s, per case | | 8 25 |
| 176s, 200s, 216s, 250s, per case | | 8 50 |
| Florida Oranges— | | |
| 126s, 150s, 176s, 200s, 216s, 250s | | 8 00 |
| Bananas, Port Limons | | 0 08½ |
| Lemons, Cal., 300s, 360s | 8 00 | 8 50 |
| Do., Messinas, 300s | | |
| Grapefruit— | per case | |
| 28s | | 4 50 |
| 36s | | 5 00 |
| 46s, 54s | | 5 00 |
| 64s, 70s, 80s | 5 25 | 5 75 |
| Apples, Nova Scotia— | | |
| Baldwins, bbl. | 4 50 | 7 00 |
| Starks | 4 50 | 6 75 |
| Fallawatus | | 6 75 |
| Peewaukie | 6 25 | 7 00 |
| Kings | 4 50 | 5 00 |
| Other varieties | 4 50 | 7 00 |
| Apples, Ontario— | | |
| Spys, No. 1, bbl. | | 11 00 |
| Do., Nos. 2 and 3 | 6 50 | 9 00 |
| Baldwins | 6 00 | 7 00 |
| Rome Beauty, sizes 88s, 96s, 104s, 113s, 125s, 138s, 150s | 3 75 | 4 00 |
| Cal. Pears | | 5 50 |
| Florida Tangarines, 144s, 168s, 196s, 216s, 224s | | |
| Grapes, Spanish Malagas, keg | 15 00 | 17 00 |
| Cranberry, Cape Cod, bbl. | | 13 50 |
| Do., half bbl. | | 7 50 |
| Do., boxes | | 4 50 |

## Potatoes Firmer; Supplies Scarce

Toronto.

VEGETABLES.—The potato market has shown a slight firmness. Dealers state that this is probably only temporary, caused by the condition of the roads and poor transportation. California vegetables are arriving freely and are in active demand. Hot house tomatoes are selling at 45 cents per pound. Domestic green onions are quoted at 40 cents per dozen bunches.

| | | |
|---|---|---|
| Cabbage, bbl. | .... | 6 00 |
| Carrots, per bag | .... | 2 25 |
| Parsnips, per bag | .... | 2 75 |
| Radishes, Cal., doz. | .... | 0 75 |
| Cabbages, Cal., case | 6 50 | 7 00 |
| Hothouse Tomatoes, lb. | .... | 0 42 |
| Onions, Yellow Danvers, 100 lb. sacks | .... | 8 00 |
| British Columbia Onions, 75 lb. sacks | .... | 7 50 |
| Spanish Onions, large cases | .... | 7 50 |
| Do., small crates | .... | 2 75 |
| Onions, white, large sacks | .... | 7 50 |
| Celery, Florida, case | 6 00 | 7 00 |
| Cauliflower, Cal., standard case | 5 50 | 6 00 |
| Potatoes— | | |
| Ont., 90-lb. bags | .... | 4 25 |
| Quebec, 90-lb. bags | .... | 4 25 |
| Jersey Sweet, hamper | .... | 3 75 |
| Do., bbl., double-headers | .... | 7 50 |
| Turnips, bag | .... | 1 25 |
| Mushrooms, 4-lb. basket | .... | 4 00 |
| Lettuce, Cal., head, crate 8 doz. | .... | 5 50 |
| Cabbage, Florida, hamper | .... | 4 00 |
| Green onions, Cal., doz. bunches | .... | 1 00 |
| Do., Domestic, doz. bunches | .... | 0 40 |
| Hothouse Tomatoes, lb. | .... | 0 45 |
| Green Peppers, doz. | .... | 1 00 |
| Rhubarb, doz. bunches | .... | 1 35 |

## Flour Market Remains Steady

Toronto.

FLOUR.—The flour market remains steady at unchanged prices.

| | | |
|---|---|---|
| Ontario winter wheat flour, in carload shipments, on tracks, per barrel, in jute bags | .... | 11 70 |
| Ontario spring wheat flour, in jute bags, per barrel | .... | 13 45 |

## Bran and Shorts Are Off the Market

Toronto.

MILLFEEDS.—Millers are not offering bran this week. Shorts also are scarce and very little can be obtained.

| | | |
|---|---|---|
| MILLFEEDS— | | |
| Bran, per ton | .... | 45 25 |
| Shorts, per ton | .... | 52 25 |

# WINNIPEG MARKETS

WINNIPEG, Feb. 27—The markets for the most part are very strong. Many lines have reached new levels. Supplies of sugar are very scant, barely sufficient to meet present requirements. Rogers' syrups are quoted 20 to 40 cents per case higher. Beans are in good demand and stocks are fair. Canned fruits are in active demand and quotations remain unchanged. Dried fruit stocks are becoming almost depleted and business on these lines is reported brisk.

## Sugar Deliveries Show Little Improvement

Winnipeg.

SUGAR.—Sugar deliveries for Manitoba show little improvement and supplies are very short indeed and shipments from the East are very slow in arriving. Alberta and Saskatchewan are said to be a little better off. The sugar market is very firm and a further advance of at least one dollar per hundred would not be unlooked for.

## Rogers' Syrup Farther Advances

Winnipeg.

SYRUP.—Roger's syrup has again advanced; this is the second advance since the first of the month. 2s advance 30c per case; 5s advance 35c; 10s and 20s advance 40c; glass jars, 20c.

## Beans Are Holding Firm

Winnipeg.

BEANS.—There has been no change in the bean market this week but the market is very firm. Supplies are fair with a good demand reported.

## Coffee in Tins Again Advances

Winnipeg.

COFFEE.—Coffee in tins shows an advance of three cents per pound. The coffee market shows a firmer tendency all around. Many varieties of the better described beans show strong advances the past week.

## Confectionery is Very Strong

Winnipeg.

CONFECTIONERY. — Confectionery manufacturers are still talking about further advancing prices; they say their profits are even yet below what they should be. Advances are looked for in all lines.

## Tapioca and Sago Remain Unchanged

Winnipeg.

TAPIOCA AND SAGO.—While the tapioca market has been showing considerable activity the past few weeks it seems to have settled down to a more staple basis; there has been no changes in either tapioca or sage the past week.

## Dried Fruits In Scant Supply

Winnipeg.

DRIED FRUITS.—Dried fruits of all varieties are in very scant supply. Most importers are inclined to withhold purchases on account of the exchange situation. This also applies to many lines of American goods.

## Canned Fruit In Active Demand

Winnipeg.

CANNED FRUIT.—There is a heavy demand for all lines of Canadian fruits. Due to the high rate of exchange it is almost impossible to bring in California fruit and sell it on this market. Retailers are taking advantage of this and disposing of heavy stocks of Canadian goods. Prices on Canadian lines are holding very firm, but little change is showing.

## Shoe Polish Will Advance

Winnipeg.

SHOE POLISH.—From information just to hand shoe polishes are due for a stiff advance. Jobbers are booking heavy orders for future delivery and retailers are well advised to place their orders for their spring requirements now. The advance is brought about by the higher costs of containers, raw material, labor, etc.

## Coal Oil Is Up 2c Per Gallon

Winnipeg.

COAL OIL.—Coal oil has advanced 2 cents per gallon this week. Market is very firm.

## Matches Higher; Sal Soda Also

Winnipeg.

MISCELLANEOUS. — Matches have advanced from 20 to 45 cents per case. This has been looked for for some time and retailers were advised through these columns some weeks ago of the anticipated advance. Sal soda shows an advance of $12 per ton.

## Vegetables Remain Unchanged

Winnipeg.

VEGETABLES. — Vegetables remain unchanged; demand for green vegetables is very heavy and stocks are reported good.

| | | |
|---|---|---|
| Beets, per lb. | .... | 0 04 |
| Turnips, per lb. | .... | 0 03 |
| Carrots, per lb. | .... | 0 04 |
| Cabbage, per lb. | .... | 0 06 |
| Potatoes, per bushel | 2 50 | 2 75 |
| B.C. Onions, per lb. | .... | 0 08 |
| Head Lettuce, per doz. | .... | 2 00 |
| Leaf Lettuce, per doz. | .... | 0 75 |
| Cucumbers, per doz. | .... | 6 35 |

## Flour Prices Are Unchanged

Winnipeg.

FLOUR.—There is a good demand for flour. The market remains firm at unchanged prices.

## Mill Feed Remains Unchanged

Winnipeg.

MILL FEEDS.—Mill feed and hay both remain unchanged. The market is slightly firmer on mill feeds than it has been for some time.

| | | |
|---|---|---|
| Bran, per ton | .... | 39 00 |
| Shorts, per ton | .... | 46 00 |
| Hay No. 1 Timothy, per ton | .... | 31 00 |
| Do., No. 2 Timothy, per ton | .... | 29 00 |

# WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

## *Saskatchewan Markets*

FROM REGINA, BY WIRE.

Regina, Sask., Feb. 27.—High exchange rates are causing further advance in living costs according to jobbers and retailers. Within the last week oranges and lemons have advanced $1 per case and lemons are now worth 5 cents each in case lots. Raisins and dried fruits have also advanced and a scarcity reported. Canned goods, jams and biscuits are higher. Sugar is coming forward more regularly, the principal consignments from British Columbia. Sugar is quoted at $15.55 per hundredweight.

| | | |
|---|---|---|
| Beans, small white, Japans, bus. | .... | 4 50 |
| Beans, Lima, per lb. | .... | 0 12½ |
| Rolled oats, brails | .... | 5 00 |
| Rice, Siam, cwt. | .... | 12 00 |
| Sago, lb. | .... | 0 11¾ |
| Flour | .... | 5 40 |
| Tapioca, lb. | .... | 0 14 |
| Sugar, pure cane, gran., cwt. | .... | 15 55 |
| Cheese, No. 1, Ontario, large | .... | 0 33 |
| Butter, Creamery | .... | 0 70 |
| Lard, pure, 3s, per case | .... | 21 60 |
| Bacon, lb. | .... | 0 48 |
| Eggs, new laid | 0 75 | 0 80 |
| Tomatoes, 2½s, standard case | .... | 4 47 |
| Corn, 2s, standard case | .... | 3 96 |
| Peas, 2s, standard case | .... | 4 30 |
| Apples, gal. | .... | 3 25 |
| Apples, evaporated, per lb. | .... | 0 26 |
| Strawberries, 2s, Ont., case | .... | 9 75 |
| Raspberries, 2s, Ont., case | .... | 9 75 |
| Peaches, 2s, Ontario, case | .... | 7 85 |
| Plums, 2s, case | .... | 5 00 |
| Salmon, finest Sockeye, tall, case | .... | 17 80 |
| Salmon, pink, tall, case | .... | 10 25 |
| Peaches, Cal., 2½s | .... | 7 00 |
| Potatoes, bushel | .... | 2 50 |

## *New Brunswick Markets*

FROM ST. JOHN, BY WIRE.

St. John, N.B., Feb. 27.—The sugar shortage is causing local dealers much concern, and an advance is expected this week. Cornmeal has registered an advance. Granulated is quoted at $6.25 and the ordinary at $4 per bag. Canned fruits and vegetables are quoted 5 to 15 cents per dozen higher. The butter market is firmer and prices have advanced. Dairy butter quoted at 63 cents and tub at 58 to 60 cents per pound. Bacon is also in a firm market and prices are expected to go higher. Onions are up 50 cents per bag. Lemons and oranges also quoted higher. California lemons are bringing $12 per case.

| | | |
|---|---|---|
| Flour, No. 1 patents, bbls., Man. | .... | 14 90 |
| Cornmeal, gran., bags | .... | 6 25 |
| Cornmeal, ordinary | .... | 4 00 |
| Rolled oats | .... | 12 50 |
| Rice, Siam, per 100 lbs. | .... | 14 75 |
| Tapioca, 100 lbs. | 13 50 | 15 00 |
| Molasses | .... | 1 30 |
| Sugar— | | |
| Standard, granulated | .... | 14 60 |
| No. 1, yellow | .... | 14 10 |
| Cheese, New Brunswick | .... | 0 32 |
| Cheese, Ont., twins | .... | .... |
| Eggs, fresh, doz. | 0 65 | 0 68 |
| Eggs, storage | .... | 0 58 |
| Breakfast bacon | 0 40 | 0 42 |
| Butter, creamery, per lb. | .... | 0 66 |
| Butter, dairy, per lb. | .... | 0 63 |
| Butter, tub | 0 58 | 0 60 |
| Lard, pure, lb. | 0 33 | 0 33½ |
| Lard, compound | 0 31 | 0 31½ |
| American, clear pork | 58 00 | 63 00 |
| Beef, corned, 1s | 4 00 | 4 20 |
| Tomatoes, 2½s, standard case | .... | 4 25 |
| Raspberries, 2s, Ont., case | 4 40 | 4 45 |
| Peaches, 2s, standard, case | 7 30 | 7 40 |
| Corn, 2s, standard, case | .... | 3 80 |
| Peas, standard, case | .... | 4 15 |
| Apples, gal., N.B., doz. | 4 75 | 5 00 |
| Strawberries, 2s, Ont., case | .... | .... |
| Salmon, Red Spring, flats, cases | .... | 19 50 |
| Pinks | 11 00 | 11 50 |
| Cohoes | 15 00 | 15 50 |
| Chums | .... | 9 00 |
| Evaporated Apples, per lb. | 0 22½ | 0 23 |
| Peaches, per lb. | 0 27½ | 0 28 |
| Potatoes, Natives, per bbl. | .... | 7 00 |
| Onions, Can., 100-lb. bag | 7 00 | 7 50 |
| Lemons, Cal., case | .... | 12 00 |
| Oranges, Cal., case | 7 00 | 8 50 |
| Grapefruit, Cal., case | .... | 7 00 |
| Apples, Western, box | 4 50 | 5 25 |
| Bananas, per lb. | 0 10 | 0 11 |
| Grapes, Malaga, keg | 11 00 | 13 00 |

## *Alberta Markets*

FROM CALGARY, BY WIRE.

Calgary, Alta., Feb. 27.—Six cars of sugar arrived this week which will help to relieve the situation somewhat. Matches are higher by 20 to 40 cents per case. "Two in One" shoe polishes have advanced 5 cents per dozen. Keen's mustard is quoted lower, 5 cents per pound on ½c and 6 cents per pound on ¼s. Sago and tapioca have also declined. Lard is somewhat easier. Cheese is quoted at 29 to 30 cents per pound. New laid eggs are selling at $21.50 per case. Shredded wheat is again on the market at the old prices. Lemons again advanced and are now quoted at $8.50 to $9 per case. Advances have been recorded on Cowan's cocoa, Red Rose tea, coffee, chewing gum, and some lines of biscuits.

| | | |
|---|---|---|
| Flour, 96s, per bbl. | .... | 12 95 |
| Beans, B.C. | 7 50 | 9 00 |
| Rolled oats, 80s | .... | 4 90 |
| Rice, Siam | 12 75 | 14 75 |
| Japan, No. 1 | 15 50 | 18 00 |
| Tapioca, lb. | .... | 0 12 |
| Sago, lb. | 0 12 | 0 14 |
| Sugar, pure cane, granulated, cwt | .... | 15 35 |
| Cheese, No. 1, Ont., large | 0 29 | 0 30 |
| Butter, creamery, lb. | .... | 0 65 |
| Do., dairy, lb. | 0 50 | 0 55 |
| Lard, pure, 3s | 18 90 | 20 10 |
| Eggs, new laid, local, case | .... | 21 50 |
| Do., No. 1, storage, case | 15 00 | 17 00 |
| Tomatoes, 2½s, standard, case | 4 50 | 4 75 |
| Corn, 2s, case | 4 00 | 4 45 |
| Peas, 2s, standard, case | 4 20 | 4 75 |
| Strawberries, 2s, Ontario, case | .... | 10 30 |
| Raspberries, 2s, Ontario, case | .... | 10 30 |
| Cherries, 2s, red, pitted | 9 00 | 9 50 |
| Apples, evaporated | 0 22½ | 0 25½ |
| Do., 25s, lb. | .... | 0 26¾ |
| Peaches, evaporated, lb. | .... | 0 25¾ |
| Do., canned, 2s | .... | 7 50 |
| Prunes, 90-100s | .... | 0 16 |
| Do., 70-80s | .... | 0 17 |
| Do., 50-60s | .... | 0 20 |
| Do., 30-40s | .... | 0 26 |
| Do., 20-30s | .... | 0 31 |
| Raisins, bleached Sultanas | .... | 0 27 |
| Do., bulk, seedless | .... | 0 21 |
| Do., package, 11 oz. | .... | 0 16½ |
| Filiatras Currants, lb. | .... | 0 26 |
| Salmon, pink tall, case | .... | 10 25 |
| Do., Sockeye, tall, case | .... | 17 50 |
| Do., halves | 18 00 | 19 00 |
| Potatoes, Alta., per ton | .... | 75 00 |
| Oranges | .... | 7 50 |
| Lemons | 8 50 | 9 00 |
| Grapefruit | .... | 8 00 |

## VANCOUVER

Continued from page 74

### *Sugar Prices Are Unchanged*

Vancouver.

SUGAR.—No new developments are noted in the sugar market this week. Supplies are scarce and prices are ruling the same.

### *Cereals and Beans Selling Freely*

Vancouver.

CEREALS.—All breakfast foods are in active demand and are ruling at firm prices.

### *Matches Are Quoted Higher*

Vancouver.

MISCELLANEOUS.—All grades of matches are quoted 20 to 60 cents per case higher. Supplies of salt are arriving more freely. There is an indication of soaps becoming scarce.

### *Onions Are $8.50 Per Sack*

Vancouver.

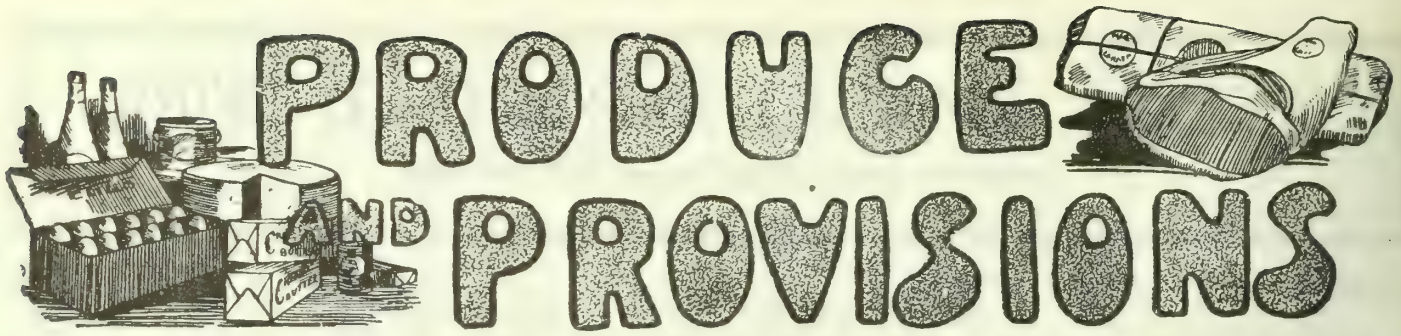
VEGETABLES. — The market for vegetables remain unchanged. Potatoes are ruling firm. Onions are quoted at $8.50 per sack.

| | | |
|---|---|---|
| Potatoes, Ashcroft | 90 00 | 95 00 |
| Do., Mainland, ton | 80 00 | 85 00 |
| Carrots, per lb. | .... | 0 03½ |
| Beets, per lb. | .... | 0 03 |
| Turnips, per lb. | .... | 0 02½ |
| Cabbage, per lb. | .... | 0 05 |
| Onions, B.C., sack | .... | 8 50 |
| Do., Man., sack | .... | .... |
| Valencia Onions, sack | .... | 9 00 |
| Head lettuce, Cal., case | .... | 7 25 |
| Do., leaf, per doz. | .... | 0 70 |
| Tomatoes, per case | .... | 15 00 |
| Celery, per dozen | .... | 3 00 |
| Cauliflower | .... | 4 25 |

### *Oranges Are Quoted Higher*

Vancouver.

FRUIT.—Oranges and lemons are in good demand. California navels are quoted at $8.00 per case. Other fruits are steady at unchanged prices.




# Fish is Fine All-Year-Round Food

## Particularly Desirable in Summer Heat—Extent of the Fisheries of Quebec Province —A Universal Food

Written for Canadian Grocer by J. A. PAULHUS, Montreal

THE Province of Quebec has made great strides these past few years in the exploitation of its vast natural resources. It has attained the first place in the Dominion, both in quantity and quality for its cheese and butter industry. The output of mines and forest products has soared up to figures which were only dreamed of a few years ago.

The returns from the farm have shown for the last period of a few years a constant and tremendous increase, both in the acreage and crops. In a word, the old Province of Quebec is passing through a wave of activity and material prosperity, which is attracting the attention of the economical world at home and abroad.

Nevertheless, as promising and as assured may be the advancements of the province in the development of its future interests, it is a fact that one of its primary industries is not receiving the encouragement and is not utilized and exploited as it should be The fisheries of this province are second to none in the Dominion, both with regard to their extent and wealth, and still the production of this source of income is only tabulated as ranking in the fourth place amongst other provinces. Why we should neglect such an important matter, cannot be easily explained—only by lack of knowledge, ignorance or indifference on the part of our economic educators.

### Fish—A Perfect Food

Fish food is becoming more and more an article of consumption the world over. It is recognized the best substitute, in fact the equal in more than a way to butchers' meat, and from the point of view of hygiene, the most sanitary food that can be procured, containing all the elements necessary to sustain life at its best without impairing the functions of the human organism; in fact, according to men of science, a perfect food.

It has, moreover, the good features of being much more reasonable in price than any other commodity, and particularly at these times of high-priced meats, butter, eggs, molasses, it should commend itself to the retailer and to the purse of the consumer of this province.

Think of it, for the price of one ton of meat you would at all times secure a quantity of food about fives times as much and at that a most palatable food, a most varied one, good at any time of the year, in all seasons, and particularly fitted to be used during the spell of our summer heat. In this province, during

J. A. PAULHUS
Writer of this article on the importance of fish in our diet.

the warm summer months, in our rural districts particularly, meat, beef and pork are almost exceptionally used as daily food. This is a custom which has degenerated into a bad habit, all contrary to common sense.

### An Important Summer Food

In the tropical countries for instance the heat is not more intense at any time during the year than it is in this province during July and August; we never allow meat in the daily diet under the equator, but plenty of fish and fruits. Meat is heating, fish is refreshing. Fish cools the blood and at the same time nourishes the body, feeds the brain and calms the nerves. The other aspect of the question of fish food is the thrift consideration. For instance, in the case of a farmer producing butter, cheese, meat, etc. By selling a part of these products, which is intended to be kept for his own use, and getting instead the same amount of food in fish product, he will find out by this operation that his bank-book or his purse will swell amazingly and still he will not be stinting himself; on the contrary improving his health and his comfort.

Another reason why Canadians should use more fish as a food, is that our fisheries and particularly our Quebec fisheries, are extensive and rich in all kinds of valuable fish.

The North Shore, Bay, the Chaleurs, the numerous lakes and mighty rivers which flow through the territory of Quebec Province, are all teeming with the best of fish species.

Hudson Bay, this vast inland sea, has not yet been touched as a fishing asset. There is certainly there in store enough fish food to supply the whole province for generations.

It is evident as it has been often said this Province of Quebec has been lavishly endowed by Providence and Nature, and it is for its inhabitants to take advantage of these precious gifts and to exploit these resources intelligently and in a manner to increase the health, the prosperity and the comfort of each and all.

---

The Marvel Milling Co., J. B. Stringer & Co., proprietors, Chatham, Ont., are putting on the market a new flour called "Flavo-Flour." The company point out this flour is made by the new "Marvel" mill and claim that it retains all the nutriments and at the same time most of the flavor and strength of the grain. It is used for both bread and pastry. They also state that the aromatic oils which contain the flavor are retained on account of the "Marvel" system being a short system in milling.

# Produce, Provision and Fish Marktes

## QUEBEC MARKETS

MONTREAL, Feb. 27—Montreal markets are rather unsettled this week with fluctuating prices. Owing to the heavy snowstorms which have considerably hampered the transportation of live stock, a stronger feeling has been created in the market owing to the fact that packers, generally, are short of supplies. Prices are unchanged in the local markets, but the undertone is undoubtedly firmer in both hogs and beef. Cooked meats are firm and prices are maintained. Ham and bacon are steady on an unchanged price basis. Margarine is weaker and prices have slightly declined. Lard is not quite so strong and slight declines are noted this week. Shortening is firming up on account of slow and inadequate supplies. Butter is very unsettled and prices are irregular. All grades have declined about five cents per pound. This is due to the stocks on hand being in excess of the present demands from outside sources. Eggs are quiet. Storage eggs are exhausted and supplies of Canadian new-laids are coming in very slowly. Most of the available supplies are imported from across the line. Little movement is manifest in the cheese market and prices are practically unchanged. Poultry is a fairly good seller considering the season of the year. Prices are unaltered. Undertone is steady and firm. Frozen fish is proving a good seller. Prices on all lines are steady. Some improvement has been shown in the bulk oyster situation and prices are said to be coming down. The season for lobsters opens on the 1st of March and the prospects point to high prices.

### *Hogs Are Stronger; Beef Very Firm*

**Montreal.**

HOGS.—Owing to the heavy snowstorms of late and the consequent transport difficulties, the receipts of live hogs were considerable lighter, and as packers generally were short of supplies a stronger feeling was created in the market. Prices in the local markets are practically unchanged, but the undertone is undoubtedly firmer.

BEEF.—Beef is much firmer. Supplies are said to be very slow for the same reason as given above for hogs, and prices have advanced in some quarters from $1.00 to $2.00 per hundred pounds. Local quotations rule without change.

FRESH MEATS

| | | |
|---|---|---|
| Hogs, live (selects) | 18 50 | 19 50 |
| Hogs, dressed— | | |
| Abattoir killed, 65-90 lbs. | 23 50 | 24 50 |
| Fresh Pork— | | |
| Leg of Pork (foot on) | .... | 0 31½ |
| Loins (trimmed) | .... | 0 35 |
| Loins (untrimmed) | .... | 0 32 |
| Bone trimmings | 0 18 | 0 21 |
| Trimmed shoulders | .... | 0 25 |
| Untrimmed | .... | 0 23 |
| Pork Sausage (pure) | .... | 0 23 |
| Farmer Sausages | .... | 0 18 |

| Fresh Beef— (Cows) | | | (Steers) | |
|---|---|---|---|---|
| $0 19 | $0 22 | ..Hind quarters.. | $0 24 | $0 28 |
| 0 12 | 0 14 | ..Front quarters.. | 0 13 | 0 16 |
| .... | 0 27 | ..... Loins ..... | .... | 0 38 |
| .... | 0 22 | ..... Ribs ..... | .... | 0 28 |
| .... | 0 12 | .... Chucks .... | .... | 0 14 |
| .... | 0 18 | ..... Hips ..... | .... | 0 19 |
| Calves (as to grade) | | | 0 22 | 0 28 |
| Lambs, 50-80 lbs. (whole carcass), lb. | | | .... | 0 28 |
| No. 1 Mutton (whole carcass), 45-50 lbs., lb. | | | .... | 0 18 |

### *Barrelled Meats Rule Very Firm*

**Montreal.**

BARRELLED MEATS. — There is little or no change to report in the market. Prices rule firm under a active demand and in view of slow supplies the tendency is higher, rather than lower.

BARRELLED MEATS

| | | |
|---|---|---|
| Barrel Pork— | | |
| Canadian short cut (bbl.), 25-35 pieces | .... | 54 00 |
| Clear fat backs (bbl.), 40-50 pieces | .... | 55 00 |
| Heavy mess pork (bbl.) | .... | 52 00 |
| Plate Beef | .... | 30 00 |
| Mess Beef | 23 00 | 28 00 |
| Bean Pork | .... | 18 00 |

### *Cooked Meats Firm; Prices Unchanged*

**Montreal.**

COOKED MEATS.—Cooked meats are firm. Prices are maintained and no definite changes have appeared in the market. Trade is stated to be fairly active, considering the season of the year, and the undertone is firm and steady.

| | | |
|---|---|---|
| Jellied pork tongues | | 0 46 |
| Jellied Pressed Beef, lb. | .... | 0 32 |
| Ham and tongue, lb. | .... | 0 30 |
| Veal and tongue | .... | 0 28 |
| Hams, cooked | | 0 47 |
| Shoulders, roast | .... | 0 50 |
| Shoulders, boiled | .... | 0 43 |
| Pork pies (doz.) | .... | .... |
| Blood pudding, lb. | .... | 0 12 |
| Mince meat, lb. | 0 15 | 0 19 |
| Sausage, pure pork | 0 18 | 0 25 |
| Bologna, lb. | .... | 0 15 |

### *Ham and Bacon Remain Unchanged*

**Montreal.**

SMOKED MEATS.—Practically no change has been effected in the market this week. During the season of Lent a general falling off of trade is expected, but dealers report a fairly active business in ham and bacon, which are selling on an unchanged price basis.

| | | |
|---|---|---|
| Hams— | | |
| Medium, smoked, per lb.— | | |
| (Weights) 8-10 lbs. | .... | 0 35 |
| 12-14 lbs. | .... | 0 36 |
| 14-20 lbs. | .... | 0 35 |
| 20-25 lbs. | .... | .... |
| 25-35 lbs. | .... | 0 30 |
| Over 35 lbs. | .... | 0 28½ |
| Boneless (for slicing), 4c advance over above prices. | | |
| Bacon— | | |
| Breakfast | .... | 0 48 |
| Cottage Rolls | .... | 0 32½ |
| Picnic Hams | .... | 0 24 |

### *Margarine Weaker; Prices Decline*

**Montreal.**

MARGARINE.—A considerably easier feeling is manifest in the local market this week, and prices have declined slightly. White Nut margarine is selling at about 35c per pound. Dealers state there is little demand for this commodity at the present time.

| MARGARINE— | | |
|---|---|---|
| Prints, according to quality, lb. | 0 37 | 0 39 |
| Tubs, according to quality, lb.. | 0 31 | 0 35 |
| White Nut | .... | 0 35 |

### *Lower Prices in Lard Market*

**Montreal.**

LARD.—All grades of lard have declined one cent per pound and the undertone is not so strong as at this time last week. Trade is stated to be but fairly good.

| LARD— | | |
|---|---|---|
| Tierces | 0 29½ | 0 30¾ |
| Tubs | .... | 0 29¾ |
| Pails | .... | 0 30 |
| Bricks | .... | 0 32 |

### *Shortening Supplies Are Getting Low*

**Montreal.**

SHORTENING. — Dealers complain that supplies of shortening are low at the present time, and although in some quarters prices have shown a slight decline, the market is not really weakening, but stands pretty firm.

| SHORTENING— | |
|---|---|
| Tierces, 400 lbs., per lb. | 0 29¼ |
| Tubs, 50 lbs., per lb. | 0 29¾ |
| Pails, 200 lbs., per lb. | 0 30 |
| Bricks, 1 lb., per lb. | 0 32 |

### *Butter Unsettled; Prices Irregular*

**Montreal.**

BUTTER.—The butter market is very unsettled and prices are irregular. All grades are selling at about five cents lower than the quotations of last week. This is stated to be due to stocks on

hand being greater than at this time last year and the fact that there are little or no enquiries from outside sources for supplies.

| | | |
|---|---|---|
| BUTTER— | | |
| Creamery, prints, qual. storage | 0 61 | 0 62 |
| Creamery, solids, quality storage | 0 63 | 0 64 |
| Dairy, in tubs, choice | 0 53 | 0 55 |
| Dairy, prints | 0 55 | 0 61 |
| Bakers' | 0 50 | 0 52 |

## *Little Movement Shown In Eggs*

**Montreal.**

EGGS.—Stocks of storage eggs are now exhausted and the supplies of Canadian new-laids are coming in very slowly. Most of the available supplies are from across the line, and although prices are slightly lower in some quarters, the markets are pretty bare and in consequence the present undertone is firmer.

| | | |
|---|---|---|
| EGGS— | | |
| No. 2 | .... | 0 45 |
| No. 1 | 0 50 | 0 52 |
| Selects | .... | 0 60 |
| New laids | 0 73 | 0 75 |

## *Cheese Steady And Unchanged*

**Montreal.**

CHEESE.—Little movement is manifest in the market this week, although the resumption of buying by the Canadian Export Committee for shipment to the United Kingdom has made the market somewhat more active, and prospects point to a better finish of the season's work than was anticipated some time ago.

| | | |
|---|---|---|
| CHEESE— | | |
| New, large, per lb. | .... | 0 31 |
| Twins, per lb. | .... | 0 30 |
| Triplets, per lb. | .... | 0 30 |
| Stilton, per lb. | .... | 0 36 |
| Fancy, old cheese, per lb. | .... | 0 33 |

## *Good Demand For Poultry*

**Montreal.**

POULTRY.—No changes are reported in the market as far as prices are concerned. There is a fairly active demand manifest for poultry at prevailing prices, which are steady and firm.

| POULTRY (dressed)— (Selling Prices) | | |
|---|---|---|
| Chickens, roasting (3-5 lbs.) | 0 37 | 0 40 |
| Chickens, roasting (milk fed) | 0 42 | 0 44 |
| Ducks— | | |
| Brome Lake (milk fed green) | .... | 0 46 |
| Young Domestic | .... | 0 42 |
| Turkeys (old toms), lb. | .... | 0 55 |
| Do. (young) | .... | 0 58 |
| Geese | .... | 0 34 |
| Old fowls (large) | 0 34 | 0 36 |
| Do. (small) | .... | 0 36 |
| (Buying Prices) | Live | Dressed |
| Chickens, light weights | 0 19 | 0 24 |
| Do., heavy weights | 0 22 | 0 27 |
| Ducks, young | 0 30 | 0 34 |
| Geese— | | |
| Young | 0 23 | 0 26-0 28 |
| Old | 0 17 | 0 20-0 21 |
| Fowls | 0 18 | 0 21 |
| Turkeys | 0 43 | 0 48-0 50 |

## *Frozen Fish Good Seller*

**Montreal.**

FISH.—With the continuance of the cold and seasonable weather the demand for all lines of frozen fish is very good. Prices are practically unchanged, although some lines appear to be firming up, while others are easier. To explain: As the breaking up of the cold weather approaches, dealers with large stocks on hand will probably quote lower prices in order to unload. On the other hand, lines that are short with a good market ahead are likely to advance. The bulk oyster situation shows improvement and prices are coming down. Season for lobsters opens up on March 1. Prospects are that on account of the severe winter and the large amount of ice packed up in all the bays along the coast, prices will be high.

| PICKLED FISH | | |
|---|---|---|
| Herrings, Scotch cured, half bbl. | .... | 12 00 |
| Do., Scotia, barrel | .... | 12 00 |
| Do., half barrel | .... | 6 50 |
| Mackerel, barrel | .... | 25 00 |
| Salmon, B.C., 200 lbs. | .... | 24 00 |
| Labrador Salmon, barrels | .... | 26 00 |
| Sea Trout, 200-lb. barrels | .... | 22 00 |
| Turbot, 200 lbs. | 20 00 | 22 00 |
| Codfish, tongues and sound, lb. | .... | 0 13 |
| Eels, lb. | 0 15 | 0 16 |
| SMOKED FISH | | |
| Haddies, BXs, per lb. (frozen) | 0 09 | 0 10 |
| Do., fresh cured | 0 15 | 0 16 |
| Fillets, | 0 17 | 0 18 |
| Bloaters, box | .... | 2 50 |
| Kippers | 2 15 | 2 50 |
| Digby Chicks, in bundles, per box | .... | 0 24 |
| Boneless Smoked Herring, 10-lb. box, per lb. | .... | 0 20 |
| OYSTERS | | |
| Cape Cod, per barrel | .... | 16 00 |
| Batouche, per barrel | .... | 13 00 |
| Malpeques shell oysters, choice, bbl. | .... | 15 00 |
| Do., XXX., bbl. | .... | 13 00 |
| Scallops, gallon | .... | 4 50 |
| Can No. 1 (solids) | 2 50 | 3 00 |
| Can No. 3 (solids) | 7 50 | 9 00 |
| Can No. 4 (solids) | 11 20 | 15 00 |
| Can No. 1 (selects) | .... | 3 50 |
| Can No. 3 (selects) | 6 75 | 10 50 |
| SUNDRIES | | |
| Paper Oyster Pails, ⅛ per 100 | .... | 1 50 |
| Paper Oyster Pails, quart size, per 100 | | 2 25 |
| Crushed Oyster Shells, 100-lbs. | | 1 50 |
| FRESH FISH | | |
| Haddock | 0 10 | 0 11 |
| Steak, cod | 0 11 | 0 12 |
| Market cod | 0 08 | 0 09 |
| Mackerel | .... | 0 18 |
| Flounders | 0 10 | 0 12 |
| Prawns | .... | 0 50 |
| Live Lobsters | .... | 0 70 |
| Salmon (B.C.), per lb., Red | .... | 0 30 |
| Skate | .... | 0 12 |
| Shrimps | .... | 0 40 |
| Whitefish | .... | 0 16 |
| FROZEN FISH | | |
| Gaspereaux, per lb. | 0 06½ | 0 07 |
| Halibut, large and chicken | 0 18½ | 0 19 |
| Halibut, Western, medium | 0 20 | 0 21 |
| Haddock | 0 08 | 0 08½ |
| Mackerel | 0 15 | 0 16 |
| Dore | 0 15 | 0 16 |
| Smelts, No. 1, per lb. | 0 17 | 0 18 |
| Smelts, extra large | .... | 0 25 |
| Pike, headless and dressed | 0 11 | 0 12 |
| Market Cod | 0 07 | 0 07½ |
| Whitefish, small | 0 12 | 0 13 |
| Sea Herrings | 0 07 | 0 07½ |
| Steak Cod | 0 09 | 0 09½ |
| Gaspe Salmon, per lb. | 0 24 | 0 25 |
| Salmon, Cohoes, round | 0 19 | 0 20 |
| Salmon, Qualla, hd. and dd. | 0 12½ | 0 23 |
| Whitefish | 0 15 | 0 16 |
| Lake Trout | 0 19 | 0 20 |
| Lake Herrings, bag, 100 lbs. | .... | 5 00 |
| Alewires | 0 07½ | 0 08 |
| SALTED FISH | | |
| Codfish— | | |
| Large bbls., 200 lbs. | .... | 18 00 |
| No. 1, medium, bbl., 200 lbs. | .... | 16 00 |
| No. 2, 200-lb. bbl. | .... | 14 50 |
| Strip boneless (30-lb. boxes), lb. | .... | 0 20 |
| Boneless (24 1-lb. cartons), lb. | .... | 0 18 |
| Ivory (2-lb. blocks, 20-lb. boxes) | .... | 0 16 |
| Shredded (12-lb. boxes) | 2 40 | 2 50 |
| Dried, 100-lb. bbl. | .... | 15 00 |
| Skinless, 100-lb. boxes | .... | 16 50 |
| Pollock, No. 1, 200-lb. barrel | .... | 13 00 |
| Boneless cod (2-lb.) | .... | 0 23 |

# ONTARIO MARKETS

TORONTO, Feb. 27—The produce and provision market is reported firm on most lines. Live hogs are quoted at $19.25 on the fed and watered basis. Pork cuts are in scant supply and one cent per pound has been registered on the best cuts of smoked ham and bacon. Butter and cheese markets are flat with a tendency to decline. A brisk business is noted on fish. Poultry is moving freely and supplies are scarce.

## *Pork Cuts Are In Scant Supply*

**Toronto.**

FRESH MEATS.—The market for fresh meats has shown little change. Dressed beef is quoted at $24.00 to $25.00 per cwt. There is practically no spring lamb being offered. Yearling lamb is quoted at 28 to 32 cents per pound. A shortage of fresh pork cuts was reported and consequently quotations were slightly firmer. Live hogs are quoted at $19.25 on the fed and watered basis.

| FRESH MEATS | | |
|---|---|---|
| Hogs— | | |
| Dressed, 70-100 lbs., per cwt. | 24 00 | 25 00 |
| Live off cars, per cwt. | .... | 19 50 |
| Live, fed and watered, per cwt. | .... | 19 25 |
| Live f.o.b., per cwt. | .... | 18 25 |
| Fresh Pork— | | |
| Legs of pork, up to 18 lbs. | .... | 0 31 |
| Loins of pork, lb. | .... | 0 38 |
| Tenderloins, lb. | .... | 0 50 |
| Spare ribs, lb. | .... | 0 25 |
| Picnics, lb. | .... | 0 26½ |
| New York shoulders, lb. | .... | 0 28 |
| Boston butts, lb. | .... | 0 32 |
| Montreal shoulders, lb. | .... | 0 29 |
| Fresh Beef—from Steers and Heifers— | | |
| Hind quarters, lb. | 0 22 | 0 25 |
| Front quarters, lb. | 0 14 | 0 16 |
| Ribs, lb. | 0 24 | 0 28 |
| Chucks, lb. | 0 14 | 0 16 |
| Loins, whole, lb. | 0 32 | 0 36 |
| Hips, lb. | 0 20 | 0 22 |
| Cow beef quotations about 2c per pound below above quotations. | | |
| Calves, lb. | 0 22 | 0 26 |
| Spring lamb, lb. | .... | .... |
| Yearling lamb | 0 28 | 0 32 |
| Sheep, whole, lb. | 0 14 | 0 18 |
| Above prices subject to daily fluctations of the market. | | |

## *Bacon and Ham Quoted Higher*

**Toronto.**

PROVISIONS.—There has been an advance of one cent per pound registered on the best cuts of smoked ham and bacon. Other lines of provisions remain firm at the same quotations.

| | | |
|---|---|---|
| Hams— | | |
| Medium | 0 34 | 0 36 |
| Large, per lb. | 0 30 | 0 31 |
| Heavy | 0 28 | 0 29 |
| Backs— | | |
| Skinned, rib, lb. | 0 49 | 0 50 |
| Boneless, per lb. | 0 53 | 0 56 |
| Bacon— | | |
| Breakfast, ordinary, per lb. | 0 40 | 0 45 |

| | | |
|---|---|---|
| Breakfast, fancy, per lb. | 0 43 | 0 52 |
| Roll, per lb. | 0 29 | 0 30 |
| Wiltshire (smoked sides), lb. | 0 33 | 0 35 |
| **Dry Salt Meats—** | | |
| Long clear bacon, av. 50-70 lbs. | .... | 0 27 |
| Do., av., 80-90 lbs. | .... | 0 25 |
| Clear bellies, 15-30 lb. | .... | 0 28 |
| Sausages in brine, keg, 35 lbs. | .... | 7 35 |
| Fat backs, 16-20 lbs. | .... | 0 30 |
| Out of pickle prices range about 2c per pound below corresponding cuts above. | | |
| **Barrel Pork—** | | |
| Mess pork, 200 lbs. | .... | 42 00 |
| Short cut backs, bbl. 200 lbs. | .... | 50 00 |
| Picked rolls, bbl., 200 lbs.— | | |
| Heavy | .... | 50 00 |
| Lightweight | .... | 60 00 |
| Above prices subject to daily fluctuations of the market. | | |

## *Cooked Hams Selling; Jellied Meats Also*

**Toronto.**

COOKED MEATS.—The sale of cooked meats is keeping up remarkably well. Hams have advanced one cent per pound. Jellied ox tongue is quoted at 55 to 60 cents per pound. Other lines are steady at prices quoted.

| | | |
|---|---|---|
| Boiled hams, lb. | 0 48 | 0 52 |
| Hams, roast, without dressing, lb. | 0 50 | 0 52 |
| Shoulders, roast, without dress- | | |
| Head Cheese, 6s, lb. | 0 12 | 0 14 |
| Choice jellied ox tongue, lb. | 0 55 | 0 60 |
| Jellied pork tongue | 0 49 | 0 50 |
| Above prices subject to daily fluctuations of the market. | | |

## *Butter Market Reported Dull*

**Toronto.**

BUTTER.—The market for butter remains in a very flat condition, with a tendency to decline. Fresh creamery prints are quoted at 66 to 68 cents per pound.

| BUTTER— | | |
|---|---|---|
| Creamery prints (fresh made). | 0 66 | 0 68 |
| Dairy prints, fresh, lb. | .... | 0 59 |
| Dairy prints, No. 1, lb. | .... | 0 56 |

## *Fresh Eggs Are In Firm Market*

**Toronto.**

EGGS.—The fresh egg market is inclined to firmness, probably due to the greater consumption during Lent, also the bad condition of the roads, which makes slow delivery of locals. American new-laids are the mainstay of the market. Storage eggs are about cleared up. Very few are being offered.

| EGGS— | | |
|---|---|---|
| No. 1 storage, doz. | .... | 0 60 |
| Fresh | 0 74 | 0 75 |
| Fresh selects in cartons | 0 77 | 0 78 |

Prices shown are subject to daily fluctuations of the market.

## *Shortening Is Quoted Higher*

**Toronto.**

SHORTENING. — The market for shortening is firm. Quotations this week are one-half cent per pound higher.

| SHORTENING— | | |
|---|---|---|
| 1-lb. prints | .... | 0 31½ |
| Tierces, 400 lbs. | .... | 0 29 |

## *Lard Market Ruling Steady*

**Toronto.**

LARD.—There is a good steady demand for lard. Prices are unchanged.

| LARD— | | |
|---|---|---|
| Tierces, 400 lbs., lb. | 0 31½ | 0 32 |

In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces.

## *Margarine Market Reported Quiet*

**Toronto.**

MARGARINE.—The market for margarine is reported quiet. Business in this line has not been as brisk as could be expected in view of the high price of butter. Prices are unchanged.

| MARGARINE— | | |
|---|---|---|
| 1-lb. prints, No. 1 | .... | 0 38½ |
| Do., No. 2 | 0 34 | 0 37 |
| Do., No. 3 | 0 30 | 0 34½ |
| Nut margarine, lb. | 0 34 | 0 35 |

## *Cheese Market Is Unchanged*

**Toronto.**

CHEESE.—No new developments are noted in the cheese market this week. Prices are unchanged and the market is very flat.

| CHEESE— | | |
|---|---|---|
| Large | 0 30 | 0 31 |
| Stilton | 0 35 | 0 36 |

Twins 1c. higher than large cheese. Triplets 1½c. higher than large cheese.

## *Fish Business Reported Brisk*

**Toronto.**

FISH.—Business is very brisk around the fish markets. Dealers state that supplies are going out almost immediately upon arrival. The market is firm at unchanged quotations.

| FRESH SEA FISH. | | |
|---|---|---|
| Cod Steak , lb. | 0 11 | 0 13 |
| Do., market, lb. | 0 4½ | 0 07 |
| Haddock, heads off, lb. | .... | .... |
| Do., heads on, lb. | .... | 0 09 |
| Halibut, chicken | 0 15 | 0 20 |
| Do., medium | .... | 0 19 |
| Fresh Whitefish | .... | .... |
| Fresh Herring | .... | .... |
| Flounders, lb. | .... | .... |
| Oysters, glass jars, 13 oz., doz. | .... | 4 80 |
| Do., No. 3 can | .... | 10 50 |
| Do., No. 5 can | .... | 17 00 |
| Blue Point oysters, 800s | .... | 15 75 |
| Do., 1000s | .... | 14 00 |
| FROZEN FISH | | |
| Salmon, Red Spring | .... | 0 24 |
| Do., Cohoe | 0 20 | 0 22 |
| Do., Qualla | 0 10 | 0 11 |
| Halibut, chicken | .... | 0 15 |
| Do., medium | .... | 0 19 |
| Do., jumbo | 0 19 | 0 20 |
| Whitefish, lb. | .... | 0 13 |
| Herring | .... | 0 09½ |
| Mackerel | 0 12 | 0 13 |
| Flounders | 0 10 | 0 11 |
| Trout | 0 17 | 0 18 |
| Pickerel, dressed | 0 14 | 0 15 |
| Smelts | .... | 0 15 |
| Spanish Mackerel | .... | 0 30 |
| Pike, round | .... | 0 08 |
| Do., headless and dressed | .... | 0 09 |
| SMOKED FISH | | |
| Haddies, lb. | .... | 0 13 |
| Fillets, lb. | .... | 0 18 |
| Kippers, box | .... | 2 40 |
| Bloaters, box | .... | 2 25 |
| Ciscoes, lb. | .... | 0 20 |

## *Fresh Poultry In Active Demand*

**Toronto.**

POULTRY.—There is an active demand for all lines of poultry. Fresh killed chickens are sold immediately upon arrival.

| Prices paid by commission men at Toronto: | Live | Dressed |
|---|---|---|
| Turkeys, old, lb. | $0 35 | $0 45 |
| Do., young, lb | 0 35 | 0 48 |
| Roasters, lb. | 0 30 | 0 30- 0 36 |
| Fowl, over 5 lbs. | 0 33 | 0 36 |
| Fowl, 4 to 5 lbs. | 0 30 | 0 30 |
| Fowl, under 4 lbs. | 0 25 | 0 28 |
| Ducklings, 3½ lbs. up | 0 30 | 0 32 |
| Geese | 0 25 | 0 26 |
| Guinea hens, pair | 1 25 | 1 50 |
| Spring chickens, live 0 24- 0 26 | | 0 34 |
| Prices quoted to retail trade:— | | Dressed |
| Hens, heavy | | 0 34 |
| Do., light | 0 28 | 0 32 |
| Chickens, spring | 0 28 | 0 35 |
| Ducklings | 0 34 | 0 35 |
| Geese | 0 28 | 0 33 |
| Turkeys | 0 50 | 0 58 |

# WINNIPEG MARKETS

WINNIPEG, Feb. 27—Very few changes are reported in the produce and provision markets. The demand in most lines has been active and supplies are adequate. The best hogs are quoted at $18.50. Butter has declined one cent per pound. Eggs are in scant supply. The lard market is slightly easier. There is a brisk demand for fish.

## *Hog Market Is Inclined To Be Steady*

**Winnipeg.**

FRESH MEAT.—The hog market has been fairly steady for some days. Quotations remain about the same, selects selling at $18.50, heavies at $16.50 and lights at $14.50.

## *Butter Drops Another Cent*

**Winnipeg.**

BUTTER. — Creamery butter is slightly easier. Market shows another drop of one cent per lb. all round.

Dairy butter is reported very scarce. Very limited quantities are being received from country shippers. There is a big inquiry for dairy butter.

| BUTTER— | | |
|---|---|---|
| Finest creamery, 1s | .... | 0 65 |
| Do., solids | .... | 0 64 |
| Do., choice | .... | 0 64 |
| Do., solids | .... | 0 64 |
| Dairy, finest, No. 1, prints | 0 41 | 0 45 |
| Do., solids | .... | .... |
| Margarine, 1s | .... | 0 39 |

## *Eggs Are In Scant Supply*

**Winnipeg.**

EGGS.—Eggs are in very scant supply; some jobbers have withdrawn prices. Storage eggs are moving freely.

| EGGS— | | |
|---|---|---|
| Fancy, in cartons, per doz. | .... | 0 65 |
| Candled, per doz. | .... | 0 50 |
| Strictly fresh from farmers | 0 75 | 0 85 |

## *Lard Shows Slight Decline*

**Winnipeg.**

LARD.—Lard generally is firm, while the market shows a slight decline of

½c per lb. The market is very firm. Supplies are said to be somewhat short, with a heavy demand. Prices are:

| PURE LARD | |
|---|---|
| 1 lb. Bricks | 0 34 |
| No. 3 Pails, 20 to case | 19 20 |
| No. 5 Pails, 12 to case | 19 13 |
| No. 10 Pails, 6 to case | 19 50 |
| 20-lb. Wooden Pails, each | 6 70 |
| Tierees, per lb. | 0 31 |

## *Fish Remains Still Unchanged*

**Winnipeg.**

FISH.—Fish prices remains very steady. There has been little change for some weeks past. Supplies are good.

# VANCOUVER MARKETS

VANCOUVER, Feb. 27—The market for produce and provisions is ruling firm at unchanged prices. Beef steers are selling at $22.00. Pork is quoted at $33.00. Cheese is quiet and quoted at 32½ cents per pound. Butter is in a declining market and eggs remain steady.

## *Fresh Meats Selling Freely*

**Vancouver.**

FRESH MEATS.—The market for fresh meats remains firm at unchanged prices. Beef steers are quoted at $22.00, lamb at $40, mutton at $38, and pork at $33.

## *Egg Market Ruling Steady*

**Vancouver.**

EGGS.—No change in the egg market is reported this week. Supplies are coming along fairly well. New-laid eggs are quoted at 65 cents per dozen.

## *Butter Market Is Unsettled*

**Vancouver.**

BUTTER.—The market for butter is unsettled. Quotations this week have declined one cent per pound. Fresh creamery butter is quoted at 70 cents per pound.

## *Lard Quoted At 36 cents Per Pound*

**Vancouver.**

LARD.—There is a good demand for lard. The market is steady at unchanged prices. Quotation this week on pure lard is 36 cents per pound.

# Halibut Sales Are Increasing

## The Value of the Halibut Caught in 1919 Was $2,000,000—Protecting the Halibut From Poachers

THE most featured fish in all the fish markets is the halibut. A few years ago this fish was practically unknown, but it ranks at the top as to number of pounds sent to the consuming centres and is easily the most favored fish with the public. The greater majority of halibut sold in Canada are caught in the vicinity of Vancouver and Prince Rupert.

### A Valuable Factor in the Fish Industry

The season of 1919 was the most successful in the history of halibut fishing. Some 212,388 cwts. of halibut were shipped from these ports at a value of $2,000,000. It is no uncommon sight to see a train of ten cars of halibut leaving Prince Rupert almost every day for the Eastern markets. A feature of the halibut fisheries is that fish are becoming increasingly difficult to catch, resulting in the boats going greater distances and in more intense fishing. The fishermen state that the halibut caught are of a smaller size than formerly. This slight depletion at the present time is no cause for alarm as there is no immediate danger of their depletion.

### Protecting the Halibut from U. S. Poachers

The halibut will be protected by a close season during the spawning season with the enforcement of the provisions of the halibut treaty negotiated between Canada and the United States last September and which comes into effect this next fall.

The halibut banks, both spawning and breeding grounds, are located in the open sea, generally some three or four miles from land, and it is plainly to be seen that to prevent the extermination of the halibut that a reciprocal arrangement between the two interested countries was the only solution to the difficulty.

It is interesting to note that the halibut weighing ten to one hundred-fifty pounds and sometimes more are caught with hook and line. The old method of catching halibut by short line trolls from dorries has been discarded by the fishermen. During the past year, the long line trawl was used, consisting of a single troll extending a considerable distance behind the fish boat, and connected with which, at regular intervals, are a number of lateral lines. At the ends of the small lines are the large halibut hooks baited with fresh or frozen herrings.

### WHY GREEKS GETS FRUIT BUSINESS

A retailer asked another one the other day why it was that Greeks and Italians could come in here and take business away from our own established grocers.

The second retailer thought for a moment and replied:

"I'll tell you why. You go past a Greek or an Italian fruit store at any time and what do you see? You see the windows attractively trimmed with fruit, apples nicely polished and everything clean and arranged in rows that actually create an appetite. You will notice the color scheme is one that attracts attention and you simply cannot get away from it. You will also find that the windows themselves are always carefully cleaned, so that the passer-by can see through the glass. You never see a conglomeration of articles in one window. If it is a fruit window you see nothing but fruit. If a confectionery window you will see nothing but nicely arranged boxes of confectionery. This is the case with few exceptions.

"I have noticed a great many grocery windows exactly the opposite. You will see, for instance, fruit, soap, canned goods, beans, brooms and many different lines of goods in them so that they do not attract attention. The glass is so dirty you can scarcely see inside."

Is this the answer? What do you think?

# The Tendency for Cheese is for a Declining Market

## Exporting of Cheese at a Standstill—Large Stocks Are Held in Canada

THE cheese market shows every indication of declining. This is very welcome news in so far as the consumer is concerned, but on the other hand the cheese merchant stands a fair chance of losing a considerable amount of money. The Export Cheese Committee has suspended the purchase of cheese by order of the Ministry of Food in Great Britain owing to the adverse position of the sterling exchange. There is no restriction, however, to prevent exporters here selling their cheese on the English market providing they sell at the price set by the British control. Holders of cheese maintain that the price set by the British control is a virtual restriction, and at the present rate of exchange, in order to supply Great Britain's requirements of cheese would mean a distinct loss of 6 cents per pound to the exporter. Then, again, the cheese factories will resume operations on the first of May, which is another indication of a declining market unless in the meantime the large stocks of cheese held in Canada are disposed of.

DAVIES QUALITY PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED TORONTO

# Davies Pure Lard

**is a product you can recommend with confidence to your customers**

GIVE this HIGH-GRADE PRODUCT a prominent place in your store. Feature it. Let it build up for you a profitable business and a worth-while reputation—just as it is doing for hundreds of other Canadian Merchants.

Here is a pure, white lard of even consistency, and day in and day out quality—a lard that will meet the needs of your domestic trade, and give the highest satisfaction to your customers.

For family use Davies Pure Lard is sold in 1-lb. sanitary cartons, and in 3-lb., 5-lb. and 10-lb. attractive blue, white and gold pails.

Place your order with our salesman, or write us to-day for quotations.

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO
MONTREAL CHICAGO

# *The Value of the Business Press to Business Men*

"Business men do not realize the value which trade journals and technical magazines may have for them in increasing the efficiency of their factories and in giving them a broad and comprehensive view of their business.

"Our foreign competitors read almost every article published upon their business with great care and thoroughness. Many of them have duplicate copies of their favorite trade paper sent to their homes so that they may read them away from the business without being disturbed. Many foreign manufacturers contribute articles to these journals on phases of the business with which they are most familiar. Such articles are bound to be helpful and have a constructive effect.

*"Our trade journals and technical papers are the best in the world, and they should be supported and encouraged by our business men.*

"Copies should be placed where employees can see them and they should be urged to read and study them.

"These papers are preaching the gospel of sound business on practical lines and are helpful not only to business but to the country as a whole.

*"If the suggestions made by them in the past had been followed by our business men it would not be necessary at this time to point out some of the fundamental weaknesses in American business."*

—Edward N. Hurley, formerly Chairman of the Federal Trade Commission, in "The Awakening of Business."

---

The following is list of the MacLean publications. Every publication is a leader in its field. Write us for any information you may desire with regard to the field covered, advertising rates, etc.

**TRADE NEWSPAPERS**

| | | |
|---|---|---|
| Hardware and Metal | Canadian Grocer | Dry Goods Review |
| Men's Wear Review | Bookseller and Stationer | Sanitary Engineer |

**TECHNICAL PAPERS**

| | | |
|---|---|---|
| Canadian Machinery | Canadian Foundryman | Marine Engineering |
| Power House | Printer and Publisher | Can. Motor, Tractor and Implement Trade Journal |

**MAGAZINES**

MACLEAN'S MAGAZINE FARMERS' MAGAZINE

Financial Post—**Weekly Commercial Newspaper**

## The MacLean Publishing Company, Limited

153 University Avenue, Toronto Southam Bldg., 128 Bleury Street, Montreal
1207 Union Trust Bldg., Winnipeg, Man.

A small sample order will show you just what an excellent selling line they will make in your meat department.

# Guaranteed Quality

Schneider's Sausages are guaranteed by us to give absolute satisfaction. Send for a trial order to-day—if they fail to win approval from both you and your customers we'll gladly take them back. It's a safe offer for us.

## SCHNEIDER'S
### PURE MEAT
## SAUSAGE

are made from fresh pork, delicately seasoned with pure spices. They possess an exquisite flavor that is altogether different from the general run of sausages.

**J. M. Schneider & Son, Ltd.**
KITCHENER - ONTARIO

*Drop us a card for Sausage and Smoked Meat quotations. Satisfaction guaranteed on all mail orders.*

MARIGOLD

MARIGOLD

## "The Greatest Seller of Its Kind in the World"

## MORRIS & COMPANY, Chicago, U. S. A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

## Have No Hesitation

in choosing

# 'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR : HALIFAX, N.S.

**SMITH AND PROCTOR**

SOLE PACKERS

Halifax - N.S.

57 57

Heinz Pickles in bottles are especially cultivated cucumbers, cured when fresh from the vines and preserved in fine old Heinz vinegar.

A half century of pickling experience is embodied in every bottle of Heinz Pickles.

## H. J. HEINZ COMPANY

Pittsburgh Toronto Montreal

57 57

## *It's Profitable Because—*

**100% PURE**

# COSGRAVE'S PURE MALT Vinegar

Better to sell this branded, bottled vinegar than the bulk article. No waste — no loss — no deterioration. Easily handled makes fine display Quality guaranteed.

**RETAILS**
**15c and 25c**

WELL ADVERTISED

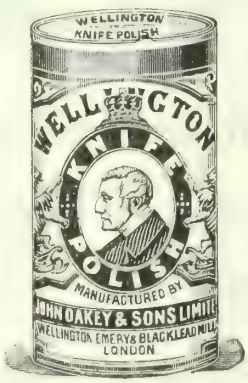
Write us or ask your jobber for trade prices.

# "FISH"

We have a full stock of Lake Superior herring in kegs and other pickled fish, also a quantity of frozen Georgian Bay trout, B.C. halibut and qualla salmon.

## LEMON BROS.

**Owen Sound, Ont.**




# OAKEY'S "WELLINGTON KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

**John Oakey & Sons, Ltd.**

*Manufacturers of*

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

*Agents:*

F. Manley, 42 Sylvester-Willson Bldg., Winnipeg.

Sankey & Manson, 839 Beatty Street, Vancouver.

# LENT—the big Pancake Season is here

and grocers should stock up well with White Swan (Self-Rising) Pancake Flour for this extra selling.

*"The Mustard with the Kick"*

**White Swan Mustard**

is an all-Canadian brand that is stronger and better flavored than any imported lines. This excellent seller is attractively labelled and packed in

¼ pounds ....$2.25
½ pounds .... 4.00

**White Swan Pancake Flour**

is the "peer" of all Pancake Flours. Self-Rising and ready for instant use by simply stirring with milk or water. It makes delicious gems, muffins and pancakes.

## White Swan Spices and Cereals, Limited

TORONTO, CANADA

# Flour Comes First

Count up the number of times flour appears in some form or other on the daily bill of fare—bread, toast, biscuits, pies, cakes, puddings, thick soups, gravies and sauces and a host of other dishes. The grocer who sells

**PURITY FLOUR**

has first chance of selling his customer all these other supplies. Broaden your sales by selling the popular

**PURITY FLOUR**

## Western Canada Flour Mills Co., Limited

**Head Office: - Toronto, Ont.**

Branches at: Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal, St. John, N.B., Courtenay, B.C.

# SHORT OF HELP TOO BAD!

Yet the man you need is somewhere—probably behind a counter or desk, and in the grocery business, wholesale or retail. He'll go to you if the call is loud enough.

Perhaps you can get him with a whisper. Never can tell what makes some men restless.

It's clearly up to you to use a dollar or two to advertise. Use CANADIAN GROCER—2 cents a word. If you know any better paper, use it.

All we know is that CANADIAN GROCER gets into **5,600** grocery stores and establishments all over Canada. No one daily newspaper—no other publication—can make, truly, the same statement.

The chances are that you'll find the man you want in a grocery store or office. If he's there now, and you get him, he'll probably be a trained man, and you'll get value out of him from the start.

Don't rest on one insertion. It isn't experience to get what you're after the first crack out of the box. The best men are hardest to budge. Make your advertisement explicit.

Make it brief. Use a box number if you like. The big thing is to try, and try and try.

Our business is to carry your advertisement to likely men. It isn't our business to get replies for you. Yet the chances are that you'll get replies—first week of trying.

**Rates—2c per word first insertion, and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent in our care to a Box Number. Invariably in advance.**

CANADIAN GROCER

143-153 University Avenue

TORONTO


# QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

### JAMS
DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac. Top Glass Jars, 16 oz.

| | |
|---|---|
| Strawberry | $5 15 |
| Currant, Black | 5 05 |
| Pear | 4 40 |
| Peach | 4 40 |
| Plum | 4 20 |
| Apricot | 4 50 |
| Cherry | 4 85 |
| Gooseberry | 4 50 |

### "AYLMER" PURE ORANGE MARMALADE

| | Per doz. |
|---|---|
| 12 oz. Glass, Screw Top, 2 doz. in case | 3 15 |
| 16 oz. Glass, Screw Top, 2 doz. in case | 3 85 |
| 16 oz. Glass, Tall, Vacuum, 2 doz. in case | 3 85 |
| 2's Tin, 2 doz. per case | 5 95 |
| 4's Tins, 12 pails in crate, per pail | 0 95 |
| 5's Tin, 8 pails in crate, per pail | 1 18 |
| 7's Tin or Wood, 6 pails in crate | 1 64 |
| 30's Tin or Wood, one pail in crate, per lb. | 0 23 |

### PORK AND BEANS "DOMINION BRAND"

| | Per doz. |
|---|---|
| Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case | $0 85 |
| 1's Pork and Beans, Flat, Plain, 4 doz. to case | 0 92½ |
| 1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case | 0 95 |
| 1's Pork and Beans, Tall, Plain, 4 doz. to case | 0 95 |
| 1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case | 0 97½ |
| 1½'s (20 oz.), Plain, per doz. | 1 25 |
| Tomato or Chili Sauce | 1 27½ |
| 2's Pork and Beans, Plain, 2 doz. to the case | 1 50 |
| 2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case | 1 52½ |
| 2½'s Tall, Plain, per doz. | 2 00 |
| Tomato or Chili Sauce | 2 35 |

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

CATSUPS—In Glass Bottles

| | Per doz. |
|---|---|
| ½ Pts., Aylmer Quality | $1 90 |
| 12 oz., Aylmer Quality | 2 85 |
| | Per jug |
| Gallon Jugs, Aylmer Quality | $1 62½ |
| | Per doz. |
| Pints, Delhi Epicure | $2 70 |
| ½ Pints, Red Seal | 1 45 |
| Pints, Red Seal | 1 90 |
| Qts., Red Seal | 2 45 |
| Gallons, Red Seal | 6 45 |

BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal, Can.

### CONDENSED MILK

Terms—Net 30 days

| | |
|---|---|
| Eagle Brand, each 48 cans | $10 25 |
| Reindeer Brand, each 48 cans | 9 80 |
| Silver Co, each 48 cans | 9 35 |
| Gold Seal, Purity, each 48 cans | 9 20 |
| Mayflower Brand, each 48 cans | 9 20 |
| Challenge Clover Brand, each 48 cans | 8 70 |

### EVAPORATED MILK

| | |
|---|---|
| St. Charles Brand, Hotel, each 24 cans | $7 15 |
| Jersey Band, Hotel, each 24 cans | 7 15 |
| Peerless Brand, small, each 24 cans | 3 15 |
| St. Charles Brand, tall, each 48 cans | 7 25 |
| Jersey Brand, tall, each 48 cans | 7 25 |
| Peerless Brand, tall, each 48 cans | 7 25 |
| St. Charles Brand, Family, 48 cans | 6 25 |
| Jersey Brand, Family, each 48 cans | 6 25 |
| Peerless Brand, Family, each 48 cans | 6 25 |
| St. Charles Brand, small, each 48 cans | 3 30 |
| Jersey Brand, small, each 48 cans | 3 30 |
| Peerless Brand, small, each 48 cans | 3 30 |

### CONDENSED COFFEE

| | |
|---|---|
| Reindeer Brand, large, each 24 cans | 6 75 |
| Reindeer Brand, small, each 48 cans | 6 50 |
| Cocoa, Reindeer Brand, large, each 24 cans | 6 25 |
| Reindeer Brand, small, 48 cans | 6 50 |

### HARRY HORNE & CO.,
Toronto, Ont.

| | Per case |
|---|---|
| Cooker Brand Peas (3 doz. in case) | 4 20 |
| Cooker Brand Popping Corn (3 doz. in case) | 4 20 |

### COLMAN'S OR KEEN'S MUSTARD

| | Per doz. tins |
|---|---|
| D.S.F., ¼-lb. | $2 00 |
| D.S.F., ½-lb. | 5 30 |
| D.S.F., 1 lb. | 10 40 |
| F.D., ¼-lb. | .... |
| | Per jar |
| Durham, 1-lb. jar, each | $0 60 |
| Durham, 4-lb. jar, each | 2 25 |

CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal

### KLIM

| | |
|---|---|
| 8 oz. tins, 4 dozen per case | $12.50 |
| 16 oz. tins, 2 dozen per case | 11.50 |
| 10 lb. tins, 6 tins per case | 25.00 |

Prices f.o.b. Toronto.

THE CANADA STARCH CO., LTD.

Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

Manufacturers of the Edwardsburg Brands Starches

| Laundry Starches— Boxes | Cents |
|---|---|
| 40 lbs., Canada Laundry | $0 10 |
| 100-lb. kegs, No. 1 white | 0 10½ |
| 200-lb. bbls., No. 1 white | 0 10½ |
| 30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. | 0 12 |
| 40 lbs., Benson's Enamel, (cold water), per case | 3 25 |
| Celluloid, 45 cartons, case | 4.70 |
| Culinary Starch. | |
| 40 lbs., W. T. Benson & Co.'s Celebrated Prepared | 0 11¾ |
| 40 lbs. Canada Pure or Challenge Corn | 0 10¼ |
| 20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. | 0 16½ |

(20-lb. boxes, ¼c higher, except potato flour.)

THE above is a photograph of the general store operated by Connors Bros., famous packers of Brunswick Brand fish foods, at Black's Harbor, N.B.

By conducting this general store they are enabled to study their products both from the viewpoint of packers and retailers. This greatly assists them in producing Brunswick Brand Fish Food Products that will sell well and win lasting dealer and consumer satisfaction.

*This is the* 8th *of a series of advertisements depicting the most-up-to-date method employed by Connors Bros., Ltd., in preparing Brunswick Brand Celebrated Fish Foods.*

# Connors Bros., Limited

BLACK'S HARBOR, N.B.

**The year-round drink**

Marsh's Grape Juice has proven itself a popular year-round seller. Grocers everywhere selling Marsh's Pure Concord Grape Juice report excellent sales and profits.

The delicious, rich Concord flavor so apparent in Marsh's will turn your casual grape juice orders to constant repeats. Try a small sample order and prove to yourself its great sales ability.

**The Marsh Grape Juice Company**
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces:
**The McLaren Imperial Cheese Company Limited**
Toronto and Montreal

Even One Half Hour

spent reading your trade paper is time well spent. Then pass it on to your assistant, and let it help him to help you.

**CROWN BRAND CORN SYRUP**

| | |
|---|---|
| 2-lb. tins, 2 doz. in case | $ 5 45 |
| 5-lb. tins, 1 doz. in case | 6 95 |
| 10-lb. tins, ½ doz. in case | 5.75 |
| 20-lb. tins, ¼ doz. in case | 5.70 |
| (Prices in Maritime Provinces 10c per case higher.) | |
| Barrels, about 700 lbs. | 0 08¼ |
| Half bbls., about 350 lbs. | 0 08½ |

**LILY WHITE CORN SYRUP**

| | |
|---|---|
| 2-lb. tins, 2 doz. in case | $5 05 |
| 5-lb. tins, 1 doz. in case | 6 55 |
| 10-lb. tins, ½ doz. in case | 6 25 |
| 20-lb. tins, ¼ doz. in case | 6 20 |
| (5, 10, and 20-lb. tins have wire handles.) | |

**GELATINE**

| | |
|---|---|
| Cox's Instant Powdered Gelatine (2-qt. size), per doz. | $1 75 |

**INFANTS' FOOD**
MAGOR, SO N& CO., LTD.

| | Doz. |
|---|---|
| Robinson's Patent Barley— | |
| 1-lb. | $4 00 |
| ½-lb. | 2 00 |
| Robinson's Patent Groats— | |
| 1-lb. | 4 00 |
| ½-lb. | 2 00 |

**BLUE**

| | |
|---|---|
| Keen's Oxford, per lb. | 0 24 |
| In cases, 12 12-lb. bxs to case. | 0 25 |

**NUGGET POLISHES**

| | Doz. |
|---|---|
| Polish, Black, Tan, Toney Red and Dark Brown | $1 15 |
| Card Outfits, Black and Tan. | 4 15 |
| Metal Outfits, Black and Tan | 4 35 |
| Creams, Black and Tan | 1 25 |
| White Cleaner | 1 25 |

**IMPERIAL TOBACCO CO. OF CANADA, LIMITED**
**EMPIRE BRANCH**

| | |
|---|---|
| Black Watch, 10s, lb. | $1 20 |
| Bobs, 12s | 1 13 |
| Currency, 12s | 1 13 |
| Stag Bar, 9s, boxes, 6 lbs. | 1 08 |
| Pay Roll, thick bars | 1 30 |
| Pay Roll, plugs, 10s, 6-lb. ¼ caddies | 1 25 |
| Shamrock, 9s, ½ cads., 13 lbs., ¼ cads., 6 lbs. | 1.25 |
| Great West Pouches, 9s, 8-lb. boxes, ½ and 1-lb. lunch boxes | 1 30 |
| Forest and Stream, tins, 9s, 2-lb. cartons | 1 44 |
| Forest and Stream ¼s, ½s, and 1-lb. tins | 1 50 |
| Master Workman, 2 lbs. | 1 25 |
| Master Workman, 4 lbs. | 1 25 |
| Derby, 9s, 4-lb. boxes | 1 30 |
| Old Virginia, 12s | 1 70 |
| Old Kentucky (bars), 8s, boxes, 5 lbs. | 1 35 |

**COCOA AND CHOCOLATE**
**THE COWAN CO., LTD.,**
Sterling Road, Toronto, Ont.

**COCOA**

| | |
|---|---|
| Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. | $5 80 |
| Perfection, ¼-lb. tins, doz. | 1 60 |
| Perfection, ½-lb. tins, doz. | 3 00 |
| Perfection, 10s size, doz. | 1 15 |
| Perfection, 5-lb. tins, per lb. | 0 42 |
| Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz. | 3 25 |
| Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb. | 0 28 |

**UNSWEETENED CHOCOLATE**

| | |
|---|---|
| Supreme Chocolate, 12-lb, bxs, per lb. | 0 45 |
| Supreme Chocolate, 10c size, 2 doz. in box, per box | 2 25 |
| Perfection Chocolate, 10c size, 2 doz .in box, per box | 1 90 |

**SWEET CHOCOLATE**

| | Per lb. |
|---|---|
| Eagle Chocolate, ¼s, 6-lb. boxes | 0 36 |
| Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case | 0 36 |
| Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case | 0 36 |
| Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case | 0 36 |
| Diamond Crown Chocolate, 28 cakes in box | 1 25 |

**CHOCOLATE CONFECTIONS**

| | |
|---|---|
| Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. | $0 47 |
| Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| 30 boxes in case, per lb. | 0 47 |
| Milk Croquettes, 5-lb. boxes, No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. | 0 43 |
| Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. | 0 43 |
| No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. | 0 43 |
| No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. | 0 43 |
| No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. | 0 43 |
| No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. | 0 43 |
| No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case. lb. | 0 40 |
| Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. | 0 60 |
| Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. | 0 60 |

**NUT MILK CHOCOLATE, ETC**

| | |
|---|---|
| Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box | $ 2 35 |
| Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box | 2 35 |
| Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb. | 0 47 |
| Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box | 2 45 |
| Fruit and Nut Milk Chocolate Slabs, per lb. | 0 47 |
| Milk Chocolate Slabs, with Assorted Nuts, per lb. | 0 47 |
| Plain Milk Chocolate Slabs, per lb. | 0 47 |

**MISCELLANEOUS**

| | |
|---|---|
| Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz. | $6 00 |
| Maple Buds, fancy, ½ lb., 1 doz. in box, per doz. | 3 30 |
| Assorted Chocolate, 1 lb., ½ doz. in box, per doz. | 6 00 |
| Assorted Chocolate, ½ lb., 1 doz. in box, per doz. | 3 20 |
| Chocolate Ginger, full ½ lb., 1 doz. in box, per doz. | 4 35 |
| Crystallized Ginger, full ½ lb., 1 doz. in box, per doz. | 4 35 |
| Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box | 2 04 |
| Triumph Chocolate, ¼s, 4-lb. boxes, 35 boxes in case, per box | 2 04 |
| Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box | 2 04 |
| Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross | 1 14 |
| 120—1c Milk Chocolate Sticks, 60 boxes in case | 0 80 |

**W. K. KELLOGG CEREAL CO.**

| | |
|---|---|
| Kellogg's Toasted Corn Flakes, Waxtite | 4 15 |
| Kelogg's Toasted Corn Flakes, Ind. | 2 00 |
| Kellogg's Dominion Corn Flakes | 4 15 |
| Kellogg's Dominion Corn Flakes, Indiv. | 2 00 |
| Kellogg's Shredded Krumbles. | 3 50 |
| Kellogg's Shredded Krumbles, Ind. | 2 00 |
| Kellogg's Krumbled Bran | 1 85 |

**BRODIE AND HARVIES**

| | |
|---|---|
| XXX Self-Raising Flour, 6 lbs. packages, do. | 6 00 |
| Do., 3 lbs. | 3 05 |
| Superb Self-Raising Flour, 6 lb. | 5 80 |
| Do., 3 lbs. | 2 95 |
| Crescent Self-Raising Flour, 6 lb. | 5 90 |
| Do., 3 lb. | 3 00 |
| Perfection rolled oats (55 oz.) | 3 00 |
| Brodie's Self-Raising Pancake Flour, 1½ lb. pack., doz. | 1 50 |

**BLACKWOODS' BAKING POWDER**

| | Per doz. |
|---|---|
| 8-oz. tins, 4 doz. to case | $ 1 50 |
| 12-oz. tins, 4 doz. to case | 2 25 |
| 16-oz. tins, 4 doz. to case | 2 50 |
| Qt. Sealers, 1 doz. to case | 5 00 |
| 3-lb. tins, 1 doz. to case | 6 50 |
| 5-lb. tins, 1 doz. to case | 10 50 |

**CORDIALS**

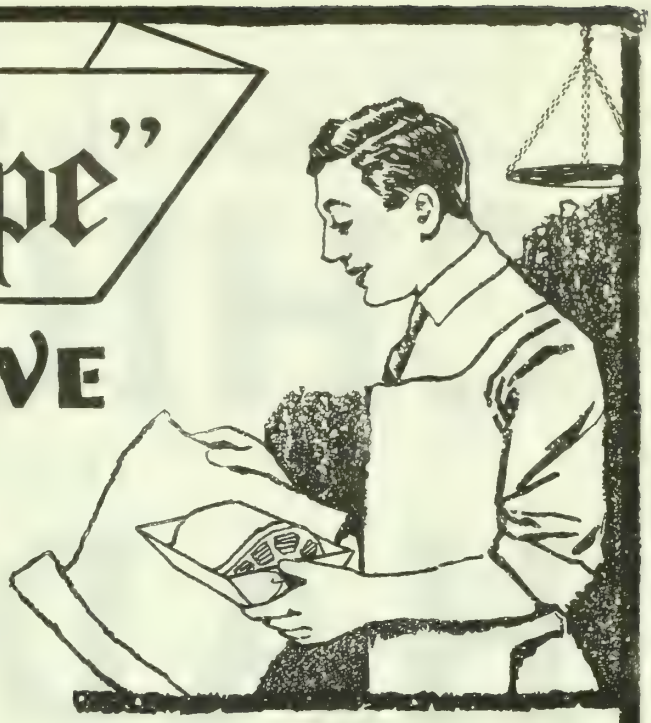
| | |
|---|---|
| Black Cherry | St. Julien Claret |
| Mondego Port | Grape Wine |
| Hot Todd | Ginger Wine |
| Sloe Gin | Creme de Menthe |

Packed 1 doz. qts. to case.

| | |
|---|---|
| Per case | $4 50 |
| Bulk, per gallon | 1 25 |

# "Riteshape"

## SAVE AND SERVE



Take a look at the factory packed foods on your shelves.

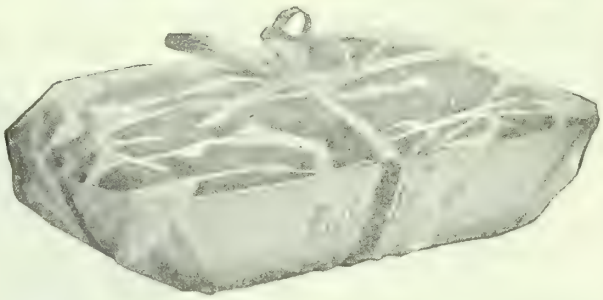
The packer took his product seriously and gave it a handsome package that reflects quality and class.

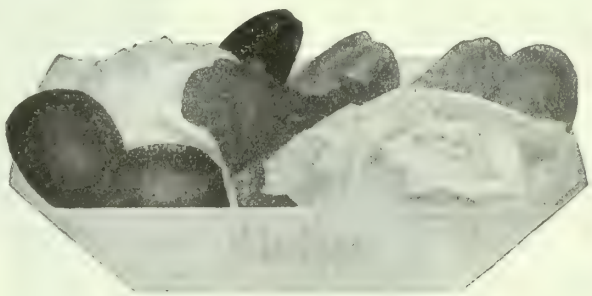
Do you think that much of your own food lines—those bulk foods you buy and sell?

If you do, you use the **Riteshape** for every ounce of food that you sell in bulk.

For the bulk foods alone are known as your food lines. Your customer knows only that he bought them from you.

Your reputation is involved in every bulk food sale. Make that reputation mean quality and distinction.





**Do it in the Riteshape.**

*Ask Your Jobber*

VICTORIA PAPER & TWINE CO.

*Wholesale Distributors*

MONTREAL 430 Wellington Street West, TORONTO HALIFAX

THE OVAL WOOD DISH CO. — MANUFACTURERS — TUPPER LAKE, N.Y. U.S.A.

## Have A Big Lenten Season

# CHICKEN

(LILY BRAND)

# HADDIES

REGISTERED

Chicken Haddies sell fast. Those who try them once always return for more. ¶ Your wholesaler can supply you.

PACKED AT CANSO, N.S., BY THE

**MARITIME FISH CORPORATION, LIMITED**

*Head Office and Sales Department:* MONTREAL

*Plants at* CANSO and DIGBY, N.S.

*Packers of the celebrated MAPLE LEAF Canned Codfish Flakes*

# Diamond Crystal

We have just received the following letter from the Diamond Crystal Salt Co. of St. Clair, Mich.

"In order to assist our Canadian friends in avoiding the high exchange rates between the two countries at this time we are arranging to accept payment on all Canadian accounts in Canadian funds, to accumulate these funds in the Bank of —— and as they accumulate to purchase Canadian Government Bonds, and if necessary to use these bonds as collateral against loans in this country until the exchange rate improves."

You will observe that these people appreciate the serious exchange situation and are willing to directly assist in rectifying this unsatisfactory condition. We would also like the trade to know that this offer came to us unsolicited. This action of theirs will enable us to materially reduce prices of the finest salt produced on this continent, and now quote:-

| | | |
|---|---|---|
| Bbls. Diamond Crystal, | 120-2½s, | 7.65 |
| " Diamond Crystal, | 75-4s, | 7.55 |
| " Diamond Crystal, | 60-5s, | 7.25 |
| " Diamond Crystal, | 24-12s, | 7.45 |
| " Diamond Crystal, | 75-2s and 37-4s, | 7.70 |
| Bags Diamond Crystal, Dairy, 28s, | | .65 |
| " Diamond Crystal, Dairy, 56s, | | 1.15 |
| Shaker Salt, Case 2 dozen, | | 2.95 per case |

Send us a trial order.

## H. P. ECKARDT & CO

**WHOLESALE GROCERS**

CHURCH STREET & ESPLANADE TORONTO

TRADE EXCELSIOR MARK

# CURLING BROOMS

Ours is in a class by itself, made very select for the curlers.

Selected basswood handles.

Selected corn.

Closely stitched.

Well balanced.

*Tough, Fine Corn*
*Can Ship from Stock.*

**J. C. SLOANE CO.**
**Owen Sound Canada**

**LIQUEURS**

| | |
|---|---|
| H. T. Special | Ginger |
| Creme deMenthe | Black Cherry |
| Hot Todd | Port |
| Grape | Claret |
| Sloe Gin | Trench Kum |

Packed 1 doz. qts. to cs. Per cs. $6 60
Bulk, per gallon ..... 2 85

**CONCENTRATED FRUIT CIDERS**

| | |
|---|---|
| Orange | Cherry |
| Peach | Loganberry |
| Lemon | Strawberry |
| Grape | Raspberry |
| | Blackberry |

Per doz.
Packed 24, 2½-lb. tins to case. $7 20
Apple, pkd. 24, 2½-lb. tins to cs.. 7 40

**EXTRACTS**

Blackwoods' Government Standard. All flavors. Per doz.—

| 2-oz. | 2½-oz. | 4-oz. | 8-oz. | 16-oz. |
|---|---|---|---|---|
| $1 75 | 2 00 | 3 25 | 5 75 | 11 25 |

Heather Brand. Fifty per cent. over Government Standard. Per doz.—

| 2-oz. | 2½-oz. | 4-oz. | 8-oz. | 16-oz. |
|---|---|---|---|---|
| $2 25 | 2 60 | 4 25 | 7 50 | 14 00 |

**OYSTER COCKTAILS** Per doz
Pimento Stuffed, 24, 6 oz. to cs. 3 00
Packed 5-doz. 4-oz. bottles to cs. $3 85

**OLIVES** Per doz
Queens, packed 24, 5 oz. to cs. $2 20
Queens, packed 24, 16 oz. to cs. 3 35
Pimento Stuffed, 24, 16 oz. to cs. 4 50

**BLACKWOODS' DE LUXE PICKLES**

| Ozs. | 10 | 16 | 16 | 20 | Qts. |
|---|---|---|---|---|---|
| Sr. Mix. .. | 2.25 | 3.15 | 3.35 | 3.75 | 4.65 |
| Chow ..... | 2.35 | 3.25 | 3.40 | 3.85 | 4.90 |
| Onions .... | 3.45 | .... | .... | .... | .... |
| Gherkins . | 3.50 | .... | .... | .... | .... |
| Sw. Mix. .. | 2.50 | 3.35 | 3.60 | 4.00 | 5.15 |
| Sw. Onions | 3.75 | .... | .... | .... | .... |
| Sw. Gherkin | 3.75 | .... | .... | .... | .... |

F.o.b. jobbing points add the following freight per dozen:—
10 oz., 10c; 16 oz., 15c; 16 oz., 20c; 20 oz., 25c; qts., 30c.
F.o.b. Winnipeg.

**PICKLES IN TINS** Per doz.
Sr. Mix, 2½-lb. tins ..... $3 25
Chow, 2½-lb. tins ..... 3 40
Sw. Mix, 2½-lb. tins ..... 3 50
Sr. Gherkin, 2½-lb. tins ..... 4 25
Sw. Gherkin, 2½-lb. tins ..... 4 50
Dills, 2½-lb. tins ..... 3 50
Kraut, 2½-lb. tins ..... 1 90

**PICKLES IN BULK**
Spring Top Gallon Jars

| | |
|---|---|
| Sr. Mix | $1 10 |
| Chow | 1 25 |
| Sw. Mix | 1 40 |
| Dills | 1 10 |

| Pails | 1 gal. | 3 gal. | 5 gal. |
|---|---|---|---|
| Sr. Mix | $1 40 | $3 90 | $4 60 |
| Chow | 1 45 | 3 25 | 4 90 |
| Sw. Mix | 1 70 | 4 25 | 6 50 |

**RELISHES** Per doz
Horse Radish, 10-oz. bottle.... $2 40
English Picalilli, 8-oz. ..... 2 25

**RASPBERRY VINEGAR, HEAVY SYRUP** Per doz
Packed 1 doz. Qts. to case.... $5 50
Packed 2 doz. Pts. to case.... 3 25
Packed in bbls., 6 doz. Qts... 5 25
Packed in bbls., 10 doz. Pts... 3 00

**BRAMBLE BRAND RASPBERRY VINEGAR** Per doz
Packed 1 doz. Qts. to case.... $4 00
Packed 2 doz. Pts. to case.... 2 50
Packed in bbls. 6 doz. Qts... 3 25
Packed in bbls., 10 doz. Pts... 2 25

**SAUCES** Per doz
Gravy Sauce, ½-pt. bottles... $2 50
B.B. Sauce, ½-pt. bottles..... 2 25
Worcester, ½-pt. bottles..... 1 40
Worcester, pt. bottles ..... 2 00
Mustard, 4-oz. bottles..... 0 95

**TOMATO BOUILLON**
Packed 1 doz. qts. to cs. Case. $12 00

**VINEGAR**

**BLACKWOODS' NO. 1 BROWN AND WHITE SPIRIT VINEGAR** Per doz
Packed 2 doz. Qts. to case.... $2 25
Packed 2 doz. Pts. to case.... 1 50

**BULK**
50 O.P. Spirit, per gallon.. $0 52
Proof Spirit, per gallon.... 0 37
Spirit, per gallon ..... 0 28½
Cider, per gallon ..... 0 45
Artificial Proof, per gallon. 0 28
Artificial, per gallon..... 0 22

**ARTIFICIAL HONEY**
Packed 2 doz., 8-oz., per doz.. $2 50

Owing to the high freights prevailing

CONTINUE TO IMPORT

supplies of

# SPRATT'S

DOG CAKES
POULTRY FOODS
CANARY & PARROT MIXTURES
Etc.,

through SPRATT'S
PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.

# What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 2 cents per word for first insertion; 1 cent per word for subsequent insertions of the same ad. Box Number 5 cents extra.

Pet Brand Sunkist Navel Oranges

Pet Brand and Greyhound Lemons

Stripes Brand Florida Grape Fruit

**The best in their respective Lines**

Also Florida Cabbage
Florida Celery
Cauliflower, Lettuce, etc.

Fancy Boxed Apples

WHITE & CO., Limited
*Fruits de Luxe*
TORONTO

# FISH *for* LENT

We have arranged for a good supply of all varieties of frozen and cured fish, and will be able to interest you both in quality and in price.

Let us have your order for—
**Qualla Salmon—Halibut—Haddies—Fillets — Smelts—Ciscoes —Kippers — Fletcher—Bloaters —Lake Herring (Pickled and Frozen)—Oysters (Bulk and in Glass).**

*"The House of Quality"*

HUGH WALKER & SON, Limited
ESTABLISHED 1861
GUELPH ONTARIO

# Vinegar

and

# Syrup

# Pumps

WALTER WOODS & CO.
Hamilton and Winnipeg

It's easy to prepare a nourishing, strengthening, wholesome lunch for boy or girl or man or woman with

**Wantmore**

PEANUT BUTTER

Here you have the old time Peanut Butter vastly improved. Every can contains quantity, quality and economy. You'll like "Wantmore" better every time you use it.

*Your Dealer has it and also "Wantmore" Salted Peanuts.*

R. L. FOWLER COMPANY LIMITED
CALGARY SASKATOON REGINA

# WANT MORE PEANUT BUTTER

Superior quality and excellent profits, combined with an advertising campaign that is daily reaching over two million probable purchasers, are three reasons why wise grocers everywhere throughout Canada are selling Wantmore Peanut Butter.

In the world of peanut butter there is none better. Made only from carefully roasted peanuts by a process that preserves all the delicious flavor, Wantmore Peanut Butter is truly

## "The Finest Spread for Bread"

You can ring up handsome profits if you line up with this big campaign. Keep your stock well displayed, get up an occasional Wantmore Peanut Butter window display and use one of our free electros (similar to the above) in your local advertising. We'll gladly send you them at once.


# INDEX TO ADVERTISERS


A

Abbey Salt Co. ..... 20
Acadia Sugar Refinery ..... 60
Anchor Cap & Closure Corp.... 2
Aron & Co., Inc., J. ..... 3

B

Bain & Co., Donald H. ..... 12
Baker & Co., Ltd., Walter ..... 96
Borden Milk Co. ..... 1
Bradstreets ..... 96
Braid & Co., Wm..Inside back cover
British Columbia Hop Co..... 8
Brodie & Harvie ..... 40
Buchanan & Ahern ..... 59

C

Canada Nut Co. ..... 11
Canadian Importations ..... 38
Chaput Fils ..... 63
Church & Dwight ..... 54
Clark Ltd., W. ..... 51
Clayoquot Sound Canning Co... 11
Climax Baler ..... 95
Cockburn Co., F. D. ..... 14
Columbia Macaroni Co. ..... 11
Connors Bros. ..... 87
Cosgraves Pure Malt Vinegar.. 84
Cruickshank & Guild ..... 15

D

Davies Co., Wm. ..... 81
Dayton Scale Co.....Back cover
Dodwell & Co. ..... 9
Dominion Canners Ltd.....
Inside front cover
Dunn, Albert ..... 59

E

Eckardt & Co., H. P. ..... 91
Edgett Ltd., E. ..... 11
El Roi-Tan ..... 14
Egg-O Baking Powder ..... 19
Enquiry Page ..... 18
Escott Co., Ltd., W. H. ..... 15
Estabrooks, T. H. ..... 19
Eureka Refrigerator Co..... 8

F

Fidelity Collection Agency .... 95
Fowler & Company, Ltd., R. L. 94

G

Gaetz & Co. ..... 58
Gauvreau, Paul F. ..... 58
Genest & Genest ..... 55
Grant Co., C. H. ..... 12
Gray & Co., John ..... 7

H

Hall Co., Harry ..... 10
Hanson & Co., J. H. ..... 54
Hargraves, Ltd. ..... 8
Hatton Co., D. ..... 44
Hay, A. H. M. ..... 58
Henderson Brokerage, B. M. .. 14
Herald Brokerage ..... 10
Heinz Co. ..... 84
Howe, McIntyre & Co. ..... 58
Hudon, Hebert & Co. ..... 47
Huntley & Palmers, Ltd..... 16

I

Imperial Grain & Milling Co... 10

J

Japan Tea ..... 61
Joyce, S. H. ..... 58

L

Lambe, W. G. A. ..... 15
Lanka Tea .....Inside back cover
Laporte-Martin .....42, 43
Lauder Co., Chas. ..... 15
Lemon Bros. ..... 84
Levant American Mercantile Co. 58
Loggie, Sons & Co. ..... 15
Lund & Co., Peter ..... 11

M

McDavid & Co. ..... 58
McLay Brokerage Co..... 12
Macdonald Regd., W. C..... 50
Mackenzie, W. L. ..... 12
Maclure & Co., A. M..... 12
Maclure & Langley ..... 15
Magor, Son & Co., Ltd..... 20
Manley, F. ..... 12
Mann & Co., C. A. ..... 96
Maple Crispette & Co. ..... 57, 62
Maple Tree Producers, Ltd.... 46
Marsh Grape Juice Co. ..... 88
Maritime Fish Corp. ..... 90
Marshall, H. D. ..... 15
Mathieu & Co., J. L. ..... 39
Megantic Broom Co. ..... 48
Mickle, George T. ..... 95
Moore & Co., R. M. ..... 95
Morris Co., C. ..... 15
Morris & Co. ..... 83
Mount Royal Milling Co..... 59

N

Nagle Co., H. (Vol-peek) ..... 41
Nagle Mercantile Agency ..... 96
National Biscuit Co. ..... 9
Nelson, C. T. ..... 11
Norcanners, Ltd. ..... 9

O

Oakey & Sons, Ltd., John..... 84
Oceanic Oyster Co. ..... 45
Olivier & Co., G. F. ..... 95
Oval Wood Dish Co. ..... 89

P

Pacific Cartage Co. ..... 14
Parke & Parke Ltd. ..... 96
Parker & Sons, A. L. ..... 4
Pastene, P. ..... 59
Patrick & Co., W. G..... 15
Pennock & Co., Ltd., H. P..... 13
Perry & Co., H. L. ..... 13
Picher, Eugene ..... 59

R

Red Rose Tea ..... 19
Richardson & Green ..... 12
Rock City Tobacco Co..... 56
Rose & Laflamme ..... 58
Royal Fish Co. ..... 11

S

Salada Tea Co. ..... 17
Sarnia Paper Box Co..... 95
Schneider & Son, J. M. ..... 83
Scott-Bathgate Co., Ltd. ..... 14
Sheely-Mott Co. ..... 58
Sibbald & Son, T. M. ..... 15
Silcocks & Drew ..... 58
Sloan & Co., John ..... 92
Smalls Ltd. ..... 53
Smith & Proctor ..... 84
So-Clean, Ltd. ..... 95
Solman, C. M. ..... 58
Spratt's Patent Ltd. ..... 92
St. Lawrence Flour Mills Co... 57

T

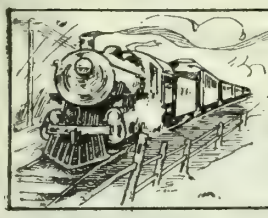
Thompson & Co., J. C. ..... 58
Tippet & Co., A. P..... 57
Toronto Pottery Works ..... 95
Toronto Salt Works ..... 95
Trent Mfg. Co. ..... 95
Turton, John E. ..... 54

V

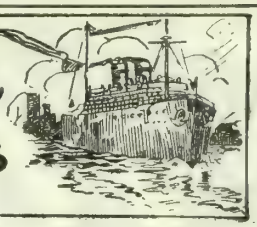
Vlit Mfg. Co. ..... 52

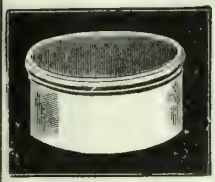
W

Wagstaffe Ltd. ..... 5
Walker & Son, Hugh ..... 93
Wallace Fisheries, Ltd. ..... 9
Ward & Co., Joseph ..... 55
Watson & Truesdale ..... 13
Watson Bros. Fishing ..... 8
Welch Co., Ltd.....Front cover
Wells & Richardson Ltd..... 7
Western Canada Flour Mills Co., Ltd. ..... 85
Western Salt Co. ..... 93
Western Transfer & Storage, Ltd. ..... 14
White & Co. ..... 93
White Cottell's ..... 95
White Swan Spices & Cereals Co. ..... 85
Whittall Can Co., A. R. ..... 49
Williams Storage Co. ..... 13
Wiley, Frank H. ..... 13
Windsor & Co., J. W. ..... 52
Woods & Co., Walter ..... 93



# BUYERS' MARKET GUIDE
## Latest Editorial Market News





### STONEWARE JARS

Place order for crocks before the season opens. They are going to be hard to get later.
Our Catalogue shows complete line of Butter Jars, Meat Tubs, Jugs, Churns, etc.

**The Toronto Pottery Co.**
Limited
Dominion Bank Bldg.
Toronto, Canada

---

**We are now located in our new and more spacious warehouse at**

**60-62 JARVIS ST.**

**TORONTO SALT WORKS**

GEO. J. CLIFF

---

### WHITE-COTTELL'S
*Best English Malt Vinegar*

### QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.

**Agents:**
W. Y. COLCLOUGH, 592 Kingswood Road
Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD.
Vancouver, B.C.
BAIRD & CO., Merchants, St. Johns

---

Order from your jobber to-day.

### "SOCLEAN"
the dustless sweeping compound

**SOCLEAN, LIMITED**
Manufacturers TORONTO, Ontario

---

### Olivier's Cream Toffee
*5 cent* bars

**O.K.—Almond—Cocoanut**
The finest made

*Brokers*
Man. & Sask. - Watson & Truesdale
Calgary - Clarke Brokerage
B.C. - Robt. Gillespie & Co., Vancouver

**G. F. OLIVIER** (the toffee man)
MEDICINE HAT

---

### TEAS AND THE RUPEE EXCHANGE

A local importer of teas has received a cable from Calcutta stating that Assam and Pekoe Souchongs are quoted at six shillings to seven shillings per pound. The cable also shows a fall of the rupee from two shillings, eleven and three-quarter pence to two shillings, eight pence. This fall in the exchange no doubt is caused by India being put on a gold basis instead of a silver basis, as has hitherto been the case.

The above extraordinary high prices will preclude doing any business in Calcutta for some time to come.

---

### CLIMAX PAPER BALERS

ALL STEEL-FIREPROOF
*"Turns Waste into Profit"*
12 SIZES
*Send for Catalogue*
CLIMAX BALER CO.
Hamilton, Ont.

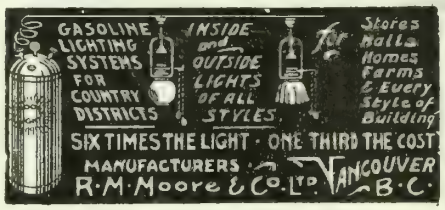
---

## FOR SALE

Selected eggs, creamery butter, fancy dressed poultry. It will pay you to buy your supplies from

**C. A. MANN & CO.**
LONDON, ONT.
Phone 1577

---


GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES
For Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT · ONE THIRD THE COST
MANUFACTURERS
R·M·Moore & Co. LTD VANCOUVER B·C·

---

**The SARNIA PAPER BOX CO., Ltd.**
SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

---

### BEANS

**Handpicked or Screened**

*Ask for quotations*

**Geo. T. Mickle, Ridgetown, Ont.**

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

**The TRENT MFG. CO., LTD.**
TRENTON - - ONTARIO

---

**Fidelity Collection Agency Ltd.**
Canadian Bank of Commerce Bldg., Winnipeg
*Collections and Adjustment*
"We collect anything anywhere"
References: Can. Bank of Commerce and Molsons Bank

---

These one-inch spaces only $2.20 per insertion if used each issue in the year.

# Wanted

## Classified Advertising

### SITUATIONS WANTED

DOES ANY LARGE TEA HOUSE REQUIRE representation. Ten years' experience in wholesale bulk trade and well known to buyers in Quebec and Ontario. Box 70, Canadian Grocer, 153 University Ave., Toronto, Ont.

### FOR SALE

FOR SALE OR RENT—LARGE BRICK STORE with fixtures, at Conestogo, Waterloo County. General business established sixteen years. H. H. Bowman, 10 Ernest Ave., Toronto, Ont.

PARTNER IN THRIVING GENERAL STORE and feed business wishes to sell. $3,500 would handle proposition. Apply Box 60, Canadian Grocer, 153 University Ave., Toronto.

WANTED—A GROCERY BUSINESS WITH OR without stock, in the rural district preferred. Box 62, Canadian Grocer, 153 University Ave., Toronto.

FOR SALE—IN NOVA SCOTIA—A GENERAL store, small stock, new building, small village on railroad, thirty miles from city. Apply Box 52, Canadian Grocer, 143 University Ave., Toronto, Ont.

FOR SALE — DAYTON SCALE, BARREL shape; computing capacity 24 lbs.; A1 condition, recently inspected. A. P. Wright, Whitby, Ont.

FOR SALE—GROCERY AND CONFECTIONery business, also handle stationery, crockery, and ice cream. Best location in town; big turnover. Good reasons for selling. Apply Box 36, Beamsville.

### WANTED

ADVERTISER IS OPEN TO ENTERTAIN PURCHASE of a first-class grocery business which will stand thorough investigation; give full particulars first letter, cash required, turnover, net profits; towns or cities in Western Ontario considered. Box 50, Canadian Grocer, 153 University Ave., Toronto, Ont.

PARTNER WANTED—$8,000 CASH BUYS HALF interest in growing general store business, including buildings, located in heart of prosperous farming community in Western Ontario. Turnover last year $30,000. Increasing every year. For further particulars apply Box 54, Canadian Grocer, 153 University Ave., Toronto.

WANTED — NATIONAL CASH REGISTER. Either one or two drawer, in first-class condition. B. E. Duncan, Marshville, Ont.

### HELP WANTED

CLERK WANTED—FOR HIGH CLASS GROcery store, Toronto, must be a hustler and thorough worker, experienced in window dressing and stock keeping; highest wages paid. Write stating experience and references. Confidential. Box 72, Canadian Grocer, 153 University Ave., Toronto.

## Baker's Cocoa and Chocolate

REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

*MADE IN CANADA*

**WALTER BAKER & CO. Limited**
Montreal, Can. Dorchester, Mass.
Established 1780

ESTABLISHED 1849

## BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA:

| | |
|---|---|
| Calgary, Alta. | Vancouver, B.C. |
| Edmonton, Alta. | Hamilton, Ont. |
| Halifax, N.S. | Montreal, Que. |
| London, Ont. | Quebec, Que. |
| Ottawa, Ont. | Toronto, Ont. |
| St. John, N.B. | Winnipeg, Man. |
| Victoria, B.C. | Sydney, N.S. |
| St. John's, Nfld. | |

Reputation gained by long years of vigorous, conscientious and successful work.

**C. A. B. Brown** General Manager Western Canada
TORONTO

### AGENCIES WANTED

COMMISSION AGENT CALLING ON THE mining and lumbering business in the Cobalt and Porcupine District wants a few good lines Box 131, Canadian Grocer, 153 University Ave., Toronto, Ont.

MANUFACTURERS' AGENTS, MONTREAL, are looking for agencies in connection with grocery and candy trade. 250 open accounts in Montreal. A.B.C. Canadian Grocer, Southam Bldg., Montreal.

To Smoke and Cure Meat
Better than the old smoke house method.

## Parke's Smoke Essence

A liquid, easy to use, just apply it with a brush.

**Retails 35c and 75c**

35c size, enough for about 100 lbs. is packed in compartment corrugated cases, 36 bottles in each. Price, $8.40 per case. 75c size, enough for about 300 lbs., is $6 per dozen.

**Parke & Parke Limited**
MACNAB ST. AND MARKET SQ.
Hamilton, Ontario

### AGENCIES WANTED

MONTREAL IMPORTER VISITING ENGLAND in spring is open to act as buying or selling agent for Canadian manufacturers. Strong connection on candies and grocery lines in England. Can undertake care of exhibits at Canadian Exhibition in London. D. F., Canadian Grocer. Southam Bldg., Montreal.

TO MANUFACTURERS—COMMERCIAL TRAveller, Canadian, with experience in selling packers' products and groceries, is taking up residence in England May first and would like to handle a few good Canadian lines in that country. Personal interview can be arranged. Apply Box 36, Canadian Grocer, 153 University Ave., Toronto

### AGENCY WANTED

To handle ready-made shirts and overalls on the Gaspe Coast. A1 connections with all customers. Apply Box 42, care of Canadian Grocer, 143 University Ave., Toronto, Ont.

## COLLECTIONS

By a competent organization which is wideawake to the necessity of having these leakages stopped.
We can handle this proposition in a proper business like manner and guarantee satisfaction to all concerned.

**Nagle Mercantile Agency**
Laprairie (Montreal) Que

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

# Sell LANKA

Leading Canadian dealers push Lanka for these good reasons:

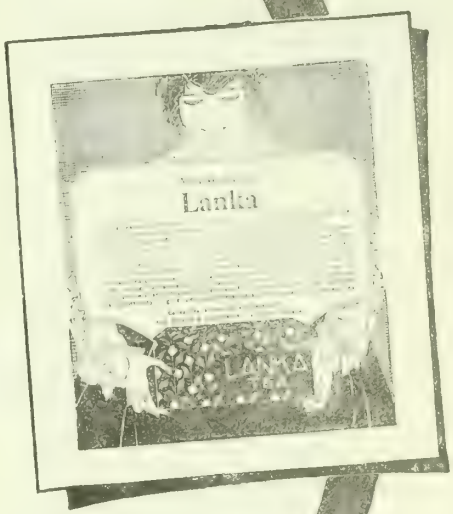
First — Because it is the best value the world produces — the finest tea blended to the perfection which suits British tastes.

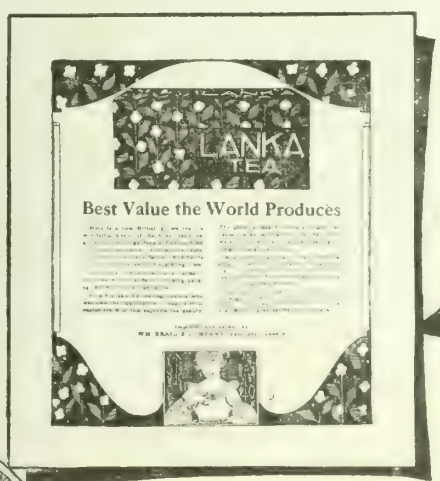
Second — It is popular priced — retailing at 75 cents a pound. This suits pocketbooks as well.

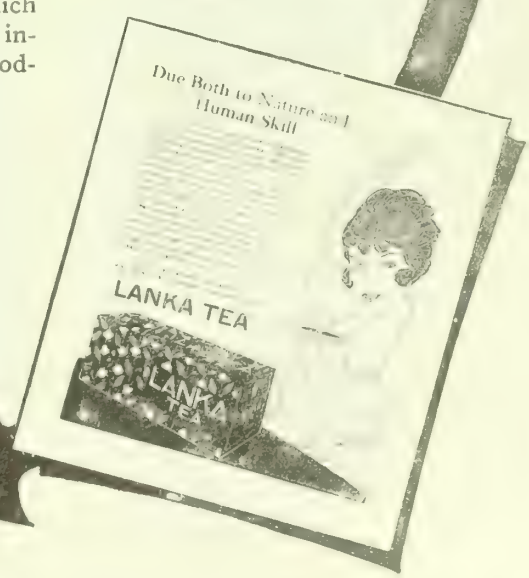
Third — Lanka is known everywhere because of a powerful selling campaign which is reaching the city and country homes of Canada.

Magazines, newspapers and farm papers have carried the Lanka message into more than a million homes, not once but many times repeated.

Thus there is an overwhelming demand, and assured permanency by Lanka quality. Dealers sell Lanka because it is a profit maker which satisfies their customers and gives them the inevitable prestige of handling this super-fine product. Order from your jobber today.

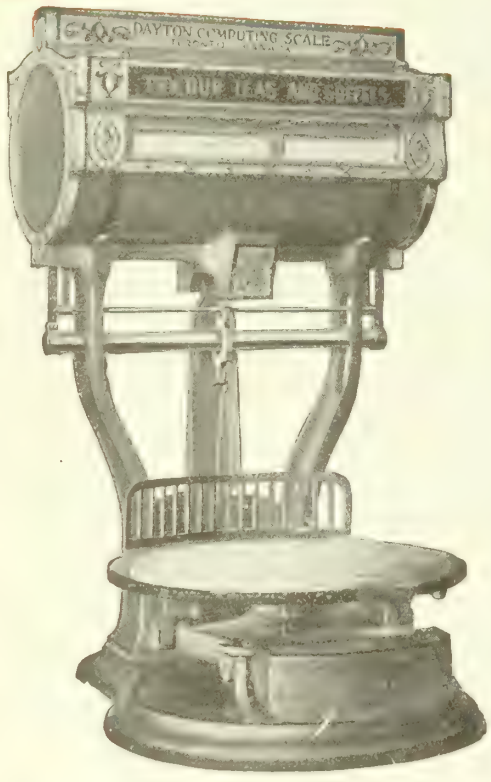



Lanka is imported and packed by
WM. BRAID & COMPANY, Vancouver, Canada
S. H. Moore & Company, Ontario Agents
704 Excelsior Life Bldg., Toronto

# Measure up




The path to success in business—even in a grocery business—is the path of common-sense.

And profits don't just "happen!" Even though the dollars come rolling over your counters, don't hand back more than you should in return. Take into your business as a silent partner a Dayton Computing Scale to measure up every ounce of all you sell. It's the ounces and fractions that count.

The "Dayton" is the silent partner to be sure, but none the less a loyal and worthy friend.

Ready and willing from early morning on through the rush time where mistakes would crop up if weights were measured by human eyes and prices figured by the human brain, on into the late evening, tireless, keen, alert, accurate, honest. The "Dayton" never fails to Measure Up.

We have an illustrated catalogue that will help you pick your partner, waiting for your address. Write for it to-day.

## Dayton Computing Scales

Royce and Campbell Ave., Toronto

FRANK E. MUTTON, Vice-Pres. and Gen. Mgr.

Offices in all Principal Cities

DIVISION INTERNATIONAL BUSINESS MACHINES CO., LTD.
Also makers of International Time Recorders and Hollerith Electric Tabulators

SUGAR SITUATION DISCUSSED IN THIS ISSUE

# CANADIAN GROCER

Member of the Associated Business Papers——Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE: TORONTO, MARCH 5, 1920 No. 10

Welch's

QUALITY FRUIT JAMS

## *From the Fruit Belt of Niagara*

THE name Welch has been a guarantee of Quality for a good many years. Welch's, the National Drink, has created a sound feeling of confidence in its uniform purity and goodness, throughout the Dominion.

That confidence is now shared with Grapelade and the other Welch Quality Fruit Jams. The true, natural taste of the fruits—the wonderful smoothness—the handsome packing. All these superior qualities are found in every one of the Welch Quality Fruit Jams. All make these goods a line wholesome and dependable for the consumer to buy and profitable for the retailer to sell.

Widely-read women's magazines and leading newspapers are now running extensive advertising on Welch Quality fruit products. Be ready to supply the demand in your locality. Order from your jobber now.

All Welch Quality Jams are packed in 15 oz. glass jars and in 4 lb. tins. Grapelade is also sold in 9 oz. tumblers and in three sizes of enamel-lined tins.

Permit. Est. 272

The Welch Co., Limited, St. Catharines, Ontario

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of report will be sent on request to anyone interested

# Be in the BAND

Are you satisfied with being among the crowd—or would you be one of those who "make the music?"

There is room in the band for you—but not if you are content merely to *be* there.

Blow your own horn—never mind the other fellow, who is doing his bit—blow the horn which sounds forth "Value, Service and Satisfaction."

Use every means at your disposal, to secure attention and produce results. Make a noise—if it isn't music, it will at least let the people know you are there to serve them.

Many merchants are successfully "making a noise" by availing themselves of the attractive O-Cedar Polish cards and hangers. Some progressive retailers devote their entire window space to O-Cedar Products, having found that it pays to display a single line, and that it's "good business" to link-up with an advertised line so strong with the public as O-Cedar has become.

*With this method some O-Cedar dealers have increased their sales one hundred per cent. Give the plan a trial—and you will see a wonderful change in your turnover — you'll find yourself right up on the band wagon, with the public applauding and responding to the music of your O-Cedar horn.*

**CHANNELL CHEMICAL COMPANY LIMITED**

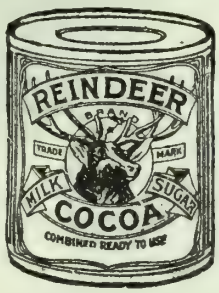
**TORONTO,**

**O-Cedar Polish**


CANADIAN GROCER, published every Friday. Yearly subscription price, $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

# Borden's
# Reindeer Coffee
and
# Reindeer Cocoa

The convenience, economy and deliciousness of these two beverages have won great favor with housewives. Simply add boiling water and a wholesome cup of cocoa or coffee is instantly made.



These two superb brands will reap you big returns—always popular — always up to the high standard of quality that has always placed Borden lines ahead of all competition.

Reindeer Coffee and Reindeer Cocoa should always be on your shelf, Mr. Merchant.

Just tell your customers they're Borden Products.

SIX CANADIAN FACTORIES

The Borden CO., LIMITED

Leaders of Quality

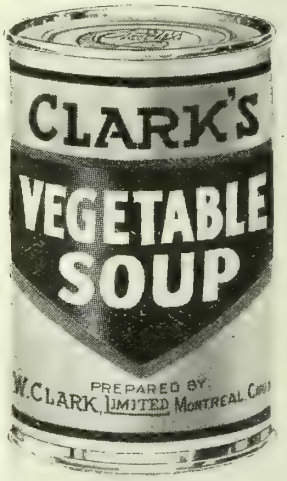
MONTREAL VANCOUVER

# CLARK'S SOUPS

and other good things

## MADE IN CANADA BY CANADIANS

**are the finest quality made anywhere**




Tomato Vegetable Chicken
Mock Turtle Scotch Broth
Green Pea Ox Tail Julienne
Mutton Broth Mulligatawney
Consomme Pea Celery

*DON'T FORGET*

*that a CANADIAN DOLLAR buys its GREATEST VALUE when spent on CANADIAN GOODS.*

Clark's

## W. CLARK, LIMITED, MONTREAL

Home of J. Aron & Co., Inc., Santos, Brazil

The above is a view of the business home of J. Aron & Co., Inc., at Santos, Brazil. It is located in the heart of the coffee district of the world's greatest coffee port.

This modern building contains every facility for giving green coffee buyers adequate service. It is an important link in our direct Santos-New York-New Orleans service to green coffee buyers.

There all coffees are carefully roasted and tested—in the cup—before shipments are made to roasters. The care with which these tests are made is one of the many reasons why our shipments are so uniform in quality.

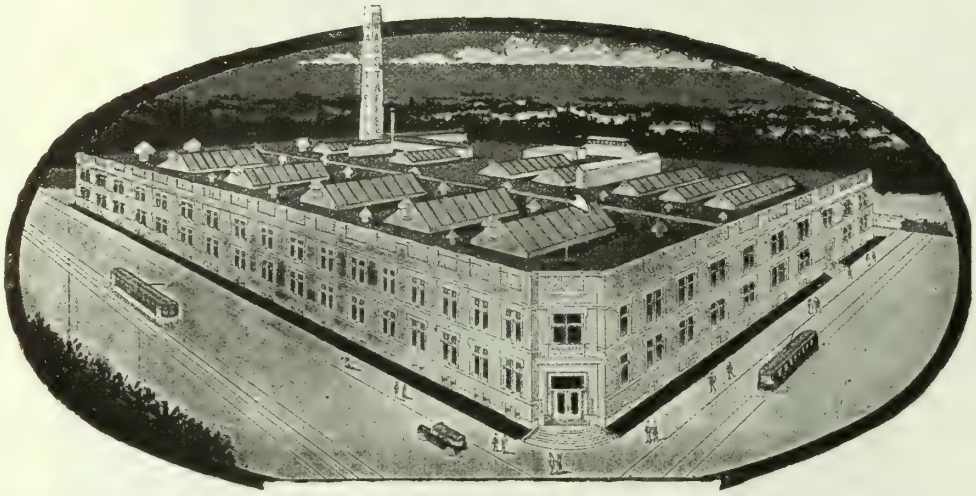
***THIS CONSTITUTES ARON'S SUPERSERVICE***

# J. ARON & COMPANY, Inc.
## NEW YORK

***Canadian Representatives:***

**A. T. Cleghorn, Vancouver, B.C.; Nicholson-Rankin, Ltd., Winnipeg, Man.; Alex. F. Tytler, London, Ont.; J. T. Price & Co., Hamilton, Ont.; James Kyd, Ottawa, Ont.; Dastous & Co., Reg., Sherbrooke, Que.; Hughes Trading Co. of Canada, Ltd., Montreal, Que.; Lind Brokerage Co., Ltd., Toronto, Ont.; Henry M. Wylie, Halifax, N.S.; Schofield & Beer, St. John, N.B.: O. N. Mann, Sydney, N.S.**

# WAGSTAFFE'S



**New Season's Seville Oranges just arrived**

WAGSTAFFE LIMITED
HAMILTON - ONTARIO - CANADA

THE MOST MODERN EQUIPPED PLANT IN CANADA, FOR FRUIT PRESERVING, CANDIED PEEL AND CRYSTALLIZED FRUITS.

## We are now making delivery of our

# New Season's

## Celebrated

# Seville Orange Marmalade

## All Orange and Sugar, No Camouflage

***Order from Your Wholesale Grocer***

# Wagstaffe Limited

## Pure Fruit Preservers

## Hamilton - - - - Canada

**Representatives:** H. F. Burton, 513 Dominion Bldg., Vancouver, B.C.; Dominion Brokerage Co., Edmonton, Alta.; Dominion Brokerage Co., Calgary, Alta.; W. H. Escott Co., Ltd., Winnipeg, Man.; W. H. Escott Co., Ltd., Saskatoon, Sask.; W. H. Escott Co., Ltd., Regina, Sask.; W. G. Hinton, 89 Marchmont Rd., Toronto, Ont.; H. G. Smith, 386 Beaconsfield Ave., N.D.G., Montreal, Que.; J. B. W. Smith, 708 Waterloo St., London, Ont.; F. G. Knox, Collingwood, Ont.; W. S. Clawson & Co., St. John, N.B.; H. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton, 7 Duke St., Truro, N.S.; John Rossitor, St. John's, Nfld.

# How Tiedtke Brothers

## —*Once Small Retailers*

# Now Sell $780,000 Worth

## *of Fruits and Vegetables*

RETAIL sales of $12,000 to $18,000 worth of fruit and vegetables per week is the great record of this once small firm. And it is made on one floor in a single store in the city of Toledo.

Tiedtke Brothers are BIG retailers now, but they started small in a very *modest* kind of store. But they *thought ahead* of that small store. The business that was done each day was planned to increase the business of tomorrow.

They established a policy and began at once, small as they were, to departmentize the store, first making a specialty of fruit. Every day and always in a prominent place in this store, one would see bright, tempting, luscious fruit, principally oranges. They figured that if they became known as specialists in fruit they would draw trade to their store which would increase sales on all their other lines.

Now that they are big that practice still obtains. A whole section in the middle of an immense salesroom is given over to lavish, loose, mass displays of oranges, lemons and grapefruit.

They have sold sixty boxes of oranges in an hour, often; sometimes a carload in a day.

Their sales of fruits and vegetables now amount to more than $780,000 yearly.

And yet these men began in as small a store as that in which any retailer ever started.

Can you, if you are small today, do what Tiedtke Brothers did? You can if you will establish as good a policy and stick by it as efficiently through the years. Every big store today points to some definite policy such as this as its main reason for success.

---

# We will Help You—

We will send highly colored window display material free to retailers who request it. We will also answer any specific questions as to retailing methods on which a retailer may wish to have information and advice.

Take advantage of our special department which is organized to help retailers sell more fruit. Send this coupon for information that every retailer needs.

**California Fruit Growers Exchange**
A Non-Profit, Co-operative
Organization of 10,000 Growers
Dealer Service Dept.
Los Angeles, California

**California Fruit Growers Exchange**
**Dealer Service Dept.**
Los Angeles, California

Please send me your book, "Salesmanship in Fruit Displays" and your "Merchant's Display Option List" without any obligation on my part.

Name .....

Street .....

City ..... Province .....

# Business Dry? Not Much!

DON'T you remember wondering, when you were a little Tad, what fun those great big chaps of twenty or so had? They didn't go "bobbing"—they didn't spin tops. Then you remember, perhaps, how, at twenty or so you rather pitied the old fellows of thirty-five or fifty who didn't dance (in those days) or do anything much.

But now, at thirty-five, fifty, or even sixty, you find there is plenty of interest in life. The form of fun may change, perhaps the ideas of what constitutes fun—but fun, interest, there still is.

## Business is Rightly Called a Game

Business is the interest—the fun—for many of us. We enjoy playing ourselves and we enjoy reading about the play of others.

**This is why THE FINANCIAL POST, dealing with business, is bright, entertaining, a welcome week-end guest in some eight thousand homes.**

Consider some of the articles in a recent issue:

A sketch of George Sumner, the newly appointed head of Montreal's Board of Trade —a man who is at work every day at 8 a.m., but who has found time to become an expert photographer and art critic. Peter McArthur's new suit—dealing with the farmer writer's boasted purchase of an all wool suit for $45; speaking of the comparative value of this with one he could have bought prior to the war, and showing what he would have to pay for each in eggs and wheat.

A $4,000,000 stock offering coming for new movie chain.

Canada proposes to pick and choose her immigrants.

## The Financial Post Editorials Have a Kick Behind Them

"Marse" Henry Watterson, the famous Democrat Editor, tells in his reminiscences of being criticized for himself criticizing the Democrat party. Marse Henry replied in his paper by quoting:

**"Things have come to a hell of a pass**
**when a man can't wallop his own jackass."**

THE FINANCIAL POST is willing to wallop anything—but it doesn't wallop just for the fun of walloping. It wallops to achieve something.

**Consider Some Recent Editorials:**

### "Give Drury a Chance"

An editorial describing the "sniping" by the daily press at the farmer Government—admitting certain mistakes of inexperience but calling for fair play; instancing how J. K. L. Ross, heir to many millions, was put, by his father, in a position where he could make mistakes in order that he might win through to success.

### "Foolish Defiance of Canadian Law"

A scoring of the Fort Francis Pulp & Paper Company for refusal to admit the sheriff, and in other ways prejudicing the public against the pulp and paper industry as a whole.

### S. R. Parsons Now Butts Into Insurance

An editorial telling of the Canadian Manufacturers' Association's mutual insurance schemes which went wrong, and pleading for a big man to manage the C.M.A. "The most useful and necessary institution in all Canada."

There's life in each issue of THE FINANCIAL POST. It will help you keep informed on important financial and business matters. It is a paper for the leaders of thought in each community, be they rich or not. Fill in and send to us the attached coupon. Annual Subscription $3.00.

SUBSCRIPTION PRICE $3.00 PER YEAR (52 ISSUES)

# THE FINANCIAL POST

Montreal 143-153 University Ave., TORONTO Winnipeg

THE FINANCIAL POST OF CANADA, 143-153 University Ave., Toronto.

Please enter me as a regular subscriber, commencing at once. I am enclosing / will forward $3.00 to pay for my subscription for the first year.

Name .....

Address .....

Please write plainly.

# Have You

## caught on to the MONEY-MAKING value of this new Canadian Product? It promises to be the big seller of the season. Get Your Share!

*Just remember to say on Monday — Teco Tuesday to-morrow, and pancakes every day will soon be a profitable habit.*

The Buttermilk Does it

## *That's the Big Day*
## TECO Tuesday

That's the day which old fashioned custom has fixed as pancake day—just why, nobody cares, as long as they can get Teco—and there is a good reason—

USE NO MILK

The Buttermilk Does it

*(It's in the flour).*

Teco Flour has one unique ingredient of its own. That unusual element is *Buttermilk*—powdered malted buttermilk. Buttermilk is a recognized health food. The lactic acid makes the starch in the flour more palatable, more digestable, and increases its nutritive properties.

*Try it and you will know why Teco flour is in such demand*

*Made in our own mill at Belleville, Ontario*

**Teco Company, Limited**
**Belleville, Canada**

*Mrs. Ida C. Bailey Allen's Recipe Book, "The Buttermilk Book", sent upon request.*

One of the advertisements appearing in daily papers across the continent.

# 50% MORE PROFIT ON DIAMOND DYES

After January 1, 1920, the retail price of each package of Diamond Dyes will be 15c everywhere—instead of 10c.

## Have Clerks ask 15c a Package

We know you will welcome this necessary increase in price by the big leader. It means 50% more profit for you on each sale hereafter. While your price increases proportionately, your profit is 50% increased as well.

New price, $1.13 per dozen—Same quantity discounts as heretofore.

In our million dollar advertising campaign which will include your city, and every city, town and hamlet, we lay great stress upon the "Diamond Dye Direction Book" and the "Diamond Dye Color Card." Women will come to you for a Direction Book and ask to see your Color Card. If not supplied, write us to-day.

**WELLS & RICHARDSON CO., Limited**

**200 MOUNTAIN ST. : : : : MONTREAL, P.Q.**

# JAMS
# MARMALADES
# PEELS

## John Gray & Co., Ltd., Glasgow

**Established over a Century**

**Cable: Lamberton, Glasgow.**
**Codes: A.B.C. 4th and 5th Edition.**

# CONFECTIONERY
# MARZIPAN
# CHOCOLATE

*Agents:*

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto

"Yes, 'Red Arrow,' I find them selling splendidly and giving good satisfaction."

NATIONAL BISCUIT & CONFECTION CO., LTD., VANCOUVER
NATIONAL BISCUIT CO., LIMITED - - REGINA

# DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

**Our agents are:**

**Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.**

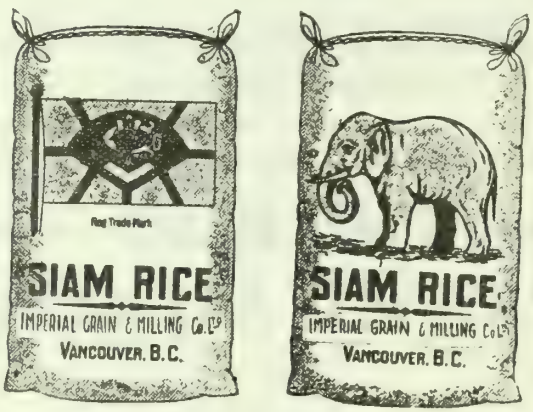
**Dodwell & Co., Ltd.**

*Importers & Exporters*

VANCOUVER

# Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.




We are offering the best value in Rice on the Canadian market to-day.

# *QUAKER BRAND GOODS WILL PAY*

An interesting and we believe demand-creating newspaper advertising campaign is starting in the West.

**We will need the Grocers' co-operation**

**DOMINION CANNERS B.C. LTD.**
Vancouver, B.C.

# FISH

**Fresh - Frozen - Smoked**

***Expressed Daily***

**Directly off the Fishing Boats**
**Iced by Experts**

**B.C.** COD HERRING SALMON SMELT HALIBUT CRAB, Etc.

**ROYAL FISH CO.**
VANCOUVER

# EUREKA

NAME REGISTERED
PATENTS—1886—1900—1910—1914—1917

Now is the time to order that Eureka Refrigerator for the coming season.

Why a Eureka Refrigerator?

Because you need a reliable method of preserving your perishable articles during the hot weather. One that has been giving satisfaction continuously for the past thirty-three years.

Ask any grocer who owns one, and he will tell you that he is money ahead since he had it installed.

Order your Eureka Refrigerator **now**, before the Spring rush and be assured of prompt delivery, as we have a full line of Eureka Grocers Refrigerators in stock.

**EUREKA REFRIGERATOR CO.**
LIMITED
Head Office: OWEN SOUND

*Branches:* *Toronto* *Hamilton* *Montreal*

# HOPS

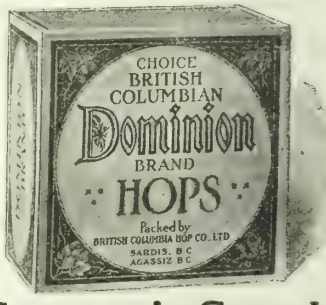
**In Quarter and Half Pound Full and Short Weight Packages**

***BUY DIRECT FROM THE PRODUCER***

**BRITISH COLUMBIA HOP CO., LTD.**

**Ranches located at Sardis, Agassiz, B. C.**

***Head Sales Office:***
**235 Pine Street San Francisco, California.**




**Largest Hop Growers in Canada**

***Write for Prices—Samples***

AGENTS: For Western Canada—Donald H. Bain Co., Winnipeg, Man. Ontario—Raymond & Raymond, London, Ontario. Quebec and New Brunswick—Arthur P. Tippet & Co., Montreal, Quebec. Newfoundland—Globe Trading Co., St. John's, Newfoundland. Nova Scotia—Chisholm & Co., Ltd., Halifax, N.S.

# THE BEST CANNED SALMON

IS

# *Hallbest*

***BRAND***

**Extra Fancy Red Sockeye**

## YOUR JOBBER HAS IT

# W. H. ESCOTT CO.
LIMITED

*Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants*

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive .

## SALES FORCE

Your account intrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

**Regina, Sask.** **Saskatoon, Sask.**
**Fort William, Ont.**
**Calgary, Alta.** **Edmonton, Alta.**

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

BRITISH COLUMBIA

## Squirrel Brand PEANUT BUTTER

**W. H. Edgett Ltd.**
Vancouver
Canada
**Importers — Exporters**
Handlers: Beans, Nuts, Potatoes

**C. T. NELSON**
Grocery Broker and Manufacturers' Agent
105 Hibben-Bone Bldg., Victoria, B.C. In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

**PETER LUND & COMPANY**
Manufacturers' Agents
Can sell, and if required, finance one or two additional staple lines for
**British Columbia Territory**
*Interested manufacturers please communicate.*
505 Metropolitan Bldg., Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C

EVERY MORSEL EDIBLE AND DELICIOUS

**Said the Manager:**

If you could see the care with which we prepare
**"ALBATROSS" PILCHARDS**
you would recommend them with right good will.

Clayoquot Sound Canning Co., Ltd.
VICTORIA

**AGENTS:**
**Ontario and Quebec:** Alfred Powis & Son, Hamilton, Ontario
**Manitoba & Sask.:** H. P Pennock & Co., Ltd., Winnipeg, Man.
**Alberta & British Columbia:** Mason & Hickey
J. L. Beckwith, Victoria, B. C.

## If Herrings Were Silverware!

**"Wallace's" Would Be the Sterling Mark**

WALLACE FISHERIES LIMITED
VANCOUVER

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

**A. M. Maclure & Co.**
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALIES

**THE McLAY BROKERAGE CO.**
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
*Take advantage of our Service*
WINNIPEG MANITOBA

**Richardson Green, Limited**
MANUFACTURERS' AGENTS
Calling upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

**W. L. Mackenzie & Co., Ltd.**
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

**C. H. GRANT CO.**
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

WHEN WRITING TO ADVERTISERS KINDLY MENTION NAME OF THIS PAPER

PLEASE MENTION THIS PAPER WHEN WRITING ADVERTISERS

Say you saw it in Canadian Grocer, it will identify you.

# Donald H. Bain Co.

## WHOLESALE GROCERY COMMISSION AGENTS

### Herewith are Some Facts on Product Marketing

We have a highly-specialized, keen brained staff of untiring sales promoters. We have your interests at heart, every hour of the day the moment you enlist our services. We have an enviable record of results, with satisfied customers to prove it.

Should you have a product that has not been successfully marketed, we are especially trained to market it in the Western field, in a way that it has never before been marketed—with the paramount of success.

**Get in touch with us.**

## Head Office: WINNIPEG

**Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER**
ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY


**FRANK H. WILEY**
Mfrs. Agent and Importer
Groceries and Chemicals
Headquarters for Feed Molasses
**533-537 Henry Ave., Winnipeg**

MANITOBA
SASKATCHEWAN

*Wholesale Grocery Commission Brokers*

ALBERTA
WESTERN ONTARIO

## H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

*We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.*

## The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space nintey-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

**Williams Storage Co.**
WINNIPEG
and
Winnipeg Warehousing Co.

## Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system

**Wholesale Grocery Brokers and Manufacturers' Agents**

TRACKAGE
STORAGE
DISTRIBUTION

"ALWAYS ON THE JOB"

## The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

**As your Selling Agents, we can make a big success of your Account.**

STORAGE DISTRIBUTING FORWARDING

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

**WESTERN CANADA**

The House of

## Scott-Bathgate Co., Limited

Founded on Service, Integrity and Reliability. Have an organization equipped to introduce your products in Western Canada.

**Manufacturers should write us.**

**Address:**

**140 Notre Dame Ave. E., Winnipeg**

## F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. Pugsley Dingman & Co., Ltd. John Taylor & Co. and John Bull Mfg. Co.

**ALBERTA**

**PACIFIC CARTAGE CO.**
C.P.R. Carters
Office: C.P.R. Freight Sheds CALGARY
*Distribution of Cars a Specialty*
Storage and Forwarding Prompt Service

**B. M. Henderson Brokerage, Ltd.**
Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

**Calgary Storage & Cartage Co., Limited**
Warehousing and Distributing
Our Specialty
Office: 304 11th Ave. East
CALGARY ALTA.

**Jam Manufacturers, Confectioners and Picklers, etc.**
Fruit pulps of all kinds, Canned Goods, Tomato Puree, Anchovies, Nuts, Peels in Brine, etc., etc.
F. KESSELL & COMPANY
7-8 Railway Approach,
London Bridge, S.E. 1, England

The Advertisers would like to know where you saw their advertisements—tell them.

## MACARONI

The pure food that builds Muscle and Bone at small expense

*The Meat of The Wheat*

Manufactured by the

**Columbia Macaroni Co., Limited**

LETHBRIDGE, ALTA.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

**T. M. SIBBALD & SON**
*GROCERY BROKERS*
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

**MACLURE & LANGLEY**
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

**J. K. McLauchlan**
Manufacturers' Agent and Grocery Broker
Biscuits, Confectionery, Jams, Cereals, Grocery and Drug Specialties
45 FRONT ST. EAST, TORONTO

**H. D. MARSHALL**
*Wholesale Grocery Broker*
OTTAWA MONTREAL HALIFAX

**W. G. PATRICK & CO.**
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

**W. G. A. LAMBE & CO.**
TORONTO
Established 1885
SUGARS FRUITS

## The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

## Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

*Your jobber can supply you.*

**NORCANNERS, LIMITED**
STAVANGER, NORWAY
American Headquarters:
105 Hudson Street, New York
Canadian Agents:
C. B. Hart Reg. Montreal
A. S. May & Co. Toronto
Donald H. Bain Co. Winnipeg

## REMEMBER

that Laundry Blues vary in strength, color, and bleaching properties. Inferiors kinds leave unsightly marks on linen.

OCEAN BLUE has a reputation for safety and perfect results—due to expert treatment in every stage of its manufacture.

You will have no complaint from even your most particular customers if you sell them

# OCEAN BLUE

In Squares and Bags

*Order from your Wholesaler.*

**HARGREAVES (CANADA) Limited**
The Gray Building, 24 and 26 Wellington St. W., Toronto.

Western Agents For Manitoba, Saskatchewan and Alberta, W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

QUEBEC

**ROSE & LAFLAMME**
LIMITED
*Commission Merchants*
*Grocers' Specialties*
MONTREAL TORONTO

**PAUL F. GAUVREAU**
Wholesale Broker
Flour, Feeds and Cereals,
84 St. Peter Street, Quebec.
I am buyer of flour, feeds, grains of all kinds, damaged grain, also cereals. Mail samples.

**WANTED**
Agencies for food products for the City of Montreal, best references.
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

**BRITISH GUIANA**
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
*Manufacturers' Representatives*
41 Robb Street, Georgetown, Demerara, British Guiana
*Exporters:* Cocoanuts, Coffee, Rice, Cocoa.

**Look These Over**
THEN ORDER
HALL SALMON, EPPS COCOA, SYMINGTON'S SOUPS AND GRAVIES, MAPLEINE, THIIS SARDINES, HERRINGS.
J. C. THOMPSON COMPANY
MONTREAL, QUEBEC

Established 1889
**HOWE, McINTYRE Company**
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL - CANADA

**MANUFACTURERS**
Place your merchandise with a modern up-to-the-minute Agency in 1920.
O. M. SOLMON
MANUFACTURERS' AGENT, IMPORTER, EXPORTER, COMMISSION MERCHANT
Is open to represent several new progressive manufacturers in the New Year.
4492 St. Catherine St. W., Montreal

**Le Fils de Ath. Floros & Co.**
SMYRNA
Highly reputed Packers and Shippers of RAISINS (SULTANAS and ELEMES) want to engage RESPONSIBLE AGENTS in all important jobbing districts of Canada

**AGENCIES WANTED**
For Food Products, Confectionery, etc.
For the Dominion Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

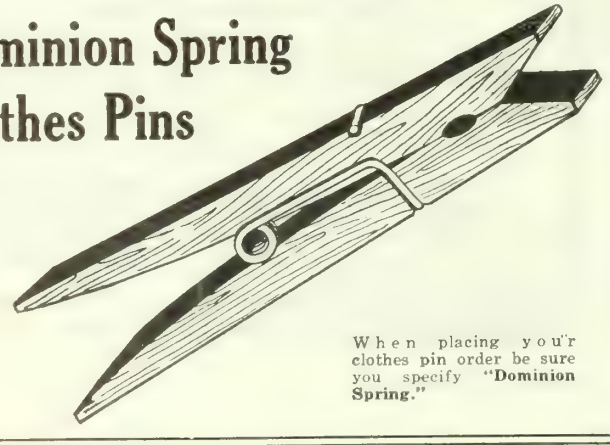
**AGENCIES WANTED**
For food products, jams and confectionery lines for the Province of Quebec, also for Egypt, Roumania, Bulgaria, Turkey, Greece and Italy. Good connections and best references. Levant-American Mercantile Co., Ltd., 408 Power Bldg., 83 Craig W., Montreal.

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
**A. H. M. HAY**
*General Produce & Lumbermen's Supplies*
Phone 5311 98 St. PETER ST.
Residence 6383 QUEBEC

MARITIME PROVINCES

**GAETZ & CO.**
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

**Dominion Spring Clothes Pins**



When placing your clothes pin order be sure you specify "Dominion Spring."

**There's greater Satisfaction**

selling **Dominion Spring Clothes Pins** because they are made stronger and will hold better than any other clothes pin.

Dominion Clothes Pins never split. They will last for years and their profit margin makes selling them a worth-while proposition.

**The J. H. Hanson Co., Ltd.**
**244 St. Paul St. West, Montreal**

# In Constant Demand

People nowadays don't come into your store and ask for "a plug of tobacco" —they ask for "Macdonald's."

The average smoker having once become acquainted with Macdonald quality will have no other brand.

This will mean a constant request for Canada's Favourite Tobacco—are you benefiting by this demand?

## PLUG SMOKING

**BRIER**
**INDEX**
**BRITISH CONSOLS**

## PLUG CHEWING

**PRINCE OF WALES**
**CROWN**
**BLACK ROD (TWIST)**
**NAPOLEON**

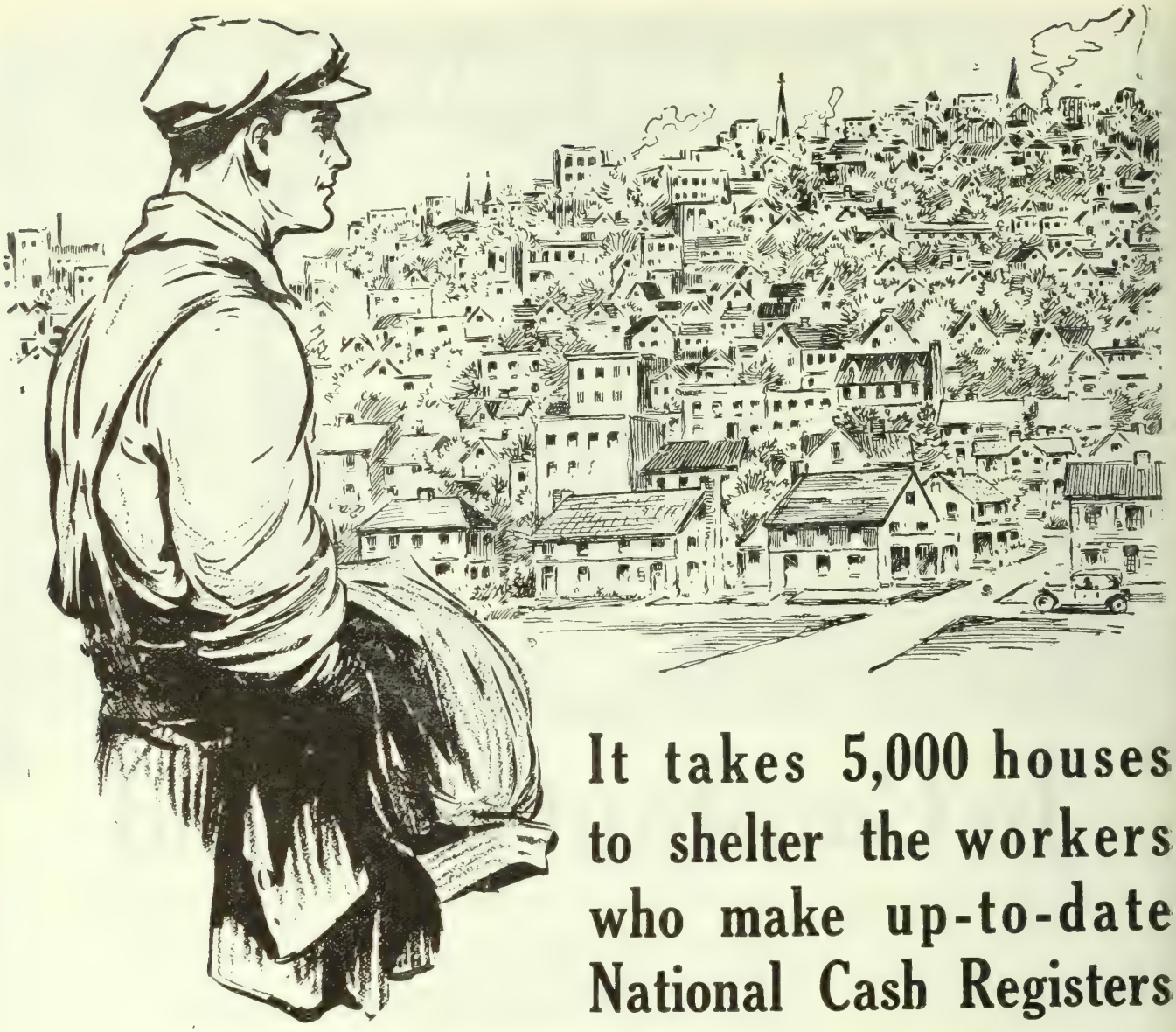
### *Our Selling Agents Are:*

**Hamilton—Alfred Powis & Son.**
**London—D. C. Hannah.**
**Manitoba and North-West—The W. L. Mackenzie & Co., Limited, Winnipeg.**
**British Columbia—George A. Stone.**
**Quebec—H. C. Fortier, Montreal.**
**Nova Scotia—Pyke Bros., Halifax.**
**New Brunswick—Schofield & Beer, St. John.**
**Kingston—D. Stewart Robertson & Sons.**
**Ottawa—D. Stewart Robertson & Sons.**
**Toronto—D. Stewart Robertson & Sons.**

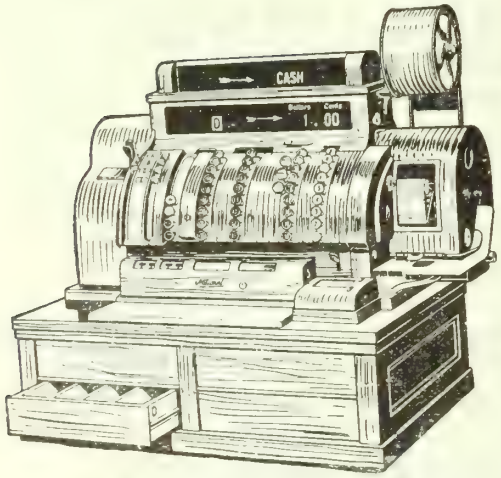
# W. C. MACDONALD REG'D

**Incorporated**

## MONTREAL



# It takes 5,000 houses to shelter the workers who make up-to-date National Cash Registers




THESE 5,000 houses are the homes of more than 25,000 people—a city in itself.

They are good homes, too, because the workers at the N. C. R. factory are intelligent, skilled mechanics who are able to demand exceptionally good living conditions.

The factory in which they work comprises 21 modern buildings, providing over 40 acres of floor space.

It has taken 35 years of the hardest kind of work to develop this tremendous organization—an organization engaged solely in the manufacture of labor-saving machines that help merchants all over the world.

The National Cash Register Company of Canada, LiXited

BRANCH OFFICES:

Calgary.....714 Second St. W.
London.....350 Dundas Street
Montreal.....122 St. Catherine Street W.
Vancouver.....524 Pender Street W.
Edmonton.....5 McLeod Bldg.
Ottawa.....306 Bank Street
Toronto.....
St. John.....50 St. Germain Street
Halifax.....63 Granville Street
Quebec.....133 St. Paul Street
.....40 Adelaide Street
Hamilton.....14 Main Street E.
Regina.....1820 Cornwall Street
Saskatoon.....265 Third Avenue S.
Winnipeg.....213 McDermot Avenue

FACTORY: TORONTO, ONTARIO

**Black**
**Tan**
**Toney Red**
**Dark Brown**
**White**

# This NUGGET BOY

was born in good old England and left the Nugget family home to bring the Nugget Polish to Canada. He also brought along the famous Nugget smile which is known from coast to coast, wherever Nugget Polish is sold and used, because every sale of Nugget Polish brings a smile to the Dealer's face, and every Nugget shine makes shoes smile, too.

Sell Nugget Polish because it is good polish and is advertised everywhere.

**The NUGGET SHOE POLISH CO., Limited**
**Toronto**

# "NUGGET" Shoe Polish

# INSECTICIDES

## To Kill the Gopher, Potato Bug, San Jose Scale, Apple Worm and all other profit destroyers.

WITH the coming of spring many people in your community will be considering the advisability of spraying as a means of greater production.

For such purposes you cannot recommend better or more economical insecticides than

**Paris Green,**
**Sprayide,**
**Arsenate of Lime**
**Arsenate of Lead**
(DRY AND PASTE)
**Dry Lime Sulphur**

These C.P. Products are more economical than most insecticides, retaining their strength and purity indefinitely and staying in suspension longer. They are easily applied and destroy the insect pests effectively. Paris Green is the best exterminator of the gopher pest.

Stock C.P. Insecticides for better customer-satisfaction and good profit. Your selling efforts will be backed by a vigorous consumer-advertising campaign.

*May we send you particulars?*

THE CANADA PAINT CO.
LIMITED
PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS
MONTREAL-TORONTO-WINNIPEG-CALGARY-VANCOUVER-HALIFAX

# HIP-O-LITE MARSHMALLOW CREME

*(Ready-to-use)*

## *Now Made in Canada by Bowron Bros.*

| 1 Gal—160 oz. | 32 oz. | 16 oz. | 1 Pt. | Half Pint. |
|---|---|---|---|---|
| Lacquered can, 4 tins to case. | Screw Top Jar, | Mason Jar Screw Top | Fibre Carton, | Fibre Carton, |
| Wt. 27 lbs. per case | 1 doz. to case. | 1 doz. to case. | 1 doz. to case. | 4 doz. to case. |
| $19.00 doz. | Wt. 18 lbs. per case | Wt. 19 lbs. per case | Wt. 10 lbs. per case | Wt. 20 lbs. per case |
| | $5.50 doz. | $3.50 doz. | $2.60 doz. | $1.75 doz. |

**ALL SIZES QUOTED ARE IMPERIAL MEASURE**

An exquisite Marshmallow of spreadable consistency, light, tender and short. It is used for desserts, cake fillings, frostings, sauces and a hundred and one delicious dishes. Always ready for use—no cooking and the contents of these handy containers will not spoil after opening.

**HIP-O-LITE** offers an excellent profit. Take for instance the 16 oz. size jar (the big family size seller), this costs you 30c and sells for 40c.

A national advertising campaign in leading magazines is daily creating a demand for **HIP-O-LITE** — the delicious Marshmallow Cream that is "different."

On drop shipments of 100 lbs. or over we pay the freight. Send for our free booklets on simplified candy-making, dessert recipes, etc. A post card brings any quantity you wish. Order **HIP-O-LITE** from your wholesaler or send his name to us with your order and we will ship direct.

## BOWRON BROS., Limited

**Hamilton, Canada**

# THE BISCUITS OF
# HUNTLEY & PALMERS, Limited
## READING AND LONDON

are renowned throughout the whole world as being the finest that are made, and unequalled both for quality and for keeping properties.
Amongst their greatest favourites are the following :—

| | |
|---|---|
| **BREAKFAST** | The most perfect type of unsweetened rusk. |
| **DIGESTIVE** | Made from selected meal. Short eating, highly nourishing and easily digested. |
| **DINNER** | Especially suitable for serving with soup or for use with butter or cheese. |
| **GINGER NUTS** | Unique, delicious and unrivalled. As popular now as in the days of our grandfathers. |
| **NURSERY** | An excellent food for children and invalids. For many years they have had a large and increasing consumption both in England and abroad. |
| **OSBORNE** | Often imitated — never equalled. Slightly sweet. |
| **PETIT BEURRE** | Favourites even when our parents were young. |
| **TEA RUSKS** | Very delicate and much appreciated at Afternoon Tea. |

***Representatives :***

NOVA SCOTIA and PRINCE EDWARD ISLAND
John Tobin & Co.
Matin Street, Halifax, N.S.

NEW BRUNSWICK
Angevine & McLaughlin
P.O. Box 5, St. John, N.B.

QUEBEC
Rose & Laflamme, Ltd.
500 St. Paul Street West, Montreal.

ONTARIO
The MacLaren Imperial Cheese Co., Ltd.
67 Front Street East, Toronto.

MANITOBA, SASKATCHEWAN and ALBERTA
W. Lloyd Lock & Co.
179 Bannatyne Avenue East, Winnipeg

BRITISH COLUMBIA—
MAINLAND
Kelly, Douglas & Co., Ltd.
Water Street, Vancouver, B.C.
VANCOUVER ISLAND
R. P. Rithet & Co., Ltd.
Victoria, B.C.

NEWFOUNDLAND and LABRADOR
P. E. Outerbridge
P.O. Box 1131, St. John's, N.F.

# HUNTLEY & PALMERS, LIMITED
## READING AND LONDON, ENGLAND

# 379,879 Pounds Ahead Already!

THIS IS THE INCREASE IN THE SALES OF

# "SALADA"

**Since the beginning of this year compared with the same period in 1919**

IMAGINE 4,000 CHESTS OF TEA IN A PILE AND THEN REMEMBER THIS IS THE INCREASE IN SEVEN WEEKS ONLY!

*WHERE'S THE TRADER THAT CAN CONSCIENTIOUSLY IGNORE THIS PUBLIC DEMAND?*

# FRESH DRIED WHOLE EGG

## *Guaranteed Soluble*

## CHICKEN BRAND

Packed in Cases containing 140 lbs. each, or, in Cartons containing the equivalent of twelve Shell Eggs.

***Sole Agents Wanted***

H. D. HARDIE & CO., LTD.

11-27 Bishop Street, Anderston, Glasgow

also at 102 Southwark St., London, S.E.1.

Telegraphic Address: "Azote, Glasgow."

Telegraphic Address: "Stiracto, Boroh, London"

DIRECT SHIPPERS

# Field & Co

(F. M.) LTD.

40-42 KING WILLIAM STREET,
LONDON, E.C.4. ENGLAND.

Cables: "Loudly, London"
Codes (Private): A.B.C. 4th and 5th Editions
Western Union and Bentleys

**There are plenty of fine fish in the sea, but the best of all Sardines are the**

# OBAYO REAL SARDINES

## *The Élite of the Sea*

(Packed in Pure Olive Oil)

STOCK Quality, Mr. Grocer, for successful business. The **Obayo Real Sardines** are of top-grade quality because **only** the finest selected sardines find their way into Obayo tins labelled gold and blue. Thus we are able to guarantee each tin to be of regular first-class quality. Moreover, the fish are packed in pure olive oil. Your enterprise requires big business in all your lines. Be quite certain of this:

**Obayo Real Sardines**

will bring

BIGGER AND BIGGER
REDOUBLED AND REDOUBLED
SARDINE BUSINESS

When next you order Sardines,
ORDER

**Obayo Real Sardines**

*Direct Importers:*

**FIELD & CO. (F.M.), Ltd.,**
40-42, King William St., London, E.C. 4

# SIMMS

**BETTER BRUSHES AND ----BETTER BROOMS----**

**Are Made by Experts**

WE have been making **Better** Brushes and **Better** Brooms for over half a century.

Our mechanics are experts.

Our factory is completely equipped with the best and most up-to-date machinery.

The result of this combination is the **perfect product**—the brushes and brooms that the public wants to buy.

**Stock up on the famous line of**

## SIMMS

| | |
|---|---|
| Scrubbing Brushes | Brooms |
| Shoe Brushes | Whisk Brooms |
| Stove Brushes | Paint Brushes |
| Lather Brushes | |

For each sale—a good profit and a pleased customer.

Write For Prices, Etc.

**T. S. SIMMS & CO., LTD.**

*Makers of Better Brushes and Better Brooms for 54 Years*

HEAD OFFICE: ST. JOHN, N.B.
MONTREAL TORONTO LONDON

# Increasing Demand for Fine Quality Tea

ONE of the noticeable trade developments in Canada of recent times has been the increased demand for the finer teas, despite advancing prices. In Red Rose Tea your customers will find that quality for which they have been looking. It is sure to bring you repeat business.

**T. H. Estabrooks Company, Limited**

St. John, Montreal, Toronto, Winnipeg
Calgary Edmonton, St. John's, Nfld.
and Portland, Maine.



# A Good Investment

**Do you want a clerk or store manager?**

**Do you want a traveller?**

**Do you want a position as clerk or travelling salesman?**

**Do you want an agent?**

**Do you want an agency?**

**Do you want to sell or exchange your business?**

**Do you want to buy a grocery business?**

**Do you want to buy or sell any store equipment?**

If so, sit down now, and draft an advertisement for CANADIAN GROCER'S "Wanted" page, setting forth just what you want, and stating your needs or qualifications. Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling groceries in Canada.

The cost?

Trifling! Three cents per word for first insertion and two cents per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of five cents extra per insertion is made when Box Number is required. In this way the advertiser's name is, if desired, kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of CANADIAN GROCER not later than Monday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

**Canadian Grocer, 153 University Ave., Toronto, Ont.**

# Popularity means Sales

Keen's Oxford Blue has not won its great popularity without good reason—and that good reason is high quality and dependability.

Women everywhere have learned there is no better blueing on the market. That's why grocers selling Keen's Oxford Blue find and keep satisfied customers.

A Counter Display Stand like this will make your sales even more easy

## Magor, Son & Co., Ltd.

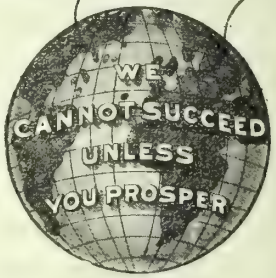
191 St. Paul Street W.
MONTREAL

30 Church Street
TORONTO

# NICHOLSON - RANKIN LTD.

WHOLESALE
GROCERY BROKERS

IMPORTERS
EXPORTERS




"IN TOUCH WITH THE WORLD'S MARKETS"
ALL QUOTATIONS SUBJECT TO CONFIRMATION
TELEPHONE MAIN 6501

OFFICES-707-708 CONFEDERATION LIFE BLDG.
WINNIPEG, CANADA.

CODES
A.B.C. 4TH & 5TH EDITION
ARMSBY'S LATEST
PRIVATE CODES

**WE REPRESENT---not merely handle accounts.**
**May we REPRESENT YOU.**

WE DO NOT BUY OR SELL
MERCHANDISE
FOR OUR OWN ACCOUNT

# NICHOLSON-RANKIN LIMITED

WINNIPEG THE SERVICE BROKERS CANADA

CANADIAN GROCER

Vol XXXIV. TORONTO, MARCH 5, 1920 No. 10

# Will Present Economic Conditions Force Wholesalers Out of Business?

## Heading That Way, Says Western Wholesaler in Letter to "Canadian Grocer"—He is Opposed to Manufacturers Setting Resale Price on Their Goods—Removes the Competitive Features, is His Claim — Sends Letter to Board of Commerce

By H. H. COOPER, Macdonald-Cooper, Ltd., Wholesale Grocers, Edmonton, Alta.

**EDITORIAL NOTE.—The following letter from Mr. Cooper deals with a very important subject — whether or not the manufacturer should fix his resale price from wholesaler to retailer. CANADIAN GROCER believes this question will come up at the investigation in Hamilton next week by the Board of Commerce through the Ontario Attorney-General's Department. We would like to hear from other wholesalers and retailers as to their attitude towards this big subject. Should manufacturers have the right to state their resale prices; and should manufacturers and wholesalers make quantity prices to those in position to purchase in large quantities, or should they not? Read what Mr. Cooper says and write us with your opinion and reasons.**

THE Hon. Mr. Colver, chairman of the U. S. Federal Trade Commission, who may safely be assumed to be a close student of commercial economics, about a year ago made the prediction that the retail grocery trade, as at present constituted in the United States, will be out of existence in twelve years; and that the wholesale grocer will only last half that time. Mr. Colver's idea is that the extinction of the grocers, both wholesale and retail, will be brought about by the development of the chain store and mail order house. These, operating at relatively small expense and working for big volume rather than high profits, will buy direct from the manufacturer; and will sell direct to the consumer at prices with which the retail grocer, as he exists to-day, cannot compete. Some of the stronger retailers will prolong their existence by buying direct from the manufacturers; but the wholesale grocer will disappear early in the game, according to Mr. Colver.

### Would Apply Later to Canada

Mr. Colver's views, as summarized above, had reference only to the trend of trade in the United States. It is reasonable to suppose, however, that if his reasoning is sound, the same economic forces will eventually come into operation in Canada, though, owing to our relatively sparse population, the new conditions predicted for the United States will be longer in setting in, and their development might be expected to be slower in Canada. In the meantime, in my humble opinion, the wholesale grocers of Canada are doing everything in their power to hasten the advent of the conditions predicted by Mr. Colver, and ensure their own destruction.

I do not agree with those who hold that the wholesaler is necessarily an economic parasite who gives no adequate service for the profit he takes and who ought to be eliminated. The wholesale grocer may be eliminated—and if he continues his present policy he certainly will be—but the service he performs must be continued by someone. Somebody will always have to attend to assembling foodstuffs from all quarters of the globe, at convenient centres, and redistributing them to where they are required for consumption. This service will be performed more efficiently and economically by the wholesaler working under highly competitive conditions than it could be done either by the manufacturers selling direct to the retailer, by combinations of retailers buying cooperatively, or by any other means that can be devised. But this is true only so long as the wholesaler is working under competitive conditions. Once that factor of competition is eliminated, the wholesaler's service ceases to be performed efficiently and economically; he ceases to justify his existence, and he will be swept away.

### Competitive Factor Being Lost

At the present time, the competitive factor has largely been eliminated from the wholesale grocery trade of Canada, particularly in the West; and the indications are that in another twelve months' time the proportion of that trade which will be done under competitive conditions will be still smaller. I feel absolutely certain that the wholesalers who are busily exerting the pressure of their organizations and entering into arrangements designed to eliminate price competition, to ensure themselves fat profits which they do not earn, are following a short-sighted policy which must inevitably, if persisted in, lead to their own destruction. The methods by which this is being brought about are explained in a letter recently written by my firm to the Board of Commerce, copy of which is attached.

The policy of the wholesalers to restrict competition affords encouragement and opportunity to developments which are a menace to the retailers, as well as destructive to the wholesale trade.

### Letter to Board of Commerce

Following is the letter sent to the Board of Commerce on the subject by Macdonald-Cooper, and which is referred to above:

Hon. H. A. Robson,
Chairman,
Board of Commerce,
Ottawa.

Dear Sir:—

We have been watching with considerable interest the efforts that the Board has been making to prevent undue enhancement of the cost of necessities, particularly in the direction of foodstuffs. We think you will admit that the results of those efforts up to the present have been meagre and disappointing. This is not said in any spirit of criticism. The public expected too much in

the way of price control, and the Board was set an impossible task. The immutable economic laws cannot be brushed aside, either by Act of Parliament or by rulings and orders of the Board. The price of commodities must be governed, primarily, by the workings of the law of supply and demand; but may be modified appreciably by the effect of competition.

Is your Board aware that, so far as prices are concerned, that competition has largely disappeared as a factor in the wholesale grocery trade of Canada? Such is undoubtedly the case. Any element of price competition is totally eliminated from a large percentage of the items appearing in our price list; and, in many other lines, competition is eliminated from certain brands. Present indications are that the list of grocery products on which there is no competition as to prices will be rapidly extended in the near future, to the obvious detriment of the consumer and, we think, of the wholesale trade as well.

**Think Some Discounts Too High**

In the lines referred to, the prices at which the wholesale grocer must sell are fixed by the manufacturers, the wholesaler being allowed varying discounts on the different lines. We believe these discounts, and in some cases the selling prices, are generally arranged as a result of negotiations between the manufacturers conerned and the various wholesale grocers' organizations. In very many instances, these discounts are much higher than is necessary to afford a fair and reasonable profit to the wholesaler—at least, they are much higher than we consider necessary to the profitable operation of our business. And it follows that the prices at which we have to sell to the retailer, and the retailer to the consumer, are correspondingly higher than they should be.

We do not participate in such negotiations, and we are not a willing party to any arrangements as to prices at which we shall sell; but we are compelled to take profits greater than we consider fair, reasonable, or necessary, for the reason that if we sell these controlled lines at figures less than the prices fixed by the manufacturers the latter refuse to supply us with their goods. In some instances, we are compelled to take almost double the margin of profit on which we could operate successfully.

**Manufacturers Not Always Willing**

We have reason to believe that, in many instances, this attitude is not adopted by the manufacturers willingly or on their own initiative, but is generally forced on them by pressure exerted by various organizations representing a considerable majority of the wholesale grocers. The activities of those organizations have, during the past year or two, to our certain knowledge, forced many manufacturers to control re-sale prices in this way. More effective and widespread organization of wholesale grocers recently effected is likely to result in many other manufacturers being forced to adopt a similar policy of elimination of price competition in the re-sale of their products.

We are in full accord with the pronouncement of Mr. O'Connor in the matter of the York Trading Company, to the effect that the wholesale grocer is an important and necessary part of the machinery for the distribution of foodstuffs, and if operating under highly competitive conditions, he will perform an essential service at the minimum expense and with the maximum efficiency. But with the competitive factor replaced by absolute assurance of large gross profits the chief incentive to efficiency of operations is removed; and a wholesale grocery business might be operated extravagantly and inefficiently and still show a favorable balance at the end of the year.

**Believes Saving Could Be Made**

With this pernicious protection against price competition removed, and the competitive factor permitted to operate without restraint, there would be an immediate and material reduction in the margin between the prices the manufacturers get for many of these controlled lines and the prices the retail dealers must pay for them. We are not at present prepared to make any estimate as to what such savings to the public would aggregate in a year; but we are confident it could be computed in millions of dollars.

If the Board can prevent the extension of the control of re-sale prices to other grocery lines, and can take steps that will result in the re-introduction of the competitive factor in those lines on which prices are now controlled, we believe it will have accomplished something of tremendous value to the country, and which alone would amply justify the Board's existence.

We are not clear as to how the re-establishment of competition in prices can be brought about. We understand that judges are not agreed as to the legality or illegality of manufacturers setting the prices at which their products shall be sold, and refusing to sell to wholesalers who fail to observe those prices. We are reasonably certain, however, that the ultimate object sought —cheaper goods to the consumer—can be achieved only by the re-introduction of the competitive factor, and not by any attempt to arbitrarily regulate prices or profits by order of the Board. There are so many varying conditions that what would be too much profit under one set of circumstances would be too little under another. Competition will ensure the minimum profit under all circumstances, if allowed to operate.

Trusting that our representations in this matter may receive the consideration which their importance demands, we remain,

MacDonald Cooper, Limited.

## ANOTHER VICTIM OF THE CONSUMERS' ASSOCIATION — SENT FOR GROCERIES AND GOT MEMBERSHIP TICKETS

H. Martin, manager of the Consumers' Association, of Windsor, Ont., was arrested by the Dominion Police a few days ago charged with obtaining money under false pretences and, following the arrest, Commissioner Murdock, of the Board of Commerce, conducted an investigation in Windsor into the business methods of the accused, and an order was issued restraining Martin from continuing in business.

The Consumers' Association which advertised to supply groceries to association members at prices much less than those asked for the same articles by retail grocers, did a large business in Ottawa Valley towns, and it is now learned in the city of Ottawa as well. Many complaints have been received by the Commerce Board from persons who purchased membership certificates in the "association" but failed to get the groceries they ordered.

Commissioner Murdock received a new complaint from an Ottawa man who had answered one of the association's advertisements for an agent. This complainant alleges that he sent $50 for an "outfit," expecting to receive groceries, but the mails brought him only a number of circulars and membership certificates which he was expected to sell at $2 each. He claims he sold one and the person to whom he sold sent for groceries, but also received only circulars.

Since that time the customer has not been able to obtain satisfaction from the association, nor has the erstwhile agent obtained restitution of the money sent forward by him. Mr. Murdock's informant alleges that others in Ottawa and vicinity have had similar experience with the same concern.

## RIPE OLIVES SAFE TO USE

The prompt action of James Foust, Director of the Pennsylvania Bureau of Foods, in studying the cases of poisoning attributed ta eating ripe olives is highly commendable. There is no substantiation of the alarming report which caused such excitement. The report of the examiners follows, and shows there is no danger in eating ripe olives.

The embargo placed on December 4th upon the sale and distribution of ripe olives by the State Department of Health and the State Bureau of Food Control has been lifted after a complete and satisfactory report from Charles H. La Wall and Randle C. Rosenberger, chemists retained by the State Department.

## NEW FACTORY FOR TORONTO

The Thompson-Norris Company, manufacturers of corrugated paper products, are moving to Toronto, and their plant at Niagara Falls has been closed and is being taken over as an addition to the American Can factory.

# Sugar—All Restriction Removed

## Price Advances $2 Cwt.—Board of Commerce Takes Credit for Keeping Down Price—But Wasn't It Done at Expense of Fair Profit to the Retailer?

THE Board of Commerce has juggled very few articles more than sugar. Not long ago, an order went forth that sugar must not be sold by the retail trade anywhere in Canada at more than 16 cents per pound. When it was shown that this was a discrimination against retailers located at a distance from the source of production, the Board immediately made a change to the effect that retailers could charge 16 cents plus freight, with a few variations.

Montreal refiners placed their case before the Board last week, and showed that they were losing money at the present price of raw sugar. It was listened to with some sympathy, and apparently in order to extricate themselves from the entire sugar entanglement, the Board has now decided to remove all restrictions from sale of sugar and allow supply and demand to take its course. Retailers may sell at any price they choose.

### Price Kept Down at Expense of Retailer

In removing the restrictions, the Board of Commerce, which now includes Commissioners O'Connor and Murdock—Judge Robson having resigned, as announced in last week's issue—leaves the entire matter in the hands of the public as to whether they were responsible or not for keeping down the price of sugar. "Now see what will happen that we have given up the reins" is in effect what they say.

No one will say that they were not responsible for keeping down the price. Any body of men with the autocratic powers of the Board of Commerce could say at what price any article was to be sold and keep down the price of that article to the public. But when this is done at the expense of allowing a fair profit to the distributor, then it does not become a business proposition. It costs the average retailer from 15 per cent. to 20 per cent. to do business; that is 15 per cent. to 20 per cent. on his gross turnover, and if his gross margin is only 9 per cent. to 10 per cent. on sugar, how can he make any net profit on that article?

Letters from retailers in all parts of Canada to CANADIAN GROCER show that the last regulation of the Board in connection with sugar did not allow them any profit whatever.

### Where Credit Can Be Taken

The Board of Commerce would be entitled to credit in keeping down the price of an article if it could encourage production so that the matter of supply and demand became more equalized. In such a case, production would be increased, and there would not be the same demand compared with the supply of the article. This would not mean that the distributor would have to sell that article at a loss. That is the only kind of business transaction which, in the opinion of the trade, would give any Board the right to take credit to itself for keeping down the cost of any article to the consumer.

Judge Robson, Chairman of the Board, in an interview since his resignation, gives an important reason for his resignation. He does not think there should be price fixing and profit restriction put upon the products of the country now that the war is over. "Regulation of profits on necessaries will tend to discourage persons from entering on useful services of life," he said. "It is, besides, an injustice to restrict these classes while those engaged in production and distribution of luxuries, or even useful things not classed as necessaries, go free. This seems to me so incongruous that I was uneasy in the administration of the Act, and felt it my duty to resign.

"If you continually soak the people who are dealing in necessaries, they will eventually quit the business, and go into some other that is not controlled by the Board of Commerce," he said. "It may not be popular doctrine, but I think Canadian producers should be allowed to make all the money they can."

### A Place for the Board

There is undoubtedly a work to perform by the Board of Commerce. The question is as to whether this work includes the fixing of prices where competition is the leveller. In the necessities of life competition is very keen, both in manufacturing, wholesaling and retailing. It has been a long-established fact that retailers made very little, if any, money on sugar. It was one of the chief articles for price cutting, and many a retailer has spent an anxious time endeavouring to overcome this price-cutting mania on the part of many of his competitors.

The removal of the price restriction immediately sent the wholesale price of sugar up $2 per hundredweight. This makes it now $16.50 per hundred, Montreal basis.

### The Refiners' Reasons

At the hearing of the sugar refiners in Montreal last week before the Board, it was pointed out that only a small portion of the raws that had been contracted for had come through this year so far, owing to strikes chiefly, and that, as a result, refineries had run only a portion of their capacity. When the rate of 14½ cents had been established at the beginning of the year, exchange had been only 7 per cent.; the difference now was the chief reason for the application of an advance to $16.50 per hundredweight.

The Commissioners agreed that prices in Canada were less than in the United States to-day, while the refiners held that there should be a difference of about three cents a pound in favor of Canadian refineries. F. G. O'Grady, general manager of Atlantic Sugar Refineries, declared that ordinarily, as a result of freight rates, duty, etc., the Canadian price had to be 75 cents to $1 per hundredweight higher than in the United States. In addition, at the present time, as a result of the high exchange rate, the cost was added to by $1.70 per hundredweight on raws, besides other extra charges through the same reason. In Chicago and district, on the other hand, the prices were actually much higher than in Canada, Chicago being from 17 to 22 cents, and New York and district 17 to 25 cents a pound. Commissioner Murdock remarked that prices in the Western States ran as high as 35 cents a pound.

In answer to a question, J. W. McConnell, president of St. Lawrence Sugar Refineries, stated that if the price had been left free, the wholesale rate in Canada would have been $17.50 in Canada, and the retail $20 per hundredweight.

### BIG SHIPMENTS OF FISH FROM BUFFALO LAKE

Giving an idea as to the progress of the lake fishing industry in waters north and west of Edmonton is the statement made by officials of the Edmonton, Dunvegan and British Columbia railway, which reports that no less than 1,650,000 pounds of good whitefish have come down from Buffalo Lake during the winter season for Edmonton, Alta., and eastern Canadian markets.

Winnipeg and Toronto have been locations receiving a great amount of the fish products of Buffalo Lake, which is only one sheet of water of the many receiving attention by companies engaged in fishing. The fresh water lake fishing industry of Northern Alberta has flourished during the past few years, and expectations are that it will become one of the most important in Alberta in the very near future.

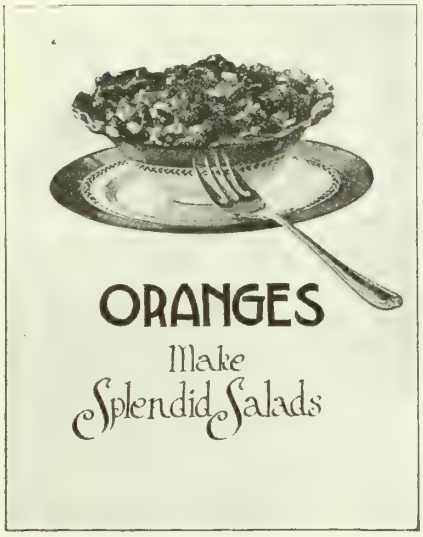
Seven cars of whitefish, billed through for Winnipeg and Toronto markets, are now in the local yards of the Alberta and Great Waterways railway. This single consignment represents 231,000 pounds of fish, the whole having been caught in Buffalo Lake, situated west of Cheecham, on the A. and G. W. line.

Railway officials estimate that the total fish shipments during the past three months will reach about fifty cars.

# Advertising Ideas for Retailers

## More Service to the Customer by Advertising—Putting Over the Sale and Making a Larger Profit on Oranges

Written by J. L. WYCKOFF




SUGGESTION FOR WINDOW CARD.

The illustration is cut from a magazine and pasted on the card. Many ideas for window cards can be had from this source.

ADVERTISING is systematized salesmanship. Salesmanship is the ability to persuade others to accept your ideas about something which benefits you and to buy what you have to sell at a price which is a satisfaction to him and a profitable compensation for you. The trend of modern retail business is to give more actual service. Service is giving people what they want and when they want it.

Anyone who has a reasonable amount of experience as a salesman can write advertisements that will increase the value of his own services and that of the goods he handles by just the amount of time, thought and energy he puts into selling them. Therefore, advertising is service that acts as a boomerang and brings back customers again and again.

### Putting Over the Sale

The state of mind of the purchaser is a weighty factor in determining whether he desires the article advertised or not. For example: Oranges may be of the same value and quality in one store as another, but the merchant who displays and talks oranges in such a manner that a desire to possess is created in the mind of the possible purchaser, and this possession would give him a definite kind of satisfaction. He leaves your store firmly convinced in his own mind that you sell the finest oranges in the city. This feeling of satisfaction is carried home, to the pleasure of eating them, he conveys the same feeling of satisfaction to the rest of the family and all are unanimous in declaring that you sell the choicest oranges. The result—this purchaser comes back again and again, he tells his neighbors about the luscious oranges you sell, which brings more customers to the store, not only for fruit, but will purchase other articles as well.

### Creating a Larger Profit

Many grocers overlook the possibility for greater turnover and profit that can be derived from displaying oranges, grape fruit and lemons. The bright color of the fruit adds an attractive charm to a window display that few people passing your window can resist the temptation to stop and look, and when you get this attention from a possible purchaser it is just a short step to making a sale.

### Lemons a Factor

Then, again, lemons usually show a good margin of profit to the grocer, but apparently he overlooks this fact and keeps the profitable lemon in the background and only brings it to light when someone asks for them. Lemons can be used for a great many purposes. During sickness it is indispensable: for making that irresistible lemon pie, for decorating cold meats and salads, the juice used in the place of vinegar on fish and for making salad dressing. All these methods could be suggested to the customers, which make the extra sales that keep the cash register ringing merrily.

**Suggestions For Display Cards or Headings For Advertisements**

*California Lemons for that real Lemon Pie.*

*Half a Grape Fruit every morning will start you off right for the day.*

*Eat an Orange a day.*

*Great big luscious Navel Oranges.*

*Take home some of our fine Oranges.*

*Keep a few Oranges in reach of the children.*

Another Shipment of Those Large, Luscious Navel Oranges
We offer these sweet, juicy oranges at a special price
Friday and Saturday
Per Dozen
Half a Grapefruit every morning will keep you fit.
FLORIDA GRAPEFRUIT, they're clean skinned and full of juice.
Great big ones at .....
FRUIT SUGAR, per lb. .....
Have you seen those California Lemons we're selling? They've clean, smooth skin; juicy and practically seedless. Just right for that mouth-watering Lemon Pie, at per dozen .....
Every order should include some of these.
Our 'phone 4600 is at your service.
JONES & COMPANY

A specimen advertisement that will help sales of oranges, lemons and grapefruit.

# Nothing to Do With Resale Price, Says Wholesale Grocers' Chairman

## W. P. Eby Refers to the Resale Prices Made by Manufacturers in His Address at the Annual Convention—Wholesalers Opposed to Re-enactment of Business Profits Tax—Opinions Differ on "Uniform" Grocery Terms—Exchange Situation Dealt With

Reported by Staff Correspondent

TORONTO, March 3. — Business Profits Tax, Uniform Grocery Terms, Exchange Situation and Postage War Tax were among the subjects discussed yesterday at the second annual convention of the Wholesale Grocers of Ontario held at the King Edward Hotel.

W. P. Eby, of Eby, Blain, Ltd., Toronto, chairman, occupied the chair. Before giving his annual report, A. C. Pyke, secretary, read the minutes of the last meeting, which were adopted.

**Nothing to Do with Price Maintenance**

Mr. Eby welcomed the delegates, reviewed the business of the past year and referred to future problems which, in his opinion, should be taken up by the convention. His address follows:

"As chairman of your executive I have very much pleasure in extending a hearty welcome to our second annual convention, and as I am advised that this is to be a 'business' convention, where long speeches will not be popular, I am going to set an example by being brief in my remarks.

"We are especially pleased and gratified to welcome as our guests Messrs. Clark, Buck and Smart, fellow wholesaler grocers from the State of Michigan, and we hope that they will be interested in our convention and heartily enjoy themselves while in our city.

"You will observe from the programme that your executive have not allotted much time for your social enjoyment and it is hoped that you will show your approval by your attendance during the convention and let us have the benefit of your criticism and advice in the discussion of the matters under consideration. It has been suggested that speakers confine their remarks to the subject under discussion and it is hoped that every part of the Province will be heard from. Let us hear from the men outside. This is an Ontario convention and we should hear from all sections.

**A Trying Year**

"Since our last convention we have passed through a bewildering and trying period of reconstruction, and no one can forecast with any degree of accuracy what the future may bring forth. Last February nearly all markets were depressed with indications for lower values. Inside of a few months, however, a complete change took place, nearly all classes of merchandise starting to advance, and have been advancing ever since until to-day. Taking it altogether prices are higher than they have been known for many years, with very little prospect of lower prices. We have not yet reached the end of the period of reconstruction.

"Our association, as you will learn later from the report of our indefatigable secretary, has been making substantial progress during the year, and I am glad to note on our agenda a proposal to adopt a constitution and set of by-laws, which should put the association on a permanent basis. I would like to suggest while on this question that you should appoint special committees whose duties during the year would be to take up certain questions concerning the wholesale grocery business, among which are the following:

W. P. EBY,

Eby, Blain Ltd., Toronto, the chairman, who presided at the sessions.

"Manufacturers' cash discounts.
"Trade acceptances.
"Delivery of goods by motor trucks.
"Wages and hours for employees.

"The appointment of such committees would relieve your executive and assist materially in getting all the facts in connection with matters that come up so frequently and are of general interest to the trade. This plan has been adopted with considerable success by the large wholesale grocers' associations in the United States, and is worthy of your consideration.

**Want Seasonable Goods More Quickly.**

"I would suggest that one of these committees might consider the advisability of requesting the Federal Government to grant the wholesale grocers the privilege of passing certain seasonable goods, such as Malaga cluster raisins, California raisins, figs, dates and other Christmas specialties, which very often arrive late in the season, on the same basis as allowed to the wholesale fruit men, who upon furnishing a suitable bond or guarantee to the Government are permitted to get immediate possession of these goods without being obliged to wait until goods are cleared by the customs officials, as we are required to do to-day.

"Our association cannot make real progress unless we have the hearty co-operation and interest of each and every member. This is the age of co-operation and the interests of the wholesale grocery trade are of sufficient importance to warrant our organization being put on a permanent basis.

"The heartiest co-operation with our secretary is a very important consideration. Much confusion and uncertainty is sometimes caused through overlooking this important feature.

**Right of the Manufacturer**

"I am sure that I have the endorsation of every member when I say that this association stands for a 'Square Deal' from the wholesale grocer to the manufacturer, and from the manufacturer to the wholesale grocer, and wholesaler to retailer. The wholesale grocer is, we believe, the logical and most economical distributor for the manufacturer, but we are absolutely opposed to the manufacturer who sells a portion of his product (though it may only be a small one) direct to some of the retail trade on the same terms as he does to the wholesale grocer. I know that the majority, if not all, of our members will endorse the statement that this association has nothing to do with the maintenance of manufacturers' price lists. It is unquestionably the manufacturer's privilege and right to decide as to whether he will enforce the maintenance of his price list or selling agreement. Any proposition which would require the fixing or maintenance of prices through our association is, in my humble opinion, illegal and impractical, and would eventually lead to a dissolution of the association.

"Recent developments have brought our association into the limelight with the Attorney-General's Department of Ontario, and it is confidently expected that when the investigation is finished that the rights of our association will be clearly upheld and our existence justified.

"I desire to thank the members of the executive for their cordial co-operation and assistance, not forgetting our diplomatic and efficient secretary, A. C. Pyke, to whom credit is due for the splendid results of the year."

**The Delegates Present**

Among those who registered were the following:

H. W. Chamberlain, F. J. Castle Co., Ltd., Ottawa; W. J. Smith, T. B. Escott & Co., Ltd., London, Ont.; J. E. Davy, Robertson Grocery Co., Kingston, Ont.; W. E. Warwick, T. Kenny & Co., Ltd., Chatham, Ont.; M. R. Freedman, J. Freedman, Ottawa, Ont.; Frank Harding, The Harding Co., Ltd., St. Thomas, Ont.; A. B. MacLean, A. B. MacLean, Sons & Co.: M. P. Byrnes, T. Long & Bros., Ltd., Collingwood, Ont.; N. Gilmour, Gilmour & Co., Brockville, Ont.; Stafford Higgins, Higgins & Birks, Toronto; Wm. Turnbull, E. Adams & Co., Ltd., London, Ont.; L. H. Major, L. H. Major & J. Soubliere, Ltd., Ottawa; L. Prager, J. Prager, Toronto; R. J. Carson, R. J. Carson, Kingston; A. Perras, S. J. Major, Ltd., Ottawa; M. D. Lemon, Lemon Bros., Owen Sound; W. G. McLauchlan, McLauchlan Co., Owen Sound; W. E. McMurtry, Groceries, Ltd., Toronto; W. T. Harris, Owen Sound; G. A. Morden, Owen Sound; J. A. W. Craig, W. G. A. Craig & Co., Kingston, and Warren Bros., Toronto;

F. T. Smye, Balfour, Smye & Co., Hamilton; T. H. Kinnear, Thos. Kinnear & Co., Toronto; Samuel Vila, James Turner & Co., Hamilton; A. D. Lumsden, Lumsden Bros., Hamilton; W. Somerville, Bristol, Somerville & Co., Hamilton; H. C. Beckett, W. H. Gillard & Co., Hamilton; H. N. Robertson, Geo. Robertson & Son., Ltd., Kingston; G. R. Lloyd, Macpherson, Glassco, Ltd., Hamilton; A. D. Lumsden, Lumsden Bros., Hamilton; F. R. Vollans, H. E. Guppy & Co., Windsor, Ont.; H. L. McNalley, National Grocers, Ltd., North Bay, Ont.; Arch. Foster, National Grocers, Ltd., North Bay, Ont.; A. M. MacLean, Hunter & Co., Ltd., Pembroke; W. Lumbers, James Lumbers Co., Toronto; A. H. Paffard and F. C. Armstrong, Armstrong & Paffard, Toronto; J. W. Charles, Marland Woolnough Co., Niagara Falls, Ont.

### Wholesaler's Average Cost 8.9 Per Cent.

In his annual report, Secretary A. C. Pyke dealt at length with the work done during the past year. The following extracts from this report are of especial importance to the trade:

"In order to ascertain the cost of doing business in the province a form enumerating all the various cost items was prepared and sent to every member of the Association with a request that they fill same out and report their various percentages of costs to me. As a result of this some thirty-one firms completed the form and sent same to me, the results of which were published later, showing th average cost at 8.9%. If every firm would examine these statements carefully and compare their various cost items with others, much good would result.

"A proper allowance for leaks and swells on canned salmon and lobsters was a subject discussed with the fish packers. The salmon packers absolutely refused to make a deduction from their invoices of one-half of 1%, as suggested, but the lobster packers have agreed to do this on the coming pack.

### 5% on Sugar

"In connection with the Board of Commerce's order limiting the margin of profit on sugar, the Board recognized and approved of the Equalized Rates System and also the margin of profit we succeeded in securing from the refineries as being a fair and reasonable one, namely, 5%.

"We have also been in close touch with the Canadian Trade Commission in connection with the sugar situation and succeeded in having them refuse to issue export licenses for sugar and thus secure a much greater distribution for domestic trade.

"The case brought against the U.S. Railways by the National Wholesale Grocers' Association in connection with the special concession granted the big packers has been followed very closely and as soon as the decree in which the packers consent to confine their business to fresh and salt meats and dairy products is entered, it is the intention of the Canadian Wholesale Grocers' Association to endeavor to bring a similar arrangement into effect with the Canadian packing houses.

"The proper values or customs duty on importation from England were brought to the attention of the Canadian custom authorities. At present sterling invoices are computed for duty at 9½% instead of at the current rate of exchange, thus making considerable difference in duty. This matter is now being considered by the Minister of Finance and it is expected an announcement in this connection will be made during the present session of Parliament.

### Manufacturers' Shipping Cases

"The proper marking of cases by manufacturers has been given attention, and considerable correspondence on this subject resulted. We are advocating that all cases should be plainly marked on the front, showing contents of the case, quantity, size, etc., and on the top the shipping weight should be plainly stencilled, and no advertising should appear on the case unless it referred to contents."

### Business Profits Tax

H. W. Chamberlain, F. J. Castle Co., Ottawa, introduced the subject, "Business Profits Tax." He pointed out this tax was a war measure and that wholesalers gladly contributed to it. The Government may discontinue this tax and derive their revenue wholly from the income tax. We have incurred a large indebtedness and it can only be paid through a tax imposed by the Government. He read a letter from the Wholesale Grocers' Guild of Nova Scotia, indicating that the wholesalers there are much opposed to the re-enactment of the Business Profits Tax and that various business bodies in Nova Scotia had sent resolutions to Sir Henry Drayton which would be backed up by delegations to Ottawa. They asked for co-operation from the Ontario association. He moved, seconded by F. T. Smye, Hamilton, that a delegation from the wholesalers go to Ottawa to assist the others in preventing the re-enactment of this Business Profits Tax. The matter is coming up on Friday, March 5, at Ottawa.

A. C. PYKE,
Toronto, Secretary of the Wholesale Grocers of Ontario.

Hugh Blain, Toronto, maintained that the method of operating the tax had not been fair, and he thought a resolution should be made to the effect that if the Government found it necessary to re-enact the tax, it should be made fair and equitable.

Mr. Chamberlain's resolution was adopted, the delegation to include the mover, Mr. Blain; the incoming chairman, and the secretary, A. C. Pyke.

Each member has been paying $25 per $100,000 volume, with a minimum of $100. It was decided to rerate the fees as per 1919 turnover, the minimum being the same. It was felt this would produce sufficient funds to carry on the affairs of the association.

### Problem of Packers in the U. S. A.

The dinner on Tuesday evening—an informal affair—tendered by the wholesale grocers of Toronto to the visiting members and guests, was a most pleasant interlude for the business proceedings of the two days. Chairman W. P. Eby presided, and with songs, moving pictures and good cheer, a most enjoyable time was spent.

The speaker of the evening was John G. Clark, president of the Michigan State Wholesale Grocers' Association, on how the National Wholesale Grocers of the United States succeeded in getting the Interstate Trade Commission to disengage meat pacqers from operating in other lines of business.

The guests at the head table included D. J. Buck, secretary of the Michigan Association; H. N. Smart, from the same association; H. N. Cowan, president the Cowan Co.; Mr. Miller, vice-president Lever Bros.; and Mr. Macfarlane, of the E. W. Gillett Co.

Mr. Clark reviewed the events that lead to the dissolution of the various ramifications of the United States packers. He said that with their refrigerator car system, which received a preference over other freight, was used to carry articles other than meats and allied perishable products. Wholesale grocers did not get a similar service and could not compete with them. These jobbers had to take "pot luck," and as their goods were not being moved quickly, they were losing business. The wholesalers claimed that the United States railroads had no right to discriminate and give the packers anything in the way of lower freights that they could not receive.

Their contention was upheld and the order went forth that the packers must disassociate themselves from lines of trade other than meats and allied dairy products.

Song sheets were passed around and everybody tested their lungs. J. W. Charles, Niagara Falls, Ont., was suddenly called upon for a reading and rose to the occasion with one of Robt. Service's. Mr. Hardy, of Eby, Blain, Ltd., sang an impromptu song. The moving pictures were a surprise. They included Chaplin; "The Grocer's Clerk," playing at the "Allen"; and two Ontario Government films. So the boys had a right royal time.

### Canner's Agreement

H. C. Beckett reported for the Canned Goods Committee. At the meeting in December a resolution was passed favoring the adoption of the selling plan as adopted and that a committee be appointed to interview the canners. A draft of a letter was pre-

pared which the Dominion Canners favored for Ontario.

A tentative contract was prepared by the Dominion Canners, Ltd., and submitted by Mr. Beckett. In effect this is a contract made with the retailer through the wholesaler, and the idea is to give the retailer a 5 per cent. discount for purchasing his canned goods early. Orders would be taken from retailers and 100 per cent. delivery would be guaranteed, wholesalers to be allowed 10 per cent. after 5 per cent. allowance to the retailer for early orders had been deducted; also 1½ per cent. cash discount in 15 days to the wholesaler. In other words the retailer would be guaranteed his canned goods at 5 per cent. below opening prices for placing his orders early. In regard to swells the trade would be allowed ½ of 1 per cent. or given a six months' guarantee on the goods. Terms would be 30 days net f.o.b. shipping point. No orders would be accepted for less than ten cases and no shipments would be made for less than five cases. The contract, too, would be subject to the approval of the Canadian Canners, Ltd. The Dominion Canners made it clear that the idea of the above agreement was to relieve congestion. The agreement, if ratified, meant that wholesalers would not be able to purchase stocks above what retailers ordered until 100 per cent. of the retailers' orders had been filled. On purchasing stocks for themselves discount to the wholesaler would be 12½ per cent. on vegetables and 15 per cent. on fruits. The canners also asked that the Wholesale Grocers have the entire agreement ratified by the Board of Commerce.

By a motion the entire matter was left in the hands of the incoming executive.

### Want War Postage Removed

Hugh Blain, Eby, Blain, Ltd., considered the War Postage Tax—stamps on checks, drafts, etc.—should be discontinued. The Government, he felt, is losing a great deal of money on parcel post, which benefited particularly the mail-order houses and were making a lot of money on the letter post. He believed the Government of Canada was giving use of the parcel post at 50 per cent. of its cost. If the Government is giving a bonus of this character it is unfair to wholesalers as competitors of the mail-order houses to be taxed.

One wholesaler stated one of the Toronto mail-order houses was shipping catalogues by express to North Bay and sending them out cheaply under the zone postage system.

### Dried Fruit Contract

The dried fruit contract was discussed. Secretary A. C. Pyke read the address of L. F. Bridges, president Dried Fruits Association of New York. The following resolution was passed:

"Whereas among the many factors tending toward the high cost of living there stands out prominently the lately developed 'Firm at Opening Price' future contracts for food products, and,

"Whereas such contract enables the seller arbitrarily to establish and impose upon the buyer unreasonable prices, and

"Whereas such contract is against public policy and well-established mercantile customs, inasmuch as it leaves the buyer helpless to exercise any judgment whatever as to the true value of the article to the great injury of the ultimate consumer, and

"Whereas the contract has seemingly been utilized to their advantage by some producers' associations, so enabled by their legalized immunity from restraint and by some packers who enjoy a near monopoly of their products to name prices, which in our opinion are unwarranted. Be it

"Resolved that we, the Wholesale Grocers' Association of Ontario, do protest and condemn and discountenance such forms of contract in the future."

### Non-Payment of Freights

Wm. Turnbull, Edward Adams & Co., London, Ont., dealt with "Equalizing Freights to Non-Competing Points."

"Wholesalers in Western Ontario," he said, "are very much opposed to prepayment of freights. Freight is a legitimate cost in goods and should be passed on to the consumer. It works very much against the drop shipment business, which is growing rapidly every month.

"Some retailers call up wholesalers for a few things with the purpose of getting waists, etc., from dry goods houses. They reverse the telephone charge and we have to pay the freight. We shouldn't have to prepay freights except to competing points." He moved a resolution that prepayment of freights be discontinued and that sales to all non-competing points be made on a basis of freights to the nearest competing point. This was seconded by Mr. Carson, Kingston. It was shown by the vote that the majority were in favor of the idea. The association recommended the adoption of the resolution.

It was urged by several members that goods such as canned goods should be quoted by the case instead of by the dozen. Secretary Pyke will take the question up with the trade.

F. Harding, St. Thomas, brought up the point that certain manufacturers were allowing same discounts to retailers for 5 or 10 cases of goods as wholesalers are given for 25 cases and more. He had cut out one or two manufacturers who were doing this. The chairman asked all members to keep the secretary in touch with all these matters during the year.

### Exchange Situation

J. W. Charles, Marland, Woolnough Co., Niagara Falls, Ont., opened the discussion on the "Exchange Situation," which he said was particularly annoying to wholesalers in border towns. He felt that the Canadian dollar should not be discounted in the United States and that eventually the depreciation of English money in New York would work out to the disadvantage of the people of the United States. It would divert British trade to South America as well as to the colonies of Britain. At present 62 per cent. of the raw cotton used in Britain comes from African colonies and from India.

He mentioned having purchased a car of a United States product last October, to cover which a check had been sent to the Canadian agents in Montreal the same as had previously been done. It was returned with the request that all payments be made at headquarters in the States, and in the meantime the rate of exchange advanced to around 16 p.c. instead of about 6 per cent. in October. He felt that Canadian wholesalers should now use a little more salesmanship and sell more Canadian products, and mentioned one in particular in competition with the United States line that was under discussion. He proposed a resolu-

H. W. CHAMBERLAIN,
Of F. J. Castle Co., Ottawa, who introduced the Business Profits Tax Question.

ALBERT PERRAS,
Of S. J. Major, Ltd., Ottawa, one of the delegates from the Capital City.

tion that the trade should decline to purchase any goods from foreign countries where the Canadian dollar was not accepted at par.

J. G. Clark, the Michigan wholesaler, jocularly remarked that in 1868 (laughter) he was informed that Canadians would not accept the United States dollar except at a big discount. He believed that the condtiions affecting the exchange was an economic one that would gradually right itself.

Hugh Blain, seconded by H. W. Chamberlain, Ottawa, moved a resolution of thanks to the three visiting wholesalers, Messrs. Clark, Buck and Smart, from Michigan, and to express the thanks of the association for the splendid ideas given to the Ontario association. This was most enthusiastically carried by applause.

Mr. Clark responded and thanked the members. He referred to Canada's banking system, which he felt—and particularly our draft system—was something in which the Canadian wholesalers had an advantage over those in the United States.

Mr. Byrnes, Collingwood, seconded by F. T. Smye, Hamilton, tendered a vote of thanks to the Toronto wholesalers for their entertainment and reception given generally to the visiting delegates.

# Majority Favor Selling 30 Days Net

## Uniform Grocery Terms Thoroughly Discussed by Convention —Many Favored One Per Cent. Discount in 15 Days— Others Did Not Think Terms Could Be Made Uniform

At the Tuesday afternoon session a number of important questions came up, among them the Business Profits Tax and Uniform Grocery Terms.

When the members assembled they found a handsome bunch of American Beauty roses on the chairman's table, presented by the delegates from Michigan on behalf of the Wholesale Grocers' Association of that State. Chairman W. P. Eby gracefully acknowledged the compliment, which was enthusiastically seconded by applause.

Then came the important question of the afternoon—Uniform Grocery Terms —introduced by T. H. Kinnear, Thos. Kinnear Co., Toronto. Mr. Kinnear pointed out that there were very few wholesale grocers in Canada now selling on the same terms. "Some are selling 30 days net, some one off in 10 days, and others one off whenever the customer likes to pay his bill." He felt that there should be some uniformity, so that manufacturers making up their price lists would be able to include in them the arrangement agreed upon. His suggestion was 10 days net—or elimination of all discounts. In many cases he thought that the retailer would be very glad of this arrangement, because he would be able to collect his money more quickly from his customers, having a good reason. He was not in favor of any discount, because, in such cases, there was a temptation for travellers working on a commission basis to allow a greater discount than the contract with a manufacturer permitted.

"We have tried the 1 per cent. 10 days before," said Mr. Kinnear, "but it didn't work, as many gave 1 per cent. off whenever the bill was paid." He also suggested bank interest, say, 7 per cent., after 30 days. He claimed that if the convention agreed upon 1 per cent. off in 10 days, or 1 per cent. off in 15 days, that at some time or other there would be some who would not stick to this arrangement and would always allow the discount above the arranged length of time.

Chas. Parsons, of Parsons, Brown, Ltd., Toronto, brought up the point of travellers' bonuses, and some travellers agreeing to allow discount to secure the business where no discount was permitted. He cited a case where one traveller had offered to pay the freight on a certain shipment to get his business. It was one matter to arrange terms, he said, and another to control your salesmen.

Arch. Foster, National Grocers, Ltd., North Bay, Ont., considered it was a mistake to have travellers work on commission basis. He maintained that on this basis travellers were handing out discount of as much as 15 per cent. a case on cereals from their own pockets, simply to get the order. He thought it was a difficult matter to make any set basis for payment.

### Suggests a Penalty

Fred T. Smye, of Balfour, Smye, Hamilton, claimed there should be a uniform basis of payment, and that unless the association got more loyal support from the entire trade they would not get anywhere. His idea was that if a selling arrangement was arrived at, there should be a penalty in case that arrangement was broken by any firm.

J. A. W. Craig, Kingston and Toronto, asked how the association was going to put through a basis of 10 days net or 30 days net when there were so many small jobbers throughout the country allowing the discount.

He thought it was impracticable and said that it tended to eliminate competition if all goods are to be sold on the net basis.

Albert Perras, of S. J. Major, Ltd., Ottawa, pointed out that the Ottawa wholesalers had adopted the net cash basis since the first of January, and they found it working well. Interest was charged after 30 days. The only trouble was that the Ottawa grocers had to compete with other centres allowing the discount, and if these would only do the same they would be quite content. He claimed that small firms allowing the discount were ignored.

H. C. Beckett, of W. H. Gillard & Co., Hamilton, favored terms net, no discount, and interest over 30 days. Some definite arrangement should be arrived at, he thought, for the manufacturers who ask for our terms, so that he can get out his price list. He also favored a forfeit if any offense was committed. The house itself should, he thought, in such a case, be responsible for its travellers.

Mr. Carson, of Kingston, claimed the question was a difficult one to settle. He felt that if a wholesale house sold a retailer $1,000 worth of goods and was sure of his money in two or three days, the merchant was entitled to a discount.

Mr. Gilmour, of Brockville, was of the same opinion.

Frank Harding, of the Harding Co., St. Thomas, was in favor of net terms and no discount. He claimed that there were some wholesale tobacconists in Western Ontario allowing 2 per cent. on a certain tobacco where the wholesale grocers were not doing this. Mr. Martin, Stratford, Ont., claimed that the man who can pay his bill in 10 days should have an advantage over one who allows his accounts to run 60 days or more. He thought that the commission arrangement of paying travellers tempted them to allow discounts when they should not allow them. In such a case he did not blame the retailer for getting the best proposition he could, and favored the 1 per cent. net proposition.

H. W. Chamberlain, of Ottawa, along with other Ottawa wholesalers, since

**OFFICERS ELECTED FOR 1920**

**President—T. H. Kinnear, Toronto.**

**First Vice-President—H. C. Beckett, Hamilton.**

**Second Vice-President — H. W. Chamberlain, Ottawa.**

**Treasurer—A. H. Paffard, Toronto.**

**Executive Committee — S. Vila, Hamilton; W. J. Smith, London; L. H. Major, Ottawa; H. N. Robertson, Kingston; M. P. Byrnes, Collingwood; M. Lemon, Owen Sound; W. E. Warwick, Chatham; F. R. Vallens, Windsor; Geo. Watt, Brantford; J. W. Charles, Niagara Falls; Frank Harding, St. Thomas; W. D. Martin, Stratford; Allan Gilmour, Brockville; A. Foster, North Bay; L. E. Walmsley, Belleville; A. McLean, Pembroke; W. E. McMurtry, Toronto; J. A. W. Craig, Toronto; F. M. Sloan, Toronto; W. P. Eby, Toronto.**

the first of the year allowed no discount and liked the arrangement. He maintained that the future would indicate whether this was in the best interests of the Ottawa wholesalers or not. He favored paying travellers a straight salary and at the end of the year allow them a bonus on the profits the firm had made.

Wm. Turnbull, London, Ont., maintained that wholesale houses, as well as executive officers and travellers, should sign the manufacturer's agreement, and if a traveller, or any member of the house, breaks the agreement, he should be immediately discharged. He thought the terms should be defined one way or the other and have a penalty.

One delegate suggested as a start to take up the question of sugar and have payments made 10 days net.

**Terms Maintained in Michigan**

D. J. Buck, Bay City, secretary of the Wholesale Grocers' Association of Michigan, stated that the wholesalers there insisted on their terms being maintained and the result was a great reduction in outstanding accounts each month. There was a discount allowed for 10 days and 30 day payments were net.

John G. Clark, president of the Michigan Association, referred to the maintenance of terms in the Michigan association even if it meant the loss of a customer. In the United States they would not be allowed to put up a forfeit for breaking such terms. In fact, he said, members of their association do not talk price in any way. In Detroit, out of 42 wholesalers, large and small, there were only 8 members to the association, but each of these maintained their terms and their businesses were growing rapidly. Many thousands of dollars were saved during the year by cutting down outstanding accounts. No goods are shipped to anybody by his house whose account is past due. That was the essential point in so far as terms were concerned to them.

H. N. Smart, of the same association, said that his firm decided a few years ago their customers would pay their accounts according to the terms of the invoice. For a time they lost a few accounts, but in a few months the majority of them came back. There were few houses now in Michigan that were not getting their money according to their terms. He also mentioned the zone system of meetings where wholesalers in a particular district got together and talked over their problems. In Michigan, too, payments were made by cheque to the travelling salesmen and no drafts were used.

Mr. Byrnes, of Collingwood, favored selling goods net 30 days and charging interest over that time. Unless this is done the man who reserves the right to pay by cheque instead of by draft, takes off the discount, no matter when the account is paid; 95 per cent. of his customers were paying by draft and they were quite satisfied. He thought the draft system was the ideal one.

T. H. KINNEAR,
Toronto, elected President of the Ontario Wholesale Grocers for the year 1920.

**Different Terms on Different Goods**

J. W. Charles, Niagara Falls, could not see how any definite arrangement could be arrived at because different terms should apply to different classes of goods. One house's experience could not be followed by other houses. He was, therefore, opposed to any net terms. His house had a graded list of lines showing various terms, and while they could afford to give 1 per cent. on some, they could not on them all. The whole matter was one of local conditions. "If we pick up CANADIAN GROCER, for instance," he said, "we can readily see why, in some cases, there should be no discount." He was in favor of 1 per cent. in 10 days.

After considerable further discussion it was moved by H. C. Beckett, of Hamilton, and seconded by A. Perras, of Ottawa, that the uniform terms of payment be net 30 days and interest charged at the rate of 7 per cent. per annum over that time.

Hugh Blain, Toronto, moved, and seconded by Mr. Martin of Stratford, that the terms be 30 days net, giving 1 per cent. on 15 days from date of shipment and charging interest at 7 per cent. from the expiration of the 30 days. This, he explained, would not apply to contracts already made by manufacturers. On the matter being put to the meeting the original motion of Mr. Beckett carried.

## JAS. A. FULLER APPOINTED

**New Superintendent for Dominion Canners**

The announcement was made to-day that Jas. A. Fuller of West Lorne, manager of the branch factory of the Dominion Canners, Ltd., in that village, has been appointed to the position of superintendent of Western branches, made vacant through the death of David Marshall, M.P., of Aylmer, in Vancouver, two weeks ago. Mr. Fuller is one of the oldest canners in the Dominion, being associated with the Delhi Canning Company for several years before that branch was taken over by the Dominion Canners.

## JOHN SLOAN & CO., LTD., TO OPEN WHOLESALE GROCERY IN SARNIA

John Sloan & Co., Ltd., of Toronto, Belleville, Kitchener and Orilla, are opening a wholesale grocery in Sarnia to serve the trade in that part of Western Ontario. Frank C. Crawford, of Sarnia, has been secured as local manager.

# Simplified Bookkeeping

## The Bills Payable Account—Treating Incoming and Outgoing Freight Charges

Written by J. L. WYCKOFF

"I WAS much interested in your article on Bookkeeping for Retailers in your last issue, and as I am one of those county dealers groping after a better system would like a little more detail.

Does your writer recommend keeping a Bills Payable Account? Of course, we keep a Bills Payable book as a memo, so that we won't forget a due date. I note a Freight Account. In our business we have a good many outward freights to pay re shipments to flag stations along R. R. These are charged to customers' accounts and paid when accounts are paid. How would he treat these? Perhaps we average fifteen such payments per week. To-day these totalled $3.71. I note binders are specified. How would bound books answer for Purchase and General Ledger?

Would you treat 'Freights Inward' as expense or as cost of merchandise?

We have been working along with a Cash Book, Bill Book, Customs Ledger and files for invoices. Have not attempted a Merchandise Account as yet, but want to. So I feel a little fuller article would help more.

May say we are finding the GROCER a better help all the time."

CANADIAN GROCER received the above letter from Otto Hildebrand, of Doaktown, N.B. This is in answer to an article which appeared in a previous issue. We will take up these questions one by one.

A Bills Payable Account should be kept. It is not necessary that a separate entry be made for each note or draft, but the total of all drafts and notes paid according to the Bills Payable Book at the end of the month, debiting each individual account with the amount paid and crediting Bills Payable Account with the total.

The Freight Account is to look after the freight paid on incoming merchandise. For example, all amounts paid out for freight and express are credited to Freight Account, and the total of all amounts paid out for freight at the end of the month is debited to Merchandise.

Your method of collecting out-going freight is correct, but be careful that these amounts are not treated as a sale, because these freight transactions are not a sale upon which you make a profit, but merely an exchange of money. These out-going freights should really be charged on a separate invoice, crediting Cash Account, and when the amount is paid debiting the Cash Account with the amount.

All amounts paid for incoming freight should be added to the cost of the merchandise upon which freight is paid.

Bound books could be used, but they soon become very cumbersome with old closed accounts. Loose leaf binders are certainly to be recommended, as, when an account is closed, the sheet is taken out and filed—thus doing away with a lot of records that are of very little use, except for reference.

A Merchandise Account is very necessary, as by its records you will have at your finger tips the exact condition of your stock.

Inquiries from subscribers on this subject will be appreciated, so send 'em along.

---

J. H. Magor, of the firm of Magor, Son & Co., Montreal, returned from a business trip to Toronto.

### TARTARIC ACID FROM COAL TAR

At the January meeting of the New York section of the American Chemical Society, announcement was made of a newly discovered method of making coal tar yield tartaric acid and other important substances.

The basis of the process is a method of building up various substances from maleic acid obtained from benzol, one of the derivatives of dark and viscid coal tar. Of these the most welcome to the housekeeper and the trade is tartaric acid, which hitherto has been made from the cream of tartar, a solid found in the bottom of wine casks and employed principally in making of baking powder.

As the cream of tartar cannot be obtained except through the fermentation of wine, the grape juice industry is unable to supply the household want hitherto filled from the vats of the vintner.

By the new process citric acid, lactic acid and succinic acid can also be derived.

# Are You Going to Open a New Store?

CANADIAN GROCER has received letters from subscribers requesting a form letter to be sent out to customers to introduce a new store.

One from Grant & Hillock, Moosomin, Sask., and from Miss M. B. Thompson, Toronto, Ont.

The following are the suggestions:—

Dear Madam:

We wish to announce the opening of our new store (formerly owned by W. J. McKay), at the hour of eight o'clock in the morning of April Third, Nineteen Hundred and Twenty.

Our store will be known as "The Red Front Grocery" and is fully equipped with modern conveniences in order to handle your business promptly and efficiently.

We will carry a complete stock of high-grade groceries at lowest prices consistent with quality.

In connection with the grocery we are opening an Ice Cream Parlar, where you can enjoy a refreshing Ice Cream, Sundae or Soda. Also ice cream to carry home.

The confection department will receive careful attention as to fresh goods handled in a clean, sanitary manner.

Our telephone is at your service. Just call 70 and your order will have the same careful attention as though personally given.

Trusting we may have the pleasure of your patronage, we remain,

Yours very truly,
Grant and Hillock.

P.S.—We pay highest prices for farm products.

Dear Madam:

This is to introduce you to my new store at Nineteen Howard Street.

This store has been fully remodelled and enlarged so as to make it easy to conduct your business comfortably and at the same time to give you the best possible service.

New and up-to-date equipment has been installed, including refrigerator to contain the choicest cooked meats and bacon, also refrigerator for fish, both fresh and cured.

It will be my aim to supply you at the lowest prices—everything fresh, and all the newest goods in general groceries, fresh fruits and vegetables, both imported and home-grown, also cooked and cured meats and fresh fish.

Two delivery trucks are at your service to facilitate prompt and careful delivery of your orders.

Any suggestion that you can make in regards to store arrangement, delivery service or selling methods will be greatly appreciated.

Come in and let's get acquainted.

Yours very truly,
(Miss) M. B. Thompson.

# CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

*The Only Weekly Grocer Paper Published in Canada*

JOHN BAYNE MACLEAN - - - - - - - - President
H. T. HUNTER - - - - - - - - Vice-President
H. V. TYRRELL - - - - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1103 Union Trust Bldg.; Telephone 3449. Vancouver—39 Tenth Avenue West.

UNITED STATES—New York, Mrs. E. C. Gibb, Room 1606, St. James Building, 1133 Broadway (corner 26th Street), New York; Telephone 8971 Rector. Chicago—Room 1401, Lytton Bldg., 14 E. Jackson St.; Telephone Harrison 9133. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable address, Atabek, London, England.

SUBSCRIPTION—Canada, $3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4.00 a year. Single copies, 10c., invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

VOL. XXXIV. TORONTO, March 5, 1920 No. 10


## *GRAIN GROWERS' FRANK STATEMENT*

IN sending a letter to the shareholders, the United Grain Growers, Ltd., of Western Canada, deals with the problem we shall have ever with us — that of Price-Cutting. C. Rice-Jones, the general manager, makes the following observations which every merchant should read:

"I would like to have a frank talk about this price question. We sometimes hear the statement made that 'the company's (Grain Growers) price is very little lower,' and sometimes, that 'it is not as low as that quoted by our opposition.' It seems to me that this immediately brings up the question — Can the company's price always be the lowest? A careful consideration of this question is bound to lead to the answer that it cannot. *No company,* whether it belongs to the farmers or anyone else, *can hope to cut prices* and continually be able to quote a lower price than their opposition. It has never yet been so and never can be. The co-operation patronage dividend idea, whereby no attempts is made to cut prices, but a patronage dividend paid is the ideal system. The farmers' company was unable to do business on that basis for reasons that are well known and at this stage of development, it is a very difficult matter to change the system. Our competitors must either quote a price at least reasonably close to ours or it would only be a matter of time until the U. G. G. would put them out of business."

In most cases profits in the grocery business are small enough, yet we find wherever one goes retailers cutting prices in this or that line below what will give them some net profit. There is no end to this. One merchant cuts in one line, one in another, and so on. To meet all this competition it eventually often happens that everybody is selling at less than cost on a number of staples.

Another point brought out by Mr. Jones: Co-operative associations should make no attempt to cut prices, but should simply endeavor to pay a patronage dividend.

CANADIAN GROCER has always maintained, when economic fanatics were organizing co-operative societies and associations to cut prices to the consumer, that it was an impossibility for them to do this and pay the fabulous dividends alleged in the prospectuses. This was working under false pretences.

---

## *ABOLISHING PRICE CONTROL ON SUGAR*

THE abolishing of the price control on sugar by the Board of Commerce will be hailed with joy by all grocers from coast to coast. CANADIAN GROCER has proven by hundreds of letters from grocers all over the Dominion that it was impossible to make even expenses on the retail price set by the Board of Commerce.

There is no doubt that the Board of Commerce was sincere in their efforts to keep down the cost of this essential to the consumer, but to do this they apparently overlooked the fact that in order to give the public sugar at a low figure they were robbing the grocer—the hardest worked citizen—of his just and fair profit.

The average grocer has never made a net profit on sugar, even in pre-war times, even when he could add whatever he felt he was entitled to in accordance with the cost of doing business in his particular locality.

This was probably attributed to the keen competition in the grocery business. Then again, the consumption of sugar is the greatest of all the lines of commodities and the grocer has used this line as an inducement to new customers to trade at his store.

There never was a time when the expenses of conducting a business were so great as at the present time. The merchant's living is higher; he pays more for labor, rent, heat, postage, etc. It now behooves the grocer to suppress this evil of price cutting. Not only in sugar, but every article sold should bear its part of the expense.

# $200 to $23,000 in Eight Years

## Lack of Capital No Handicap—But Circumspection is Needed Now

Written by HENRY JOHNSON, Jr.

LETTERS that come to me with statements periodically from the same merchants are those I like best. They seem to evince satisfaction and confidence. Maybe they indicate that my previous analyses have been helpful. Here's one:

Canada, Jan. 21, 1920.

Dear Sir,—Some time last spring I gave you figures showing a business run slightly under 10 per cent. on turnover. If you can refer to old letter you will see that I began here with only $200 capital and encouraged cash by 5 per cent. discount, which we soon extended to 30 days prompt. I send statement of stock-taking 1918, 1919. These show business can be done whehe reputation for trade possibilities are really bad Competition is keen now. Others think what I have done they can do, thus increasing the number of competitors. But my son is now home from overseas and possibly next year may send you further indications of progress here. There is no "padding" in the inventory, nothing put on for increased value through rising markets, stock taken according to your advice. May say success has been sought only on the following lines:

To handle the best goods. Obtain any new article asked for three times in one week. Never sell—without good reason—without profit. Remember that no profit is made until sale is made. When buying, study your patrons' needs. Shun what the big city demands. Pursue increasing turnover. Reduce overhead expenses to lower pricings. Always keep sufficient help to attend customers promptly. Never go after more business until capital is sufficient to take care of it. Never worry about the mail-order houses. Watch the jobber. Avoid giving orders for all items on want list to first traveller who calls; he may fill part, but not all, profitably. If we fall down on buying, bear the loss ourselves—not attempt to pass it on.

Yours truly,

---

Very well do I remember this man. He sought work and could find it nowhere. When he was about down and out he scraped together $200 total and began business in a "neck of the woods" where "they" said business could not be done. Some results are shown by the statements:

**Stock Taken December 31, 1918.**
**Assets**

| | |
|---|---|
| House and store property, value 1917, $2,620 | $ 2,450.00 |
| Fixtures, $687 | 625.00 |
| Oven Bakeshop, $766 | 690.00 |
| Stock Room, no depreciation | 250.00 |
| Elec. Light Plant, half share | 300.00 |
| Dry Goods | 6,654.80 |
| Groceries | 5,413.25 |
| Boots | 4,717.75 |
| Book Debts, good | 4,207.05 |
| Book Debts, bad, say | 47.70 |
| Cash in Bank | 1,933.27 |
| Cash on Hand | 250.00 |
| | $27,539.70 |

**Liabilities**

| | |
|---|---|
| Trade Debts | $10,372.65 |
| Taxes and Outstanding Checks | 1,028.10 |
| Surplus | 16,138.95 |
| | $27,539.70 |
| Sales, 1918 | $75,900.00 |

**Stock Taken December 31, 1919.**
**Assets**

| | |
|---|---|
| House and Store Property, value, 1918, $2,450 | $ 2,300.00 |
| Fixtures, $625 | 562.50 |
| Oven Bakeshop | 621.00 |
| Stock Room | 235.00 |
| Elec. Light, $300 | 200.00 |
| Dry Goods | 8,163.70 |
| Groceries | 7,120.70 |
| Boots | 7,581.45 |
| Gents' Furnishings | 3,387.60 |
| Book Debts, good, $8,133.65, say, 90% | 7,320.10 |
| Book Debts (?), $329.65, say 50% | 164.80 |
| Book Debts, bad, $1,131.65, say 10% | 113.15 |
| Cash in Bank | 1,786.45 |
| Cash on Hand | 376.40 |
| | $39,932.85 |

**Liabilities**

| | |
|---|---|
| Trade Debts | $16,691.35 |
| Taxes and Outstanding Checks | 399.15 |
| Surplus | 22,842.35 |
| | $39,932.85 |
| Sales, 1919 | $100,000.00 |

### Enviable Record Against Great Odds

It is rather remarkable that this merchant adopted in the very beginning a set of principles basic to his business. Those have been expanded into what he writes above, but they have not been abrogated nor changed in any essential particular. When he was at the bottom, laboring alone far beyond any union hours to win success, he set certain markers by which to work and fixed limits to his service.

To discover and point out to others the essential elements in any man's success is very difficult, but I am satisfied that this adoption of certain definite rules for his business is the foundation, or very nearly the foundation of this man's progress. If men would think out in advance just what kind of service, how much of it, on what terms and in what manner it shall be rendered, far more would attain success than reach it now.

### What are the Dangers, Weaknesses?

It is also very difficult to criticize success, and I hesitate to do it. In fact, maybe I might say that I merely suggest things that look to me to be dangerous tendencies, possible sources of weakness. In that spirit I write.

I think this business is expanding too fast, on lines not conservative, and I reach the conclusion this way:

The stocks and cash at the end of 1918 amounted to $18,969.95, with trade debts of $10,372.65. That shows live debts against quick assets of about 54¾ per cent. It seems to me that such proportion is too great.

In the beginning of such a business, when all factors are small and within the personal ken of the master mind, proportions often can be disregarded because the outcome can be foreseen very accurately and in the near future. But as resources pile up this same method tends to the dangerous increase of liabilities. The fact that larger affairs must be handled vicariously increases this danger. The outcome cannot be foreseen and shaped so accurately and surely. Therefore it should be the practice to reduce the proportion of liabilities to assets as the business grows and get down to a rigid discount basis as rapidly as possible—play safe.

What is discount basis for such a business? I am not sure that I know. The turnover of $76,000 shows just about 3.8 turns of stock based on 15 per cent. gross spread and a sales value of about $20,000 in the stocks. Surely debts should not exceed 25 per cent. of the sales value, and that would give $5,000 limit for trade debts—half what they were. Allowing that three to four weeks' purchases shall remain unpaid as current debts looks like the limit of conservative trading to me.

### Greater Disproportion Now

At the end of last year the stocks and cash footed up $28,366.30, and trade debts were $16,691.35. This shows a fraction over 60 per cent. indebtedness, over 5 per cent. more than the previous year. Moreover, stocks now are so large that turnover—despite the efforts to speed it which my friend mentions—is only 3¼ times. So the disproportion is greater this year.

This condition leads to the question of what constitutes surplus. If it consists of more stock, more book accounts, as it seems to do—and no more cash—while debts are in greater proportion, it looks dangerous to me.

We must prepare for the unexpected. Disaster of any kind gives no advance notice of its coming. We know not what shape it may take, but the wise man knows that times of profit and plenty must be used to strengthen his position, to make himself impregnable against everything, foreseen or not. The man who does not owe anything is as nearly secure as earthly things can be; hence, do not owe!

### Let Us Overlook Nothing

The plan of inventory is sound. No account is taken of enhanced values. Depreciation is taken. Accounts are discounted admirably—10 per cent. on good, 50 per cent. on dubious, 90 per cent. on bad. An entirely new department has been added.

But during the year the accounts outstanding have increased to more than double what they were last year. This in itself might be OK were it not for the showing that more than 10 per cent. of the total is bad—a loss of over $1,000 out of $9.600. Nor is this loss itself so bad as the apparent indication of a tendency to get careless, to have too great

confidence that everything will be "all right."

Book accounts are not preferred assets at best. Even if kept up to par they are secondary. So granting, as I eagerly do, their value if handled on rigidly conservative lines, I would urge that they be so handled, for that resource is good only as you make and keep it good.

Beware of piling up assets which are not truly assets. Many have nothing to show for a life's work but what will not assay 10 to 25 per cent. of its supposed value. Disappointment, grief and bewilderment are the resultant.

**Let Me Hedge a Bit Here**

If this sounds a trifle strong, let me again qualify it by saying that I stab rather wildly at some things, for I know practically nothing of the inner details of lines other than the grocery business, but I feel keenly the danger of an earnest man's going wrong, losing out after having labored so faithfully and long to win what to-day undoubtedly is real success.

Danger comes not when we are poor and keyed up to make our best efforts. It is far more apt to be most imminent and threatening—though hidden—when the prospect looks brightest. That is why so many apparently prosperous, substantial concerns fail when a financial squall strikes the business world. Everybody is surprised, but the facts are there. Let us not fool ourselves.

We all know one thing, that to be out of debt, independent, free of obligation to anybody, is to play safe. Therefore shun debt and discount your bills!

I shall be mighty glad to hear further and shall greatly appreciate the fullest analysis of what I have written in return.

**CANADIAN SECTION OF BRITISH CHAMBER OF COMMERCE**

A Canadian section of the British Chamber of Commerce was recently inaugurated in Paris. The aim of the new organization is to help Canada grasp the excellent trade opportunities that are daily offering in France, and in this way to plan a practical role in the development of Canadian trade. Hitherto, Canadian business men in Paris have been given every assistance by the British Chamber of Commerce; but it is thought that the time has come when the trade of the colonies with France has developed to a point where separate organizations are not only useful but necessary.

In addressing the meeting, Lt.-Col. H. Barre explained that it was the future of Canadian trade relations in France which principally interested Canada at the present time.

Col. Barre, the recently-appointed Canadian Trade Commissioner in Paris, will play an important part in the new Chamber of Commerce, as he was last week elected a member of the British Chamber, as the representative of the Colonial section.

"Canadian trade with France," said the Commissioner, "is handicapped just now by the ruinous rate of exchange. On the other hand, we must not let pass the exceptional opportunities of the present moment." Col. Barre emphasized the desirability of granting credits in Canada against which French firms could purchase materials to be used for the reconstruction of the devastated areas.

The following officers were elected:

Chairman, H. F. Fletcher; vice-chairman, F. G. Dastous; honorary secretary, F. W. Rickett; honorary assistant-secretary, C. Billard.

Members of the executive: Lt.-Col. Dansereau, Messrs. Benson, Duncan, Dorey, Pratt, Robert and Warren.

# Why Currants Are High Priced

## California Seedless Raisins Labeled as Currants, Contrary to the Adulteration Act

CURRANTS are well understood to be a product of the Ionian Islands, and are imported from Greece, states a Government bulletin. As a rule, under normal conditions of the market, they are sold in Canada at a somewhat lower price than raisins. Owing, however, to war conditions in the last year or two, the importation of currants was largely cut off, and in consequence of this fact, the small stocks held by dealers commanded an unusually high price; in some instances quite double that of normal times. This induced packers of the smaller varieties of raisins, usually sold as seedless raisins, to label these good as currants, and thus to obtain the inflated price of currants for them.

The California product has actual value; but if offered under a name which properly identifies it as a Californian Seedless Raisin, it comes into competition with other seedless raisins, and must be sold at their price. By offering it, however, as a currant, and thus implying that it has a foreign (transatlantic) origin, it becomes possible to secure the price of European currants for it; which price is, under war conditions, approximately double that of seedless raisins.

# Maple Sugar Supplies Still Heavy

## What Will Future Prices Be?—Said to Be Two Million Pounds Still Held in Quebec—If Not Sold Before New Crop, May Be Declines

MONTREAL.—CANADIAN GROCER published a report a few weeks ago relative to the excessive supplies of maple sugar which were held in Quebec Province. Since that time despatches have asserted that the market was well sold up last winter and that nothing was obtainable. Later reports assert that there is still much sugar in the Province of Quebec, and it would seem that the report appearing in CANADIAN GROCER was substantially correct in stating that probably 100 carloads of sugar were still available.

**Paid Big Price**

In reports which were published many months ago it was pointed out that farmers were holding out for an excessive price for maple sugar and they received 25 cents per pound and upwards for their holdings in some cases. In other instances CANADIAN GROCER has been informed by reliable sources that the farmers' supply was purchased by a syndicate, a group who undertook to finance the considerable amount involved. It is stated that between 25 and 30 cents per pound has been paid for sugar and that much of this supply has been held for many months. Estimates indicate that as much as 2,000,000 pounds of sugar is still held, and that a great deal of it is in the Beauce district of Quebec Province.

In speaking with John Grimm, head of the Grimm Manufacturing Co., Ltd., Montreal, CANADIAN GROCER was informed that, as far as the Canadian trade is concerned—the Western Canada trade in particular, there will be little business possible at prices around 30 to 35 cents, and particularly after they pay the transportataion charges from the East. "If these high prices hold," said Mr. Grimm, "we do not look for Western business. In such a case the production would go to the United States. There are probably 180 cars of last year's sugar, figuring 30,000 pounds to a car.

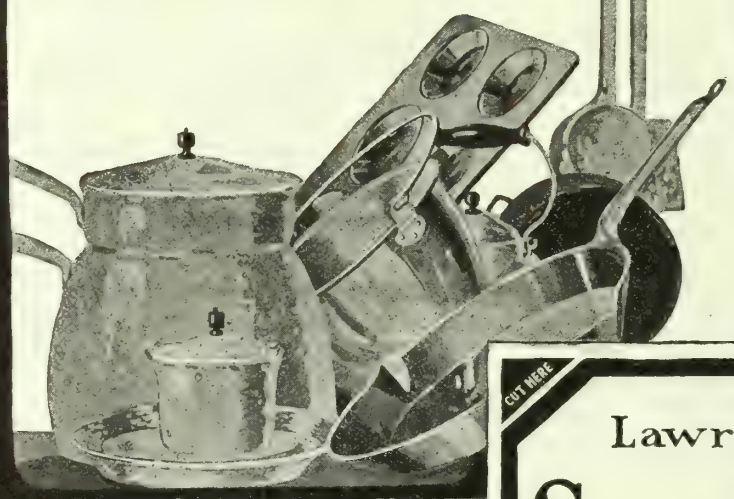
"Those holding this large quantity of sugar expected that they would have an outlet to Europe. Much of this sugar was bought at 29 cents, and even more was paid for some of it. And if the exchange situation should change prices would go still higher."

If the new crop is a good one it may be that prices will decline. Much will depend on the demand from the United States, Mr. Grimm thinks.

Regarding the future of the sugar situation, Mr. Grimm said: "If the sugar is kept pure then we can get a market overseas, but otherwise there will be difficulty in getting a permanent market."

W. Woods, grocer on Edith Street, St. John, N.B., suffered a severe loss by fire recently.

*There's a difference!*



*Softens Water*

*Cuts Grease*

CUT HERE

Lawrason's

**Snowflake**

Ammonia

**Saves 90 Per Cent Soap**

**For Household and Disinfecting Purposes**

**S. F. Lawrason & Co.**

London, Canada

**Snowflake Ammonia**

*Is the full strength*

# STOCK UP for SPRING

The opposite page is a reproduction of a full page plate which appears simultaneously in the March issue of the four greatest national publications in Canada.

The circulation of these publications, as issued by the Audit Bureau of Circulations, is as follows :—

| | |
|---|---|
| **McLean's Magazine** | **68,491** |
| **Everywoman's** | **102,014** |
| **Canadian Home Journal** | **39,220** |
| **Canadian Courier** | **42,319** |
| **Total** | **252,044** |

This advertising campaign will be constant. Other full-page plates containing forceful appeals to practically every Canadian home will appear in subsequent issues of these publications.

Be prepared for the spring cleaning season and co-operate with our extensive advertising campaign by having a good stock of SNOWFLAKE AMMONIA on hand.

Order through your wholesaler.

*Five-case lots and over, freight prepaid.*

# Olive Oil Will be Very High

## Stocks of Olive Oil, Awaiting Shipment, Seized by the Italian Government—Shipments Probably Cancelled

VANCOUVER. — Letters received by a local importer from his buyer in Europe have very little good news regarding olive oil shipments.

In Italy, with the exception of Tuscany, the crop is not a large one, and the Italian Government has seized vast stores of oil that were intended for export. It would appear that, while the Government there has set an outside price to be charged the domestic buyer for olive oil, the sky was the limit when selling for export, and, naturally, the bulk of the oil was being disposed of outside of Italy. By recent action, the Government has assured a supply for domestic use at the expense of foreign buyers.

In France, Government restrictions permit the export, on permit only, of lots bought before the embargo became operative.

In Spain, starting with strikes on the part of dock workers and finishing with lock-outs on the part of the majority of the employers, it has been impossible during recent months to get deliveries from Spanish ports. As the permit for goods ordered have an expiry date—and still it is unable to effect shipments—many exporters fear that their export permits covering their various parcels will expire before shipment can be made.

# Exit the Storage Egg

## Stocks of Storage Eggs Depleted—American Fresh Eggs Are Arriving Freely

MONTREAL.—The produce trade report that stocks of storage eggs are practically exhausted. The consumption has been very heavy this winter and owing to the constant demand of the trade for these eggs the supply has dwindled to until now practically none are available. This has thrown the demand on strictly new-laid eggs and large quantities of these are coming to hand and going into immediate use.

### U. S. Eggs Arrive

In speaking with Harmer R. Grey, manager of Gunn, Langlois & Co., Ltd., Montreal. CANADIAN GROCER was informed that supplies of new-laid eggs are coming through in large quantities from Chicago. Many cars of these have arrived on the Canadian market and interest centres around the fact that prices, while very firm at the moment, will be lower toward the end of the month. Mr. Grey stated that March deliveries were quoted as low as 39½ cents to the trade and that just what prices actually would be was a question of weather. In the far Western States, where these eggs come from, weather conditions have been rather severe and this has made a temporary firming of the market. Improved weather conditions in the Western States will serve to bring prices lower and supplies will doubtless be increased if weather conditions improve.

# The Power of Suggestion

## Showing How One Merchant Made Sales and a Satisfied Customer

THE merchant who makes suggestions as to which article is best for the customer to buy and does it in such a manner that the customer gets the impression that a special favor is being conveyed upon him by the merchant is surely getting the cream of the business. This was forcibly impressed upon a CANADIAN GROCER representative upon the occasion of a visit recently to the store of R. H. Stewart, 599 Sherbourne Street, Toronto.

A gentleman came into the store and asked Mr. Stewart if he had a certain blend of tea and if it was Ceylon; he was told that it was not Ceylon, that it was partly Java, but," Mr. Stewart continued, "if you want a Ceylon tea I have it." He then takes a scoopful out of a bin and says, "There is a splendid Ceylon tea that I know will please you. Try it and if you don't like it you are quite welcome to bring it back." "The price?" "One dollar a pound but it's worth it." "Give me two pounds," says the customer.

While wrapping up the parcel, Mr. Stewart said: " 'Tis cold to-day, just the kind of weather when a bowl of hot soup tastes mighty good." The result of this bit of psychology was the sale of two cans of soup and also two cans of salmon that was on a shelf nearby the one containing the soup. The customer then asked for grape juice. Mr. Stewart, taking a bottle off the shelf, said: "I only stock this one brand because I am satisfied it is the best made." The customer left the store carrying his parcels, well satisfied with his purchases.

# Favors License System for Grocers

CANADIAN GROCER asked in a recent issue for opinions as to whether the grocery trade should be licensed, in view of so many failures being due to lack of capital and incompetence. Following letter bears on this point:

Editor CANADIAN GROCER—I for one would say it would be a good idea to put the grocery business on a license basis as you have outlined in your recent editorial article, although I did not start with much capital. Of course, every person has a right to do as they like, but there are so many people who think anyone can run a grocery business, till they try; then they begin to find out they can't make ends meet. If a man has not got a fair amount of capital these days he has not got a ghost of a chance. He sells at ridiculous prices and at the same time makes it bad for the men that are trying to make an honest living, pay 100 cents to the dollar and make a little for a rainy day. There are so many men do not figure how much their expenses are, nor how much of a turnover they have to have at a certain per cent. to make the expenses.

W. F. HOPKINS.

Islington, Ont., Feb. 23, 1920.

We would like to hear from others on this subject. Who's next?

### WINNIPEG WHOLESALERS ELECT OFFICERS

A. O. Marrin, of the Jobin, Marrin Co., Winnipeg, has been elected president of the newly organized Prairie Provinces Wholesale Grocers' Association. The officers of the association are located at 303 Montreal Trust building.

A. E. Burns is secretary and other officers are: Vice-president Sask., H. Smith; vice-president, Alta., W. A. Logan; directors, F. G. Bowser, John Weidman, J. D. Miller, J. B. Jones, John Horne, and R. G. Bradley.

### WILL ACT AS HEAD OF BOARD

Ottawa.—W. F. O'Connor, K.C., member of the Board of Commerce, has been directed by the Government to act as chairman until the vacancy caused by the resignation of Judge Robson is filled by a permanent appointment.

This does not, however, confer upon Mr. O'Connor all the powers vested by the law in a chairman of the board. It enables him to preside at meetings and to perform the judicial functions of the chairman, but does not authorize him to order investigations or inaugurate inquiries.

A permanent appointment will, therefore, have to be made in the immediate future if the Board of Commerce is to continue to operate.

# CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

## QUEBEC PROVINCE NEWS

Mr. Frank McIntyre is in Vancouver again, after a three months' sojourn in the South.

Victor Lalumiere, fish merchant, of Valleyfield, Que., was in town on Monday of this week.

W. J. McGee, of Kearney Bros., tea importers, Montreal, has been obliged by sickness to remain from his business.

Mr. Hamilton, director of the West Indian Mercantile Co., Ltd., with offices at Beaver Hall Hill, Montreal, left this week for Kingston, Jamaica.

A. McCormack, of McCormack & Zatzman, St. John, N.B., was in Montreal last week, and left here for New York before returning to St. John.

Wilfrid Viau, a member of the wholesale manufacturing candy and biscuit firm of Viau and Frere, Montreal, died in Paris on Sunday last after an illness of two days.

The late Mr. Viau, a son of the late Charles T. Viau, was in his thirty-third year. He spent a considerable time in Paris, but was expecting to sail this week for Canada with his wife on the S. S. La France. He was keenly interested in amateur sport.

W. J. Forgie, of the William Davies Company, Limited, Montreal, who has been laid up for some time with a mild attack of the flu, is now sufficiently recovered to be back at his desk.

## SUGAR EMPLOYEE IS HONORED

In showing their appreciation of the completion of fifty years' service at the Canada Sugar Refineries, Ltd., Montreal, John O'Dowd was presented, by the mechanical department of the refinery, with an address of congratulations and good wishes. Mr. O'Dowd has been foreman of the carpentry dept. for over 40 years and is a veteran of the war of 1866.

## POULTRY GOING TO THE UNITED STATES

MONTREAL, March 5.—CANADIAN GROCER is informed that considerable export of poultry to the United States is obtaining at the present time. This is due to the better prices which Canadian producers can secure on the American markets, owing to the present exchange situation. Those having poultry to dispose of can secure a much better price across the line than he can in Canada, and due to this fact the Canadian market is quite clear of supplies. This throws the demand upon dressed, frozen poultry, and for this there is an active demand from Canadian buyers. With a dearth of live poultry, the dressed variety is naturally holding at rather firm prices. Montreal stocks are quite heavy, being at this writing about 1,300,000 pounds; but this is not an excessive amount, as the consumption in Montreal alone is a large one.

## LOBSTER SEASON OPENS

MONTREAL, March 5.—The lobster season for 1920 is now open, and while prices are high the indications point a lower price basis in the near future. Speaking with a prominent importer, he told CANADIAN GROCER that he expected cheap lines for this fish product in the next few weeks. "Prices last week were 70 cents per pound; this week they are 60 cents per pound; and next week they may go as low as 50 cents per pound," said this informant. Just what the season will bring forth in the matter of supply is difficult to outline at the present time.

## FIGS ARE CHEAPER

MONTREAL, March 5.—In days when general advances are the order of the day, it is comforting to be told that something is weaker and has declined in price. Such is the condition of figs to-day. The market is decidedly weaker, and the buyer would be wise to benefit by its condition. Many reasons are advanced to explain this weakness, and the first and most important is that the comparatively low value of sterling at the present time has enabled importers to considerably reduce their prices. One Montreal dealer stated to CANADIAN GROCER that another reason is that consignments arriving at New York recently would not pass the American Pure Food Inspection, and, in consequence, must be re-exported.

While there has been a reduction in price, the demand for figs is increasing, and wholesale confectioners, grocers and biscuit manufacturers are laying in large stocks for future use.

It is expected that as soon as spot supplies are cleaned up the market will show an upward tendency again.

## WILL PRESS CHARGES AGAINST HAMILTON GROCERS

HAMILTON.—Although the rumored disorganization of the Board of Commerce may delay the investigation into the charges against the Hamilton wholesale and retail grocers and manufacturers, Attorney-General Raney said that the case would be pressed. In case of the Board being abolished, Mr. Raney said his department would proceed with the charges. The retail grocers have filed a statement of defense, in which they say that charges are misleading and not based on fact. They deny the whole charge.

## ICE TO BE CHEAPER

Hamilton, March 1.—Because of the large ice harvest, prices will be fully 15 per cent. lower in Hamilton next summer, according to local dealers, who have finished filling their ice-sheds.

## HAMILTON GROCERS REPLY TO CHARGES

The majority of the manufacturers, wholesalers and retailers who were charged in the complaint filed by the Attorney-General of Ontario with the Board of Commerce with complicity in the operation of an alleged grocery combine have filed their replies to the accusation within the prescribed time limit. A number of others are expected to do so. The retail grocers included in the complaint have signed a statement alleging that the information before the board is misleading and not based on facts.

Pleas of not guilty are entered by W. H. Gillard and Co., James Turner & Co., Ltd.; Balfour, Smye & Co.; Lumsden Bros.; MacPherson Glassco Co., and Bristol, Somerville & Co.

J. E. Dignam denies being a member of any association of retail grocers in Hamilton, and J. Hutchison claims to have withdrawn from the executive committee of the Hamilton association in question.

The Battle Creek Toasted Corn Flakes Co., Ltd., claim that it is necessary in the interests of both the trade and consumers that prices be regulated, but add that all sales, contracts or agreements with reference to the sale of goods, prices, terms and conditions have been cancelled as from February 1, 1920. Discounts and commissions will be in future deducted from this company's invoice at the time of making shipment and not at fixed prices as heretofore. The company denies that they limited the supplying or production of goods or fixed a price so as to enhance the cost to the consumer, or that they were part of a combine or injured commerce in any way.

The Borden Co., Ltd., claim that they are a party to no agreement, arrangement or combination such as charged, and add that their percentage of profit is less than in pre-war years

# Tea Holdings Smaller Than Usual

## Medium and Better Grades of Teas Are Selling Better Than at Any Previous Time—Importation of Low Grade Tea Shows Decrease

MONTREAL, March 1.—In speaking with E. M. Lovelace, Montreal manager for Harrisons & Crossfield, Ltd., regarding the tea outlook, CANADIAN GROCER was informed that the outlook promises well. Stocks have been cleared up generally throughout the country and the holdings are very much less than they usually are at this time of the year. There has been a steady and active demand for all grades of tea and the medium and better grades have sold even better than at any previous time. Even people with small means will buy a good grade of tea and there is not now the importation of low grade tea which once obtained.

"We must remember that there are five years to be made up," said Mr. Lovelace. "During this time we have been working on the production of war materials and the nations have been engaged in prosecuting war. Now that this is over, it will take a long while to overcome the damage that was done and tea trade should be good for some time to come."

In all parts of the country, Mr. Lovelace had noted decided activity, and particularly in the retail buying, both in Canada and the United States, especially in the latter country. People certainly have money and more than ever before and they are spending it freely.

### What of Prices?

As to price tendencies, Mr. Lovelace did not wish to go on record. There are difficulties connected with procuring teas and shipments have been consigned to London and which the trade here desired have reshipped, although it is slow in coming forward. "I understand," said Mr. Lovelace, " that shipping is held up for six weeks after arriving for a cargo at London, and then there is the delay in addition to this, when the ship leaves port. It makes it very difficult for importers to know when they will get a supply of tea after it has been shipped."

Indications point, however, in the opinion of Mr. Lovelace, to a continued strong market, but there are so many factors to be considered that it is impossible to make a definite forecast.

Teas are arriving all the while from various countries of production and notably from Ceylon and India. The shipments from Ceylon usually are made throughout the year, as production there obtains through a great part of the calendar year.

In the matter of Japan teas, the available quantities, especially of high grade tea, have been pretty well liquidated and have already arrived and have been distributed through trade channels. These teas are very firm in price and will likely continue to be.

# Customers Prefer to See Contents of Package

## How One Store Increased Sales of Canned Fruit by Displaying the Contents

THAT bigger and better results can be obtained by letting the customer see just what she is buying is the opinion of the head clerk at a large grocery store on St. Catherine Street, Montreal.

For example, he pointed out to CANADIAN GROCER that they do a large business in canned goods. Many brands are handled in which prices vary very considerably, and they found that the general demand was for the higher-priced variety. Thinking they would put the matter to the test, they opened several cans of peaches, and, in glass dishes, displayed them upon the counters. The result was that they sold more than they have ever done before, and the strangest part is that still the higher-priced varieties were the favorites.

Mr. ——— stated that he formerly held the opinion that people were inclined to the high-priced goods, regardless of quality; but this test proved that they really are better than those a few cents cheaper. In appearance they were pretty much the same, but the quality and flavor was by far superior, and because the customer was able to see for herself (taste, if she wished) just what the can contained, their turnover that day was far in excess of any other.

### PACKERS' INSURANCE BANNED

MONTREAL, March 5.—According to an order issued by the supervisor of live stock yards in Canada, the "Packers Insurance," amounting to one-half of one per cent. on all live stock sold through stock yards, is to be banned on and after April 1st of the present year.

A local paper says: "This tax came into force shortly after the Government adopted compulsory inspection of meats at abattoirs, and many thousands of dollars have been collected on cattle which never reached an abattoir in Canada, as the tax was imposed on stockers and feeders, as well as butcher cattle, and in many cases cattle passing through the yards twice paid the tax twice."

### THE LITTLE SCHOOLMASTER'S CLASSROOM

From Printers' Ink, Jan, 8, 1920

Cummings & Co., Washington, D. C., retailers of things to eat, employ forty clerks. Once a week the forty get together for an informal meeting to talk over store matters. At one meeting the newest accession to the rank of clerks indicated that he had something to say. The manager invited him to talk.

"It's about the telephone." he began. "We have five trunk lines and ten 'phones throughout the store, and they are busy most of the time filling telephone orders. Every one who picks up the 'phone says 'Hello.' But if a customer comes in the store and we wait on her from behind the counter, we don't say 'Hello.' Of course, I know that 'Hello' is the conventional telephone greeting. Sometimes one of us says 'Yes?' and once in a while I hear 'This is the canned goods department'; but I don't think any of those are the things we ought to say. If we greet a customer face to face we don't begin with 'Hello' or 'Yes' or 'This is the canned goods department. We say 'Good morning. May I serve you?' or 'I've been hoping you'd come in, Mrs. Smith, to see these new hams we have just received,' or something pleasant and smiling.

"I can't see any difference between service to a customer back of the counter and service over the 'phone. It's a customer in each case. If a customer is in the flesh, we have a smile, a clean bright store and air of being busy to please and impress. Over the 'phone the only impression we can make is by the sound of our voice and what we say with it. I think we ought to make it a study, what to say and how to say it, and that any clerk who starts off with 'Hello,' ought to be gently reminded that this is Cummings & Co., and not an informal chance meeting place."

Cummings & Co. have acquired a telephone reputation. This is the explanation of it, as given by the floor manager. "That was several years ago," he added. "I was pretty new but I'm old in the service and bossing the floor. I still think the telephone is an asset, not merely a means of getting orders."

### JOINS S. H. MOORE & CO.

E. F. Walker has joined the staff of S. H. Moore and Company, manufacturers' agents, Toronto, as a specialty salesman traveling out of Toronto. Mr. Walker was twenty-five years with F. W. Humphrey, wholesale grocers, Toronto, so is quite familiar with the grocery trade. On leaving his former employment he was presented with two traveling cases and was tendered all kinds of good luck in his new work.

# WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

## THE MARKETS AT A GLANCE

THE trend of all markets shows indications of further advances. The feature this week is the $2.00 per hundred advance registered on sugar. Stocks of many lines of commodities are becoming low, with a firmer tendency. Many lines have advanced.

**MONTREAL**—Montreal markets are fairly active this week and further advances are recorded on many lines. The removal of the controlled price of sugar came as a surprise to the trade and future developments are very uncertain. Most refineries have advanced their prices $2.00 per hundred pounds, but in one instance sugar is being quoted at $15.50. Canned goods are stiffening up under better enquiries and prices are firm with upward tendencies. Coffee stands strong and high prices are maintained. Cocoa is a good seller and prices rule very firm. There is practically no change to the tea situation and prices tend upward. The bean market is a very firm one and the better grades of white beans are not plentiful. Prices on rice are firm with no promise of lowering. Molasses and syrup rule very strong and although no changes have been effected this week, advances may be expected, it is stated. Feeds continue very scarce and difficulty is experienced in meeting the exceptionally heavy demands of the moment. Cereals stand steady and firm under active demands and quotations are unchanged. A fairly active demand is manifest in the spice market and the undertone is strong with upward tendencies. Hay and oats show little change, although dealers state that the undertone is very unsettled. Dried fruits are in active demand. Figs have reacted and stand stronger with upward tendencies. All lines of nuts continue to hold strong, although no definite advances have been effected during the week. Package goods sell freely and quotations are unchanged. Stiff advances were made during the week for oranges and lemons, and apples in boxes are quoted at $5.00 per box. Potatoes are easier and further declines may be expected during the week as farmers appear to now want to unload their surplus supplies. Advances are recorded on the following miscellaneous lines: Wrapping paper, canned oysters, shrimps, special coffee, wood dishes, condensed milk, olives, bottled ammonia, tomato soup, custard powder, health salts, shoe polishes, prepared cocoanut, peanuts and toilet soaps.

**TORONTO**—All grocery lines continue in a firm market with no indications of lower prices for some time to come. All sugars have advanced $2.00 per hundred. This was expected by the majority of the trade in view of the petition sent to the Board of Commerce asking to be permitted to advance the price of sugar. Supplies of sugar continue to be scant and are being distributed very carefully. A big demand is reported for corn syrup. The market is firm. Practically all stocks of the lower grade teas are cleaned up. The market is ruling firm. Peanut butter is quoted 25 to 60 cents per dozen higher and 3 to 4 cents per pound higher for bulk. Rolled oats have advanced 25 cents per bag. One line of pancake flour has advanced 40 cents per case. Many other lines are also higher: Brunswick sardines, Sun liquid ammonia, Star egg carriers, Garton's custard powder, chocolatta, Welsh's fruit and grapelade, Rite Shape butter plates and Borden's condensed milk have all registered advances this week. Practically all grades of rice are scarce and the market is very firm. There is a scarcity of Ontario hand-picked beans, but good samples of two-pound pickers are quoted at $5.60 per bushel. Supplies of nutmegs, ginger and cloves are reported scarce. Several brands of compound jams and canned fruits are higher. Canned pineapple is quoted at $5.25 per dozen. A small shipment of bakers' seedless raisins have arrived and are quoted at 26 cents per pound. All lines of dried fruits are in active demand with the exception of figs. One wholesaler is offering mat figs at 11 cents per pound. Nuts are in a firm market. The trouble between China and Japan is causing importers a great deal of uneasiness. Shipments of Manchurian walnuts are delayed and importers state it is doubtful if any arrive. Shoe polishes are higher. Oranges, lemons and grapefruit are arriving barely enough to meet demands. The vegetable market is firm.

The produce and provision market is steady. Live hogs are quoted at $18.20 on the fed and watered basis. The butter and egg market is inclined to be easier.

**WINNIPEG**—The situation in this market indicates a very strong condition. Sugar is still the main feature, supplies are scarce and quotations are higher. Tapioca, sago and rice are very firm and prices are expected to be higher. Rolled oats have shown an advance of 20 per cent. and further advances are expected. Oranges and lemons are quoted $1.00 per case higher. Vegetables are also scarce and prices have advanced.

The produce and provision market is very firm. Supplies on some lines are very limited.

# QUEBEC MARKETS

MONTREAL, March 5—Montreal markets rule pretty strong this week and several advances have been effected on various lines. Chief in importance is sugar which, being now de-controlled, is in a very uncertain position. Opinions differ as to how long present prices will hold, but the general impression is that the price will be governed to a large extent by the incoming supplies of raw.

## *General Advances Effected On Sugar*

**Montreal.**

SUGAR.—General advances have been effected on sugar this week and future conditions are a matter of conjecture. While supplies of raws are stated in some quarters to be greatly improved, other refiners complain that they cannot keep running because of a serious shortage. The general advance is $2.00 per hundred, but one refinery is quoting at a dollar less. Whether or not the situation will remain as it is for any little time is very uncertain, and one refinery is of the opinion that it will develop into a case of the law of supply and demand governing the prices. In the meantime the market is most uncertain and fresh developments are likely to be noted at any time, now that the price of sugar is no longer controlled.

| | | |
|---|---|---|
| Atlantic Sugar Co., extra granulated sugar, 100 lbs. | | 16 50 |
| Acadia Sugar Refinery, extra granulated.. | | 16 50 |
| Canada Sugar Refinery | | 15 50 |
| Dominion Sugar Co., Ltd., crystal granu.. | | 16 50 |
| St. Lawrence Sugar Refineries | | 16 50 |
| Icing, barrels | 16 70 | 16 90 |
| Do., 25-lb. boxes | .... | 17 10 |
| Do., 50-lb. boxes | .... | 16 90 |
| Do., 50 1-lb boxes | .... | 18 20 |
| Yellow, No. 1 | 15 10 | 16 10 |
| Do., No. 2 (Golden) | 15 00 | 16 00 |
| Do., No. 3 | 14 80 | 15 90 |
| Do., No. 4 | 14 70 | 15 70 |
| Powdered, barrels | .... | 16 60 |
| Do., 50s | 15 80 | 16 80 |
| Do., 25s | 16 00 | 17 00 |
| Cubes and Dice (asst. tea), 100-lb. boxes | 16 10 | 17 10 |
| Do., 50-lb. boxes | 16 20 | 17 20 |
| Do., 25-lb. boxes | 16 40 | 17 40 |
| Do., 2-lb. package | 17 50 | 18 50 |
| Paris lumps, barrels | 16 10 | 17 10 |
| Do., 100 lbs. | .... | .... |
| Do., 50-lb. boxes | 16 30 | 17 30 |
| Do., 25-lb. boxes | 16 50 | 17 50 |
| Do., cartons, 2 lbs. | 17 50 | 18 50 |
| Do., cartons, 5 lbs. | 18 00 | 19 00 |
| Crystal diamonds, barrels | 16 10 | 17 10 |
| Do., 100-lb. boxes | 16 20 | 17 20 |
| Do., 50-lb. boxes | 16 30 | 17 30 |
| Do., 25-lb. boxes | 16 50 | 17 50 |
| Do., cases, 20 cartons | 17 25 | 18 25 |

## *More Activity To Canned Goods*

**Montreal.**

CANNED GOODS.—Canned goods appear to be stiffening up. Dealers report better enquiries and retailers are in need of replenishments in all of the main sellers and orders are coming in with more freedom. Prices generally are very firm, with upward tendencies, especially in the case of canned fruits in which sugar is largely employed in their manufacture.

| CANNED VEGETABLES | | |
|---|---|---|
| Asparagus (Amer.), mammoth green tips | 4 50 | 4 85 |
| Asparagus, imported (2½s) | 5 50 | 5 65 |
| Beans, Golden wax | 2 00 | 2 00 |
| Beans, Refugee | .... | 2 00 |
| Beets, new, sliced, 2-lb. | .... | 1 35 |
| Corn (2s) | .... | 1 80 |
| Carrots (sliced), 2s | 1 45 | 1 75 |
| Corn (on cob), gallons | 7 00 | 7 50 |
| Spinach, 3s | 2 85 | 2 90 |
| Squash, 2½-lb., doz. | .... | 1 50 |
| Succotash, 2 lb., doz. | .... | 1 80 |
| Do., Can. (2s) | .... | 1 80 |
| Do., California, 2s | 3 15 | 3 50 |
| Do. (wine gals.) | 8 00 | 10 00 |
| Sauerkraut, 2½ lb. tins | .... | 1 60 |
| Tomatoes, 1s | 1 45 | 1 50 |
| Do., 2s | .... | 1 50 |
| Do., 2½s | 1 80 | 1 85 |
| Do., 3s | 1 90 | 2 15 |
| Do., gallons | 6 50 | 7 00 |
| Pumpkins, 2½s (doz.) | 1 50 | 1 55 |
| Do., gallons (doz.) | .... | 4 00 |
| Peas, standards | 1 85 | 1 90 |
| Do., Early June | 1 92½ | 2 05 |
| Do., extra fine, 2s | .... | 3 00 |
| Do., Sweet Wrinkle | .... | 2 00 |
| Do., fancy, 20 oz. | .... | 1 57½ |
| Do., 2-lb. tins | .... | 2 75 |
| Peas, Imported— | | |
| Fine, case of 100, case | .... | 27 50 |
| Ex. Fine | .... | 30 00 |
| No. 1 | .... | 23 00 |
| CANNED FRUITS | | |
| Apricots, 2½-lb. tins | 6 25 | 6 50 |
| Apples, 2½s, doz. | 1 40 | 1 65 |
| Do., new pack, doz. | .... | 2 20 |
| Do., 3s, doz. | 1 80 | 1 95 |
| Do., new pack | .... | 6 75 |
| Do., gallons, doz. | 5 25 | 5 75 |
| Blueberries, ½s, doz. | 0 95 | 1 00 |
| Do., 2s | 2 40 | 2 45 |
| Do., 1-lb. talls, doz. | 1 85 | 1 90 |
| Currants, black, 2s, doz. | 4 00 | 4 00 |
| Do., gallons, doz. | .... | 16 00 |
| Cherries, red, pitted, heavy syrup, No. 2½ | 4 80 | 5 15 |
| No. 2 | .... | 20 00 |
| doz. | 4 75 | 4 80 |
| Do., white, pitted | 4 50 | 4 75 |
| Gooseberries, 2s, heavy syrup, doz. | .... | 2 75 |
| Peaches, heavy syrup— | | |
| No. 2 | 3 65 | 4 00 |
| Do., gallon, "Pie," doz. | .... | 9 50 |
| Do., gallon, table | .... | 10 00 |
| Pears, 2s | 4 25 | 4 50 |
| Do., 2s (light syrup) | .... | 1 90 |
| Do., 2½s | .... | 5 25 |
| Pineapples (grated and sliced), 1-lb. flat, doz. | .... | 1 90 |
| Do., 2-lb. talls, doz. | .... | 2 30 |
| Do., 2½s | 4 00 | 4 50 |
| Plums, Lombard | 2 00 | 2 20 |
| Do., in heavy syrup | 2 40 | 2 45 |
| Do., in light syrup | .... | 2 45 |
| Gages, green, 2s | 2 40 | 2 45 |
| Raspberries, 2s, black or red, heavy syrup | 4 50 | 4 60 |
| Strawberry, 2s, heavy syrup | 4 50 | 4 65 |
| Rhubarb, 2-lb. tins | .... | 2 25 |

## *Coffee Very Firm; Cocoa Stands Steady*

**Montreal.**

COFFEE.—Conditions are unchanged in this market as far as prices are concerned. High prices are maintained, and in view of the great difficulty experienced in securing ample supplies of good coffee, dealers are of the opinion that higher levels will be reached. Reports indicate a firm, but somewhat irregular, market in Brazil.

COCOA.—No further changes are reported from the market this week. Trade is stated to be picking up very considerably and prices rule very firmly.

| | | |
|---|---|---|
| COFFEE— | | |
| Rio, lb. | 0 33½ | 0 35½ |
| Mexican, lb. | 0 50 | 0 51 |
| Jamaica, lb. | 0 46 | 0 48 |
| Bogotas, lb. | 0 49 | 0 51 |
| Mocha (types) | 0 50 | 0 52 |
| Santos, Bourbon, lb. | 0 47 | 0 49 |
| Santos, lb. | 0 47 | 0 48 |
| COCOA— | | |
| In 1-lbs., per doz. | .... | 5 80 |
| In ½-lbs., per doz. | .... | 3 00 |
| In ¼-lbs., per doz. | .... | 1 60 |
| In small size, per doz. | .... | 1 15 |

## *No Improvement On Tea Situation*

**Montreal.**

TEA.—Tea stands much as it did last week and no improvements are shown in the matter of supplies. There is manifest an ever-increasing demand for tea and in view of the bare state of the market at the present time advanced prices may be expected. Black tea appears to be the general favorite and enquiries are stated to be very brisk.

| | | |
|---|---|---|
| JAPAN TEAS— | | |
| Choice (to medium) | 0 65 | 0 75 |
| Early picking | 0 65 | 0 70 |
| Finest grades | 0 80 | 1 00 |
| Javas— | | |
| Pekoes | 0 46 | 0 48 |
| Orange Pekoes | 0 49 | 0 51 |
| Broken Orange Pekoes | 0 48 | 0 50 |

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

## *Bean Prices Firm And Likely Will Be*

**Montreal.**

BEANS.—The market is a very firm one, and the better grades of white beans are not plentiful. Prices are being firmly held by the producers, and Ontario beans are not moving freely, as the jobbers are unwilling to pay the prices asked.

| | | |
|---|---|---|
| BEANS— | | |
| Canadian, hand-picked, bush. | 5 75 | 6 00 |
| Japanese | 5 50 | 5 75 |
| Japanese Lima, per lb. (as to quality) | 0 10 | 0 12 |
| Lima, California | .... | 0 20 |
| PEAS— | | |
| White soup, per bush. | 4 80 | 5 00 |
| Split, new crop (98 lbs.) | 8 25 | 9 00 |
| Boiling, bushel | 4 80 | 5 00 |
| Japanese, green, lb. | 0 10½ | 0 11 |

## *No Low Prices Likely On Rice*

**Montreal.**

RICE.—Prices on rice are firm, with no promise of any lowering on most grades. This is forecast by the importers, who state that there are embargoes in nearly all countries of production. It is difficult to obtain supplies, but the Canadian trade is supplied with ample stock for its immediate and near future needs, it is stated.

| | | |
|---|---|---|
| RICE— | | |
| Carolina, ex. fancy | 19 00 | 21 00 |
| Do. (fancy) | .... | 18 00 |
| Rangoon "B" | .... | 14 50 |
| Rangoon "CC" | .... | 14 25 |
| Broken rice, fine | .... | 14 00 |
| Tapioca, per lb. (seed) | 0 12½ | 0 13 |
| Do. (pearl) | 0 12½ | 0 13 |
| Do. (flake) | 0 11 | 0 12½ |

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

## *Molasses Very Firm; New Crop to Be Late*

**Montreal.**

MOLASSES AND SYRUP.—Prices are very firm on molasses, and in view of the fact that other markets are using much of this—notably England—and at prices which are very high, Canadian

prices will probably hold high for a long time. Then, too, the new crop of molasses will be very late in arriving on the market—perhaps late March and early April. There is a seasonable demand for syrups.

| | | |
|---|---|---|
| Corn Syrups— | | |
| Barrels, about 700 lbs., per lb.. | .... | 0 08½ |
| Half barrels | .... | 0 08¾ |
| Kegs | .... | 0 09¼ |
| 2-lb. tins, 2 doz. in case, case.. | .... | 5 70 |
| 5-lb. tins, 1 doz. in case, case.. | .... | 6 55 |
| 10-lb. tins, ½ doz. in case, case | .... | 6 25 |
| 2-gal. 25-lb. pails, each | .... | 2 70 |
| 3-gal. 38½-lb. pails, each | .... | 4 00 |
| 5-gal. 65-lb. pails, each | .... | 6 50 |
| White Corn Syrup— | | |
| 2-lb. tins, 2 doz. in case, case. | .... | 6 30 |
| 5-lb. tins, 1 doz. in case, case. | .... | 7 15 |
| 10-lb. tins, ½ doz. in case, case | .... | 6 85 |
| **Cane Syrup (Crystal) Diamond—** | | |
| case (2-lb. cans) | .... | 8 50 |
| Barrels, per 100 lbs. | .... | 12 25 |
| Half barrels, per 100 lbs. | .... | 12 50 |
| **Glucose, 5-lb. cans (case)** | .... | **4 80** |

| **Barbadoes Molasses—** | **Prices for Island of** | **Prices for Montreal** |
|---|---|---|
| Puncheons | 1 30 | 1 35 |
| Barrels | 1 33 | 1 36 |
| Half barrels | 1 35 | 1 40 |
| Fancy Molasses (in tins)— | | |
| 2-lb. tins, 2 doz. in case, case. | .... | 6 00 |
| 3-lb. tins, 2 doz. in case, case. | .... | 8 25 |
| 5-lb. tins, 1 doz. in case, case. | .... | 6 80 |
| 10-lb. tins, ½ doz. in case, case | .... | 6 65 |

**Note—Prices on molasses to outside points average about 3c per gallon less. In gallon lots 2c above ½ barrel prices.**

## *Feeds Very Scarce And Very Strong*

**Montreal.**

FEEDS.—There is manifest at the present time a great scarcity of all feeds in the local markets and dealers state it is practically impossible to secure adequate supplies to meet heavy demands. Although prices rule unchanged, the market is very strong, with decidedly upward tendencies.

| | | |
|---|---|---|
| FEEDS— | | |
| Bran, mixed cars | .... | 45 00 |
| Shorts, mixed cars | .... | 52 00 |
| **Crushed oats** | **63 00** | **71 00** |
| Barley chop | .... | .... |
| Special Middlings | .... | .... |
| **Feed Flour, 98 lbs.** | .... | **3 80** |
| Gluten Feed— | | |
| F.o.b. Cardinal | .... | 66 00 |
| F.o.b. Fort William | .... | 64 00 |

## *Many Lines Have Advanced*

**Montreal.**

MISCELLANEOUS. — Squirrel brand whole salted peanuts have advanced in price. This increase is 40c per a 10-lb. tin, the present quotation being $3.80 per can. Schepps' improved cocoanut has advanced in price 2½c per dozen for 2 oz. packages. The present price of these per dozen is now 81c to the trade. Advanced prices are effective for waterproof shoe blacking of Nugget Mfg. Co.'s make. This is now 5c higher at $1.25 per dozen. Packard's Pony Combination polish is now advanced 15c per dozen to $1.50; the Combination, large, 15c to $2.40 per dozen, and Ladies' Special, 50c per dozen, $3.00. An advance of 5c per dozen is effective for Khovah's custard powder. The price is now $1.40 per dozen. Khovah's health salts are also advanced in price, the increase being 15c per dozen to $1.50. An advance is recorded this week for Snider's tomato soup; the 16 oz. size is increased 40c per dozen in price to $1.85. An advance in the price of Harvey's Sun brand liquid ammonia is made effective, the present price on 14 oz. being $1.80 per dozen, and which is 50c advance over the old price. The 26 oz. size is $1.00 per dozen higher at $3.35.

An advance has been made effective for condensed milk and this is due to the increased cost of refined sugar and also of containers which are made of tin plate. Eagle brand is up 75c per case of 4 dozen to $11.00, and Reindeer brand, in the same size case, at 70c per dozen to $10.50.

Evaporated milk of St. Charles, Jersey and Peerless brands are selling as follows: Hotel size, per case, $7.15; "Tall," $7.25; "Family," $6.25; "Small," $3.30. Borden's condensed coffee is selling at the following prices: Reindeer brand, "large," each 24 cans, case, $6.75; Reindeer brand, "small," 48 cans, $6.50; cocoa, Reindeer brand, 24 cans, $6.25, and cocoa, Reindeer brand, "small," 48 cans, $6.50. Higher prices are now ruling on wood dishes of various sizes. The square in half-pound sizes are up 22½c per crate of 500 to $2.35; one-pound, 22½c to $2.50; 2 pounds, 27½c to $2.70; and 3-pound, in crates of 250, 17½c to $1.82½, and 5-pound in 250, 20c to $2.40.

## *Steady Demands For Cereals*

**Montreal.**

CEREALS.—Cereals stand steady and firm under active demands and no important change has developed during the week. Dealers state that business is very good for the time of year and supplies are sufficient to meet all demands. Quotations rule unchanged.

| | | |
|---|---|---|
| CEREALS— | | |
| Cornmeal, golden granulated .. | .... | 5 50 |
| Barley, pearl (bag of 98 lbs.). | .... | 7 50 |
| Barley, pot (98 lbs.) | .... | 6 75 |
| Barley (roasted) | .... | .... |
| Buckwheat flour, 98 lbs. (new) | .... | 6 00 |
| Hominy grits, 98 lbs. | .... | 6 50 |
| Hominy, pearl (98 lbs.) | .... | 6 25 |
| Graham flour | .... | 6 00 |
| Do., barrel | .... | 13 25 |
| Oatmeal (standard granulated) | .... | 5 75 |
| Rolled Oats (bulk), 90s | 5 50 | 5 75 |

## *Spices Are In Good Demand*

**Montreal.**

SPICES.—Local dealers state that there is manifest at the present time a fairly active demand for spices, and although prices remain unaltered, the undertone is strong with upward tendencies. Supplies are coming in with more freedom, it is stated, and greater activity has been shown during the week.

## *Oats Are Steady; Hay Is Unchanged*

**Montreal.**

HAY AND GRAIN.—Little or no changes are effected in the market this week. Oats are steady, but dealers state that the undertone is very unsettled. Trade is not at all active, and in the meantime prevailing prices rule comparatively steady.

HAY.—The demands for hay are very good, but cars are short and difficulty is experienced in filling orders. Prices are unchanged and the undertone is firm.

| | | |
|---|---|---|
| **Hay—** | | |
| **Good, No. 1, per 2,000 lb. ton.** | .... | **28 00** |
| Do., No. 2 | .... | 27 00 |
| Do., No. 3 | .... | 24 00 |
| Straw | .... | 15 00 |
| Oats— | | |
| No. 2 C.W. (34 lbs.) | .... | 1 16 |
| No. 3 C. W. | .... | 1 12 |
| Extra feed | .... | 1 12 |
| No. 1 feed | .... | 1 11 |
| No. 2 feed | .... | 1 09 |
| Tough 3 C. W. | .... | 1 10 |
| Barley— | | |
| **No. 3 C. W.** | .... | .... |
| **No. 3** | .... | .... |
| **No. 4 C.W.** | .... | .... |
| Feed barley | .... | 1 60 |

**Prices are at elevator.**

## *Figs React Under Increased Demands*

**Montreal.**

DRIED FRUIT.—Figs have reacted, as was expected, and the situation is decidedly stronger, although no definite advances have been effected in the local market. Figs were decidedly weaker last week and the increased demand that arose is responsible for the reaction.

Demands are picking up for evaporated apples and higher prices are to be expected. Business on all dried fruit lines is very good and steady.

| | | |
|---|---|---|
| **Apricots, fancy** | .... | **0 40** |
| **Do., choice** | .... | **0 34** |
| **Do., slabs** | .... | **0 30** |
| **Apples (evaporated)** | **0 23½** | **0 24** |
| **Peaches, (fancy)** | **0 28** | **0 30** |
| **Do., choice, lb.** | .... | **0 23** |
| **Pears, choice** | **0 30** | **0 35** |
| **Drained Peels—** | | |
| **Choice** | .... | **0 26** |
| **Ex. fancy** | .... | **0 30** |
| **Lemon** | .... | **0 45** |
| **Orange** | .... | **0 46** |
| **Citron** | .... | **0 68** |
| **Peels (cut mixed), doz.** | .... | **3 25** |
| Raisins (seeded)— | | |
| Choice, bulk, 25-lb. boxes, lb.. | .... | 0 22 |
| **Muscatels, 2 Crown** | .... | **0 23** |
| **Do., 1 Crown** | .... | **0 25** |
| **Do., 3 Crown** | .... | **0 24** |
| **Do., 4 Crown** | **0 19½** | **0 20** |
| Fancy seeded (bulk) | .... | 0 23 |
| Do., 16 oz. | 0 24 | 0 25 |
| Cal. seedless, cartons, 12 ounces | 0 21 | 0 23 |
| Do., 16 ounces | 0 26 | 0 28 |
| Cal. Seedless, loose | 0 26 | 0 28 |
| Currants, loose | 0 19 | 0 22 |
| Do., Greek (16 oz.) | .... | 0 24 |
| **Dates, Excelsior (36-10s), pkg.** | .... | **0 15½** |
| **Fard, 12-lb. boxes** | .... | **3 25** |
| **Packages only** | **0 19** | **0 20** |
| **Do., Dromedary (36-10 oz.)** | .... | **0 19** |
| **Packages only, Excelsior** | .... | **0 20** |
| Loose | 0 16 | 0 17 |
| **Figs (layer), 10-lb. boxes, 2s, lb.** | .... | **0 40** |
| **Do., 2¼s, lb.** | .... | **0 45** |
| **Do., 2½s, lb.** | .... | **0 48** |
| **Do., 2¾s, lb.** | .... | **0 50** |
| **Figs, white (70 4-oz. boxes)** | .... | **5 40** |
| Figs, Spanish (cooking), 22 lbs. boxes, each | .... | 0 12 |
| **Figs, Turkish, 3 crown, lb.** | .... | **0 44** |
| **Do., 5 Crown, lb.** | .... | **0 46** |
| **Do., 7 Crown, lb.** | .... | **0 52** |
| **Figgs, mats** | .... | **4 75** |
| Do. (25-lb. boxes) | .... | 2 75 |
| Do. (12 10-oz. boxes) | .... | 2 20 |
| Prunes (25-lb. boxes)— | | |
| **20-30s** | .... | **0 32** |
| **30-40s** | .... | **0 30** |
| **40-50s** | .... | **0 27** |
| **50-60s** | .... | **0 23** |
| **60-70s** | .... | **0 22** |
| **70-80s (25-lb. box)** | .... | **0 20** |
| **80-90s** | .... | 0 19 |
| **90-100s** | .... | **0 17½** |
| 100-120s | 0 16 | 0 17 |

## *Peanuts Stand Firm Under Active Demand*

**Montreal.**

NUTS.—Peanuts stand firm under active demands and high prices are maintained. Bordeaux shelled walnuts

(halves) are beginning to come upon the market, but supplies are stated to be cleaned out almost as soon as they arrive. The quality is found to be excellent. Now that shipments are arriving direct from Bordeaux to Canada, prices should be easier, as it will no longer be necessary to pay American exchange. All lines of nuts continue to hold strong.

| | | |
|---|---|---|
| Almonds, Tarragona, per lb. | 0 32 | 0 33 |
| Do., shelled | .... | 0 60 |
| Do., Jordan | .... | 0 75 |
| Brazil nuts (new) | .... | 0 28 |
| Chestnuts (Canadian) | .... | 0 27 |
| Filberts (Sicily), per lb. | 0 28 | 0 29 |
| Do., Barcelona | 0 25 | 0 26 |
| Hickory nuts (large and small), lb. | 0 10 | 0 15 |
| Pecans, No. 4, Jumbo | .... | 0 35 |
| Peanuts, Jumbo | .... | 0 24 |
| Do., "G" | 0 19 | 0 20 |
| Do., Coons | .... | 0 16 |
| Do., Shelled, No. 1 Spanish | 0 24 | 0 25 |
| Do., Salted, Spanish, per lb. | 0 29 | 0 30 |
| Do., Shelled, No. 1, Virginia | 0 16½ | 0 18 |
| Do., No. 1 Virginia | .... | 0 14 |
| Peanuts (Salted)— | | |
| Fancy wholes, per lb. | .... | 0 38 |
| Fancy splits, per lb. | .... | 0 33 |
| Pecans, new Jumbo, per lb. | 0 32 | 0 35 |
| Do., large, No. 2, polished | 0 32 | 0 35 |
| Do., Orleans, No. 2 | 0 21 | 0 24 |
| Do., Jumbo | .... | 0 60 |
| Pecans, shelled | 1 60 | 1 70 |
| Walnuts | 0 29 | 0 35 |
| Do., new Naples | .... | 0 34 |
| Do., shelled | 0 75 | 0 80 |
| Do., Chilean, bags, per lb. | .... | 0 33 |

Note—Jobbers sometimes make an added charge to above prices for broken lots.

## *Package Goods Good Sellers*

**Montreal.**

PACKAGE GOODS.—There is an active demand for all cereals in packages at the present time, but prices are unchanged as compared with a week ago. Rolled oats are fairly strong and are selling freely. Corn starch is also proving a fairly good seller and is quoted on the market at about 12 cents.

| PACKAGE GOODS | | |
|---|---|---|
| Breakfast food, case 18 | .... | 2 85 |
| Cocoanut, 2 oz. pkgs., doz. | .... | 0 78½ |
| Do., 20-lb. cartons, lb. | .... | 0 36 |
| Corn Flakes, 3 doz. case 3 50 3 65 3 50 | | 4 25 |
| Oat Flakes, 20s | .... | 5 40 |
| Rolled oats, 20s | .... | 6 50 |
| Do., 18s | .... | 2 42½ |
| Do., large, doz. | .... | 3 00 |
| Oatmeal, fine cut, pkgs., case | .... | 6 75 |
| Puffed rice | .... | 5 70 |
| Puffed wheat | .... | 4 25 |
| Farina, case | .... | 2 35 |
| Hominy, pearl or granu., 2 doz. | .... | 3 65 |
| Health bran (20 pkgs.), case | .... | 2 60 |
| Scotch Pearl Barley, case | .... | 2 60 |
| Pancake Flour, case | .... | 3 60 |
| Pancake Flour, self-raising, doz. | .... | 1 50 |
| Wheat food, 18-1½s | .... | 3 25 |
| Buckwheat Flour, case | .... | 3 60 |
| Wheat flakes, case of 2 doz. | .... | 2 95 |
| Oatmeal, fine cut, 20 pkgs. | .... | 0 75 |
| Porridge wheat, 36s, case | .... | 7 80 |
| Do., 20s, case | .... | 7 60 |
| Self-raising Flour (3-lb. pack.) doz. | .... | 3 05 |
| Do. (6-lb. pack.), doz. | .... | 6 00 |
| Corn starch (prepared) | .... | 0 12 |
| Potato flour | .... | 0 16 |
| Starch (laundry) | .... | 0 10¼ |
| Flour, Tapioca | 0 15 | 0 16 |

## *Steady Demand Noted For Flour*

**Montreal.**

FLOUR.—No changes have been effected in the market and prices are maintained under a steady demand from all sources. Small lots, per barrel, (2 juite bags), is selling at $13.55.

| | | |
|---|---|---|
| **Standard Wheat Flours—** | | |
| Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs. | .... | 13 25 |
| Per bbl., in (2) cotton bags, 98 lbs. | .... | 13 45 |
| Small lots, per bbl. (2) jute bags, 98 lbs. | .... | 13 65 |
| Winter wheat flour (bbl.) Jute bags | .... | .... |

## *Lemons and Oranges Advanced Sharply*

**Montreal.**

FRUITS.—Stiff advances were made during the week for oranges and lemons. This is due to a much greater consumptive demand, in part, and for lemons this is probably induced by the epidemics prevalent everywhere. Lemons are selling at $9 box, and oranges, navels, $8 to $9, and Florida at $6 per case. Apples, in boxes, are quoted at $5, and many of the varieties are now off the market entirely.

| | | |
|---|---|---|
| Apples— | | |
| Baldwins | 7 50 | 8 00 |
| Ben Davis, No. 1 | 6 00 | 7 00 |
| Greenings | 7 50 | 8 00 |
| Gravenstein | .... | .... |
| Spies | .... | 10 00 |
| Winter Reds | 6 50 | 7 00 |
| Apples in boxes | .... | 5 00 |
| Bananas (as to grade), bunch | 6 00 | 7 00 |
| Cranberries, bbl. | 12 00 | 13 50 |
| Do., gal. | .... | 0 75 |
| Grape, Emperor, kegs | .... | 13 00 |
| Grapefruit, Jamaican, 64, 80, 96. | .... | 4 25 |
| Do., Florida, 54, 64, 80, 96. | .... | 4 25 |
| Lemons, Messina | .... | 9 00 |
| Pears, Cal. | .... | 5 00 |
| Pomegranates (boxes of about 80), box | .... | 3 00 |
| Oranges, Cal., Valencias | .... | 7 00 |
| Cal. Navels | 8 00 | 8 50 |
| Florida, case | .... | 6 00 |

## *Potatoes Are Less; Lettuce Prices Up*

**Montreal.**

VEGETABLES.—Prices are lower on potatoes, and there may be further declines during the week. The farmers appear to now want to unload some of their considerable surplus, and a $3 bag price may be effected during the week. Imported lettuce is higher in price, being quoted at $6 per hamper, while Florida celery is selling 50c per crate less, at $7.

| | | |
|---|---|---|
| Florida tomatoes, crate (40 lbs.) | .... | 8 00 |
| Beans, new string (imported) hamper | .... | 7 00 |
| Beets, new, bag (Montreal) | .... | 2 00 |
| Cucumbers (hothouse), doz. | .... | 4 00 |
| Chicory, doz. | .... | 0 50 |
| Cauliflower, Am., doz. dble crate | .... | 7 00 |
| Do., single crate | .... | 3 50 |
| Cabbage (Montreal), barrels | .... | 4 50 |
| Carrots, bag | .... | 1 75 |
| Garlic, lb. | .... | 0 50 |
| Horseradish, lb. | .... | 0 20 |
| Lettuce (Boston), head crate | .... | 3 00 |
| Leeks, doz. | .... | 4 00 |
| Mint | .... | 0 60 |
| Mushrooms, lb. | .... | 1 00 |
| Onions, Yellow, 75-lb. sack | .... | 8 50 |
| Do., red, 75 lbs. | 8 50 | 9 00 |
| Do., crate | .... | 3 00 |
| Do., Spanish, case | .... | 8 50 |
| Oyster plant, doz. | .... | 0 50 |
| Parsley (Canadian) | .... | 1 00 |
| Peppers, green, doz. | .... | 0 50 |
| Parsnips, bag | .... | 1 75 |
| Potatoes, Montreal (90-lb. bag) | .... | 3 50 |
| Do., New Brunswick | .... | 3 75 |
| Do., sweet, hamper | 3 50 | 3 75 |
| Radishes, American, doz. | .... | 0 75 |
| Spinach, barrel | .... | 6 00 |
| Turnips, Quebec, bag | .... | 2 00 |
| Do., Montreal | 1 50 | 1 75 |
| Tomatoes, hothouse, lb. | .... | 0 40 |
| Florida lettuce (hamper) | .... | 6 00 |
| American parsley, doz. | .... | 2 00 |
| Florida celery (4-doz. crate) | .... | 7 00 |

## *Higher Prices Now For Toilet Soaps*

**Montreal.**

TOILET SOAP.—Lever Brothers' toilet soaps are advanced from 5c to 10c per dozen. Coral Buttermilk brand is up 5c to $1.00 per dozen; Carnaval, 10c to $1.35; Silk Skin, 10c to $1.35; Witchazel, 10c to $1.35 a dozen.

# ONTARIO MARKETS

TORONTO, March 5—The big feature of general grocery lines this week is the advance of $2.00 per hundred on sugar. Other lines in which sugar enters into their making are almost sure to follow. While no changes have been made on tea and coffee as yet, the market is very firm and higher prices are assured. Higher prices are registered on peanut butter, Brunswick sardines, Star egg carriers, Garton's custard powder, Borden's milk, chocolatta, grapelade and butter plates. Shelled nuts and spices are very firm.

## *Sugar Advances $2.00 Per Hundred*

**Toronto.**

SUGAR. — All sugars advanced $2.00 per hundred. This was rather expected in view of the petition sent to the Board of Commerce by the refiners, asking to be allowed to advance the price. Supplies are scant and are being distributed very carefully. Representatives of refiners state that they cannot see any improvement in supplies coming along for some time to come.

| | |
|---|---|
| St. Lawrence, extra granulated | 16 71 |
| Atlantic, extra granulated | 16 71 |
| Acadia Sugar Refinery, etxra granulated | 16 71 |
| Can. Sugar Refinery, extra granulated | 16 71 |
| Dom. Sugar Refinery, extra granulated | 16 71 |

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c: barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

## *Syrups Steady; Molasses Firm*

**Toronto.**

SYRUPS AND MOLASSES.—There are no changes in syrups this week. There is an active demand for corn syrups. The market for molasses is very firm and fancy lines are cleared up.

| | | |
|---|---|---|
| Corn Syrups— | | |
| Barrels, about 700 lbs., yellow. | .... | 0 08½ |
| Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls. | | |
| Cases, 2-lb. tins, white, 2 doz. in case | .... | 6 30 |

| | | |
|---|---|---|
| Cases, 5-lb. tins, white, 1 doz. in case | .... | 7 15 |
| Cases, 10-lb. tins, white, ½ doz. in case | .... | 6 85 |
| Cases, 2-lb. tins, yellow, 2 doz. in case | .... | 5 70 |
| Cases, 5-lb. tins, yellow, 1 doz. in case | .... | 6 55 |
| Cases, 10-lb. tins, yellow, ½ doz. in case | .... | 6 25 |
| Cane Syrups— | | |
| Barrels and half barrels, lb... | 0 08 | .... |
| Half barrels, ¼c over bbls.; ¼ bbls., ½c over. | | |
| Cases, 2-lb. tins, 2 doz. in case | .... | 7 00 |
| Molasses— | | |
| Fancy, Barbadoes, barrels..... | .... | .... |
| Choice Barbadoes, barrels .... | .... | .... |
| West India, bbls., gal. ..... | .... | 0 56 |
| West India, No. 10, kegs..... | .... | 6 50 |
| West India, No. 5, kegs..... | | 3 00 |
| Tins, 2-lb., table grade, case 2 doz., Barbadoes ..... | .... | .... |
| Tins, 3-lb. table grade, case 2 doz. Barbadoes ..... | .... | .... |
| Tins, 5-lb., 1 doz. to case, Barbadoes ..... | .... | .... |
| Tins, 10-lb., ½ doz. to case, Barbadoes ..... | .... | .... |
| Tins, No. 2, baking grade, case 2 doz. ..... | .... | 4 00 |
| Tins, No. 3, baking grade, case of 2 doz. ..... | 4 70 | 6 50 |
| Tins, No. 5, baking grade, case of 1 doz. ..... | 3 75 | 6 20 |
| Tins, No. 10, baking grade, case of ½ doz. ..... | 3 60 | 6 00 |
| West Indies, 1½s, 48s ..... | 4 60 | 6 95 |

## *Teas Are in Firm Market*

**Toronto.**

TEAS.—The market for teas is very firm, and while no change in prices have been registered as yet, higher prices are looked for. Spot stocks are getting low and lower grades are about cleaned up.

| | | |
|---|---|---|
| Ceylons and Indians— | | |
| Pekoe Souchongs ..... | 0 48 | 0 54 |
| Pekoes ..... | 0 52 | 0 60 |
| Broken Pekoes ..... | 0 56 | 0 64 |
| Broken Orange Pekoes ..... | 0 58 | 0 66 |
| Javas— | | |
| Broken Orange Pekoes ..... | 0 58 | 0 65 |
| Broken Pekoes ..... | 0 45 | 0 50 |
| Japans and Chinas— | | |
| Early pickings, Japans ..... | 0 63 | 0 65 |
| Do., seconds ..... | 0 50 | 0 55 |
| Hyson thirds ..... | 0 45 | 0 50 |
| Do., pts. ..... | 0 58 | 0 67 |
| Do., sifted ..... | 0 67 | 0 72 |

Above prices give range of quotations to the retail trade.

## *Higher Prices on Coffee Likely*

**Toronto.**

COFFEE.—A firm market prevails on coffee with every indication toward higher prices. One line of package coffee has advanced.

| | | |
|---|---|---|
| Java, Private Estate ..... | 0 51 | 0 52 |
| Java, Old Government, lb..... | .... | .... |
| Bogotas, lb. ..... | 0 49 | 0 50 |
| Guatemala, lb. ..... | 0 48 | 0 52 |
| Mexican, lb. ..... | .... | 0 55 |
| Maracaibo, lb. ..... | 0 47 | 0 48 |
| Jamaica, lb. ..... | 0 45 | 0 46 |
| Blue Mountain Jamaica ..... | .... | 0 52 |
| Mocha, lb. ..... | .... | 0 55 |
| Rio, lb. ..... | 0 35 | 0 37 |
| Santos, Bourbon, lb. ..... | 0 46 | 0 47½ |

## *Bulk Rolled Oats Has Advanced*

**Toronto.**

CEREALS.—An advance of 25 cents per bag has been registered on rolled oats in 90-pound bag An active demand is reported and prices on other lines are unchanged.

| | Single Bag Lots F.o.b. Toronto |
|---|---|
| Barley, pearl, 98s ..... | .... 8 50 |
| Barley, pot, 98s ..... | .... 7 25 |
| Barley Flour, 98s ..... | .... 4 50 |
| Buckwheat Flour, 98s ..... | .... 6 25 |
| Cornmeal, Golden, 98s ..... | 5 75 6 00 |
| Do., fancy yellow, 98s ..... | .... 6 50 |
| Hominy grits, 98s ..... | 5 50 6 00 |
| Hominy, pearl, 98s ..... | 5 25 5 75 |
| Oatmeal, 98s ..... | 5 75 6 00 |
| Oat Flour ..... | .... .... |
| Corn Flour, 98s ..... | .... 5 50 |
| Rye Flour, 98s ..... | .... 5 00 |
| Rolled Oats, 90s ..... | 5 60 5 75 |
| Rolled Wheat, 100- lb. bbl..... | .... 8 00 |
| Cracked wheat, bag ..... | .... 6 50 |
| Breakfast food, No. 1 ..... | .... 7 75 |
| Do., No. 2 ..... | .... 7 75 |
| Rice flour, 100 lbs. ..... | .... 10 00 |
| Linseed meal, 98s ..... | .... 6 75 |
| Peas, split, 98s ..... | .... 0 08½ |
| Blue peas, lb. ..... | 0 09 9 10 |
| Marrowfat green peas ..... | .... 0 11¾ |
| Graham Flour, 98s ..... | .... 7 00 |
| Farina, 98s ..... | .... 6 20 |

## *Peanut Butter is Quoted Higher*

**Toronto.**

PEANUT BUTTER.—Several brands of peanut butter have advanced 25 to 60 cents per dozen and the bulk is quoted at 31 to 33 cents per pound. Salted peanuts are also higher. Salted with skin on is quoted at $3.80 per 10-pound tin and blanched is quoted at $4.20 per 10-pound tin.

## *Package Goods Are Ruling Firm*

**Toronto.**

PACKAGE GOODS.—All lines of package goods are ruling very firm. One line of wheat flakes has advanced to $6.00 per case of 24 packages. One line of pancake flour has also advanced 40 cents per case.

**PACKAGE GOODS**

| | | |
|---|---|---|
| Rolled Oats, 20s, round, case.... | . .. | 6 50 |
| Do., 20s, square, case..... | .... | 6 50 |
| Do., 36s, case ..... | .... | 4 85 |
| Do., 18s, case ..... | .... | 2 42½ |
| Corn Flakes, 36s, case ..... | 4 00 | 4 25 |
| Porridge Wheat, 36s, regular, case | .... | 6 00 |
| Do., 20s, family, case..... | .... | 6 80 |
| Cooker Package Peas, 36s, case.. | .... | 4 20 |
| Cornstarch, No. 1, lb. cartons.. | .... | 0 12 |
| Do., No. 2, lb. cartons ..... | .... | 0 10½ |
| Laundry starch ..... | .... | 0 10¼ |
| Laundry starch, in 1-lb. cartons. | .... | 0 12¼ |
| Do., in 6-lb. tin canisters..... | .... | 0 13¾ |
| Do., in 6-lb. wood boxes..... | .... | 0 13¾ |
| Potato Flour, in 1-lb. pkgs..... | .... | 0 16 |
| Fine oatmeal, 20s ..... | .... | 6 75 |
| Cornmeal, 24s ..... | .... | 3 65 |
| Farina, 24s ..... | .... | 2 90 |
| Barley, 24s ..... | .... | 2 60 |
| Wheat flakes, 24s ..... | 5 60 | 6 00 |
| Wheat kernels, 24s ..... | .... | 4 50 |
| Self-rising pancake flour, 24s ... | .... | 3 70 |
| Buckwheat flour, 24s ..... | .... | 3 70 |
| Two-minute Oat Food, 24s..... | .... | 3 75 |
| Puffed wheat, case ..... | .... | 4 60 |
| Puffed Rice, case ..... | .... | 5 70 |
| Health Bran, case ..... | .... | 2 60 |
| F.S. Hominy, gran., case..... | .... | 3 65 |
| Do., pearl, case ..... | .... | 3 65 |
| Scotch Pearl Barley, case ..... | .... | 2 60 |

## *Advances Noted on Several Lines*

**Toronto.**

MISCELLANEOUS. — Several lines have registered higher prices this week. Brunswick sardines are quoted at $6.75 per case. Sun liquid ammonia is up to $1.80 doz. Star eyg carriers are quoted at $7.50 per dozen for the one-dozen size, and $10.00 per M for the trays. Garton's custard powder is quoted at $1.75 per dozen. Chocolatta has advanced 75 to $1.50 per dozen. Welsh's fruit and grapelade has also advanced. Rite shape butter plates are quoted about 15 per cent. higher. Borden's condensed milk has advanced 60 to 75 cents per case.

## *Honey Firm, Also Maple Syrup*

**Toronto.**

HONEY AND MAPLE SYRUP.—Very little honey is being offered. Most of the supplies are in the hands of the retailers. Stocks of maple syrup are also becoming small. Prices for both these lines remain the same.

| | | |
|---|---|---|
| Honey, Clover— | | |
| 5-lb. tins ..... | .... | 0 28 |
| 2½s, tins ..... | .... | 0 29 |
| 10-lb. tins ..... | .... | 0 27 |
| 60-lb. tins ..... | .... | 0 26 |
| Buckwheat, 50-lb. tins, lb..... | .... | 12 20 |
| Comb, No. 1, fancy, doz..... | .... | 4 50 |
| Do., No. 2, doz. ..... | .... | .... |
| Maple Syrup— | | |
| 3½-lb. tins, 10 to case, case.... | .... | 18 00 |
| Wine qt. tins, 24 to case, case | .... | 23 00 |
| Wine, 1 gal. tins, 6 to case, case | .... | 24 00 |
| Imp. 5 gal. cans, 1 to case, case | .... | 20 00 |
| Bottles, 36 to case, doz..... | .... | 5 40 |
| Do., 24 to case, doz. ..... | .... | 9 60 |
| Maple Sugar— | | |
| 50 1-lb. blocks to case, lb..... | .... | 0 29 |

## *Rices Scarce; Tapioca Firm*

**Toronto.**

RICE.—Practically all lines of rice are scarce. Some lines are off the market. Polished Patna rice is selling at 17 cents per pound, and a very high grade Blue Rose at 20 cents, in bag lots. Tapioca is also firm and quoted at 14½ cents per pound in bag lots.

| | | |
|---|---|---|
| Honduras, fancy, per 100 lbs.... | .... | .... |
| Blue Rose, lb. ..... | 0 20 | 0 20½ |
| Siam, fancy, per 100 lbs..... | 15 00 | 16 00 |
| Siam, second, per 100 lbs..... | 13 50 | 14 50 |
| Japans, fancy, per 100 lbs..... | .... | 17 00 |
| Do., seconds, per 100 lbs..... | .... | 15 00 |
| Fancy Patna ..... | .... | 17 00 |
| White Sago ..... | 0 13½ | 0 14 |
| Do., Pakling ..... | .... | 14 00 |
| Chinese, XX., per 100 lbs..... | .... | .... |
| Do., Simiu ..... | .... | .... |
| Do., Mujin, No. 1 ..... | .... | .... |
| Tapioca, per lb. ..... | 0 14½ | 0 15 |

## *Hand-picked Beans Are Reported Scarce*

**Toronto.**

BEANS.—There is a scarcity of Ontario hand-picked beans, but good samples of 2-pound pickers are quoted at $5.60 per bushel. Dealers state there are plenty of beans throughout the country, but the farmers refuse to sell except at a high figure.

| | | |
|---|---|---|
| Ontario, 1-lb. to 2-lb. pickers, bus. | .... | 5 60 |
| Do., hand-picked, bus. ..... | .... | .... |
| Marrowfats, bu. ..... | 6 00 | 6 50 |
| Japanese Kotenashi, per bu..... | 4 50 | 5 00 |
| Rangoons, per bushel ..... | 3 00 | 3 50 |
| Limas, per lb. ..... | 0 16 | 0 17 |
| Madagascars, per lb. ..... | 0 14 | 0 15 |

## *Spices Firm and Stocks Are Scarce*

**Toronto.**

SPICES—No new developments are reported in the market for spices this week. Supplies of nutmegs, ginger and cloves are scarce.

| | | |
|---|---|---|
| Allspice ..... | 0 23 | 0 25 |
| Cassia ..... | 0 35 | 0 40 |
| Cinnamon ..... | .... | 0 55 |
| Cloves ..... | 0 85 | 0 90 |
| Cayenne ..... | 0 35 | 0 37 |
| Ginger ..... | 0 32 | 0 40 |
| Herbs — sage, thyme, parsley, mint, savory, Marjoram ..... | 0 40 | 0 70 |
| Pastry ..... | 0 35 | 0 38 |
| Pickling spices ..... | 0 22 | 0 30 |
| Mace ..... | 0 95 | 1 00 |
| Peppers, black ..... | 0 39 | 0 41 |
| Peppers, white ..... | 0 50 | 0 52 |
| Paprika, lb. ..... | 0 80 | 0 85 |

## *Canned Goods Quoted Higher*

**Toronto.**

CANNED GOODS.—There is a big demand noted for all lines of canned goods. Blueberries have advanced to $2.45 for the 2-pound cans. Pineapple in 2-pound cans are quoted as high as $5.25 per dozen. Blue Sea tuna fish quoted at $3.90 per dozen. Asparagus tips selling at $4.75 per dozen. Some lines of compound jams have also advanced. All other lines remain firm.

| | | |
|---|---|---|
| **Salmon—** | | |
| **Sockeye, 1s, doz.** | .... | **4 75** |
| **Sockeye, ½s, doz.** | .... | **2 75** |
| **Alaska reds, 1s, doz.** | **4 25** | **4 50** |
| **Do., ½s** | .... | **2 50** |
| **Lobsters, ½ lb., doz.** | .... | **6 50** |
| **Do., ¼-lb. tins** | .... | **3 90** |
| **Whale Steak, 1s, flat, doz.** | **1 75** | **1 90** |
| **Pilchards, 1-lb. talls, doz.** | **1 75** | **2 10** |
| **Canned Vegetables—** | | |
| **Tomatoes, 2½s, doz.** | **1 95** | **2 00** |
| **Peas, Standard, doz.** | **2 25** | **2 50** |
| **Do., Early June, doz.** | .... | **2 40** |
| **Do., Sweet Wrinkle, doz.** | **2 50** | **2 70** |
| **Beets, 2s, dozen** | .... | **1 45** |
| **Do., extra sifted, doz.** | **2 77½** | **2 82½** |
| **Beans, golden wax, doz.** | .... | **2 00** |
| Asparagus tips, doz. | 4 25 | 4 75 |
| **Asparagus butts, 2½s, doz.** | .... | **2 50** |
| **Canadian corn** | **1 75** | **2 10** |
| Pumpkins, 2½s, doz. | .... | 1 35 |
| **Spinach, 2s, doz.** | .... | **2 15** |
| **Do., 2½s, doz.** | **2 52½** | **2 80** |
| **Do., 10s, doz.** | .... | **10 00** |
| Pineapples, sliced, 2s, doz. | 4 75 | 5 25 |
| Do., shredded, 2s, doz. | 4 75 | 5 25 |
| **Rhubarb, preserved, 2s, doz.** | **2 07½** | **2 10** |
| **Do., preserved, 2½s, doz.** | **2 65** | **4 52½** |
| **Do., standard 10s doz.** | .... | **5 00** |
| **Apples, gal., doz.** | | **6 25** |
| **Peaches, 2s, doz.** | **3 55** | **3 90** |
| **Pears, 2s, doz.** | **3 00** | **4 25** |
| **Plums, Lombard, 2s, doz.** | **3 10** | **6 25** |
| **Do., Green Gage** | **3 25** | **3 40** |
| **Cherries, pitted, H. S.** | **4 35** | **4 40** |
| **Blueberries, 2s** | **2 25** | **2 40** |
| Strawberries, 2s, H. S. | 4 90 | 5 25 |
| Blueberries, 2s | 2 35 | 2 45 |
| **Jams—** | | |
| Apricots, 4s, each | .... | 1 03 |
| Black Currants, 16 oz., doz. | .... | 4 85 |
| Do., 4s, each | .... | 1 25 |
| Gooseberry, 4s, each | .... | 0 98 |
| Do., 16 oz., doz. | .... | 4 10 |
| Peach, 4s, each | .... | 0 97 |
| Do., 16 oz., doz. | .... | 4 00 |
| Red Currants, 16 oz. doz. | .... | 4 15 |
| Raspberries, 16 oz., doz. | .... | 4 90 |
| Do., 4s, each | .... | 1 30 |
| Strawberries, 16 oz., doz. | .... | 5 10 |
| Do., 4s, each | .... | 1 30 |

## *Seedless Raisins Are 26 Cents Per Pound*

**Toronto**

DRIED FRUIT.—A small shipment of Baker's seedless raisins in 25-pound boxes has arrived in the city and are quoted at 26 cents per pound. Other lines of raisins continue to be scarce and are being distributed very sparingly. All lines of dried fruits are in good demand, with the exception of figs. One wholesaler is offering mat figs this week at 11 cents per pound.

| | | |
|---|---|---|
| **Evaporated apples** | .... | **0 24** |
| **Apricots, cartons, 11 oz., 48s** | .... | **4 55** |
| **Candied Peels, American—** | | |
| **Lemon** | **0 44** | **0 46** |
| **Orange** | **0 44** | **0 46** |
| **Currants—** | | |
| Grecian, per lb. | 0 22 | 0 24 |
| **Australians, 3 Crown, lb.** | **0 22** | **0 23** |
| **Dates—** | | |
| Excelsior, pkgs., 3 doz. in case | .... | 6 00 |
| Dromedary, 9 doz. in case | .... | 7 75 |
| Fard, per box, 12 to 13 lbs. | .... | 3 50 |
| New Hallowee dates, per lb. | .... | 0 21 |
| **Figs—** | | |
| Taps, lb. | .... | **0 17** |
| Layer, lb. | .... | **0 38** |
| **Comarde figs, mats, lb.** | .... | .... |
| **Smyrna figs, in bags** | **0 16** | **0 18** |
| Cal., 4 oz. pkgs., 70s, case | .... | 5 00 |
| Cal., 8 oz., 20s, case | .... | **3 25** |
| **Cal., 10 oz., 12s, case** | .... | **2 25** |
| **Prunes—** | **Per lb.** | |
| **30-40s, 25s** | .... | **0 31** |
| **40-50s, 25s** | .... | **0 28** |
| **50-60s, 25s** | .... | **0 24** |
| **60-70s, 25s** | .... | **0 22** |
| **70-80s, 25s** | .... | **0 21½** |
| 80-90s, 25s | .... | **0 20** |
| **90-100s, 25s** | .... | |
| **Sunset prunes in 5-lb. cartons, each** | .... | **1 15** |
| **Peaches—** | | |
| **Standard, 25-lb. box, peeled** | **0 26½** | **0 28** |
| **Choice, 25-lb. box, peeled** | **0 27** | **0 30** |
| **Fancy, 25-lb. boxes** | **0 29** | **0 30** |
| **Raisins—** | | |
| **California bleached, lb.** | .... | .... |
| **Extra fancy, sulphur blch., 25s** | .... | **0 28½** |
| **Seedless, 15-oz. packets** | .... | **0 26½** |
| **Seedless, 15-oz. packets** | **0 24** | **0 25½** |
| **Seedless, Thompson's, bulk** | **0 25** | **0 26** |
| **Crown Muscatels, No. 1s, 25s** | .... | **0 25** |
| **Turkish Sultanas** | **0 25½** | **0 28½** |

## *Shelled Brazils Are Reported Scarce*

**Toronto.**

NUTS.—All nuts are in a firm market. There is a scarcity noted on shelled Brazils. Importers state that prices quoted in primary markets are higher than present price to retailers. The trouble between China and Japan is causing a great deal of uneasiness with the importers. Shipments of Manchurian shelled walnuts are long delayed and importers state that it is doubtful if any arrive.

| | | |
|---|---|---|
| **Almonds, Tarragonas, lb.** | **0 31** | **0 33** |
| **Butternuts, Canadian, lb.** | .... | **0 08** |
| **Walnuts, Cal., bags, 100 lbs.** | **0 40** | **0 45** |
| **Walnuts, Bordeaux, lb.** | **0 28** | **0 30** |
| **Walnuts, Grenobles, lb.** | .... | **0 33** |
| **Do., Marbot** | .... | **0 30** |
| **Filberts, lb.** | .... | **0 25** |
| **Pecans, lb.** | **0 30** | **0 32** |
| Cocoanuts, Jamaica, sack | .... | 10 50 |
| Cocoanut, unsweetened, lb. | 0 40 | 0 43 |
| **Do., sweetened, lb.** | .... | **0 45** |
| Peanuts, Spanish, lb. | .... | 0 26½ |
| **Brazil nuts, large, lb.** | **0 32** | **0 33** |
| **Mixed Nuts, bags 50 lbs.** | .... | **0 32** |
| **Shelled—** | | |
| **Almonds, lb.** | **0 62** | **0 65** |
| Filberts, lb. | 0 45 | 0 50 |
| Walnuts, Bordeaux, lb. | 0 78 | 0 80 |
| **Do., Manchurian** | .... | **0 65** |
| **Peanuts, Spanish, lb.** | .... | **0 25** |
| Do., Chinese, 30-32 to oz. | .... | 0 20 |
| Do., Java | .... | 0 19½ |
| Brazil nuts, lb. | .... | .... |
| **Pecans, lb.** | .... | **1 10** |

## *Shoe Polish Up; Stove Polish Also*

**Toronto.**

POLISHES.—Nugget shoe polish has advanced to $1.25 per dozen. Two-in-One shoe polish has also advanced to $1.35 per dozen. Black Knight stove polish has advanced to $1.35 per dozen.

## *Citrus Fruits in Active Demand*

**Toronto.**

FRUITS. — Oranges, lemons and grapefruit are selling in a strong market. Importers state that in their opinions the highest price has been reached. In spite of the scarcity and high price of sugar, dealers report a big demand for bitter oranges; the first shipment is practically cleaned up and the second shipment is expected this week. Apples from Nova Scotia are showing considerable waste, due to frost.

| | | |
|---|---|---|
| Cal. Navel Oranges— | | |
| 80s, per case | .... | 6 50 |
| 100s, per case | .... | 7 00 |
| 126s, per case | .... | 7 75 |
| 150s, per case | .... | 8 25 |
| 176s, 200s, 216s, 250s, per case | .... | 8 75 |
| Florida Oranges— | | |
| 126s, 150s, 176s, 200s, 216s, 250s | 8 00 | 8 25 |
| Bananas, Port Limons | | 0 08½ |
| Lemons, Cal., 300s, 360s | 7 50 | 8 00 |
| Do., Messinas, 300s | .... | .... |
| Grapefruit— | per case | |
| 28s | .... | 4 50 |
| 36s | .... | 5 00 |
| 46s, 54s | .... | 5 00 |
| 64s, 70s, 80s | 5 25 | 5 75 |
| Apples, Nova Scotia— | | |
| Baldwins, bbl. | 4 50 | 7 00 |
| Starks | 4 50 | 6 75 |
| Fallawatus | .... | 6 75 |
| Peewaukie | 6 25 | 7 00 |
| Kings | 4 50 | 5 00 |
| Other varieties | 4 50 | 7 00 |
| Apples, Ontario— | | |
| Spys, No. 1, bbl. | .... | 11 00 |
| Do., Nos. 2 and 3 | 6 50 | 9 00 |
| Baldwins | 6 00 | 7 00 |
| Rome Beauty, sizes 88s, 96s, 104s, 113s, 125s, 138s, 150s.. | 3 75 | 4 00 |
| Cal. Pears | .... | 5 50 |
| Florida Tangarines, 144s, 168s, 196s, 216s, 224s | .... | .... |
| Grapes, Spanish Malagas, keg | 15 00 | 17 00 |
| Cranberry, Cape Cod, bbl. | .... | 18 50 |
| Do., half bbl. | .... | 7 50 |
| Do., boxes | .... | 4 50 |

## *Package Shortening Has Declined*

**Toronto.**

SHORTENING.—Crisco has declined 50 cents per case. The one and three pound size quoted at $12.75 per case and six and nine pound at $12.55 per case.

## *A Fair Demand Reported on Flour*

**Toronto.**

FLOUR.—There is a steady demand for flour. Prices are unchanged.

## *Bran is Scarce; Shorts Also*

**Toronto.**

MILLFEEDS.—The market for bran and shorts is still very acute. Practically none is being offered and millers state that no improvement can be expected for some time.

## *Hot House Tomatoes Are 45 Cents Per Pound*

**Toronto.**

VEGETABLES—California vegetables are mostly in evidence on the market these days. Cauliflowers are quoted at $6.00 per crate; head lettuce at $4.75 per crate. Green peppers are selling at $1.00 per dozen. Canadian vegetables are none too plentiful. Potatoes are ruling firm at $4.25 per bag.

| | | |
|---|---|---|
| Cabbage, bbl. | .... | 6 00 |
| Carrots, per bag | .... | 2 25 |
| Parsnips, per bag | .... | 2 75 |
| Radishes, Cal., doz. | .... | 0 75 |
| Cabbages, Cal., ½ bbl. hampers. | .... | 3 75 |
| Onions, Yellow Danvers, 100 lb. sacks | .... | 8 00 |
| British Columbia Onions, 75 lb. sacks | .... | 7 50 |
| Spanish Onions, large cases | .... | 7 50 |
| Do., small crates | .... | 2 75 |
| Onions, white, large sacks | .... | 8 50 |
| Celery, Florida, 3 to 4 doz. crates | .... | 6 50 |
| Cauliflower, Cal., standard case.. | 5 50 | 6 00 |
| Potatoes— | | |
| Ont., 90-lb. bags | .... | 4 25 |
| Quebec, 90-lb. bags | .... | 4 25 |
| Jersey Sweet, hamper | .... | 3 75 |
| Turnips, bag | .... | 1 25 |
| Mushrooms, 4-lb. basket | .... | 4 00 |
| Lettuce, Cal., head, crate | .... | 4 75 |
| Do., leaf, doz. | 0 35 | 0 50 |
| Cabbage, Florida, hamper | .... | 4 00 |
| Green onions, Cal., doz. bunches | .... | 1 00 |
| Do., Domestic, doz. bunches | .... | 0 40 |
| Hothouse Tomatoes, lb. | .... | 0 45 |
| Green Peppers, doz. | .... | 1 00 |
| Rhubarb, doz. bunches | .... | 1 35 |

# WINNIPEG MARKETS

WINNIPEG, March 5—The sugar situation continues to be the main feature of the market. Supplies are scarce and quotations are higher. Olives are expected to advance. Tapioca, sago and rice are very firm and prices are expected to be higher. Rolled oats have advanced 20 per cent. and market very strong. Spices are also quoted higher and many lines are reported scarce. Dried fruits and canned goods are in active demand. Oranges and lemons are $1.00 per case higher. Vegetables also are reported scarce and prices have advanced.

## *Sugar Continues To Advance*

**Winnipeg.**

SUGAR.—The sugar situation is not improving. Refiners are again advancing their prices, which will have its reflection on all sugar products.

The Cuban strikes have been settled and new cane should be coming into the market as soon as raws can be transported, refined and sent on. The American market is reported slightly easier.

Supplies for the West are very poor, Refiners find themselves unable to take care of their contracts.

## *Olives Will Be Much Higher*

**Winnipeg.**

OLIVES.—The Seville olive crop is estimated at only 6,432,000 gallons. The crop of Queens is estimated at 2,572,800 gallons, but reports state there is considerable "spotting" on this variety. Manzanilla crop is 3,859,200 gallons. The price paid this year for curing averaged $6.55 per fanega (16 gallons).

## *Tapioca and Sago Steady But Firm*

**Winnipeg.**

TAPIOCA AND SAGO.—Tapioca and sago have been fairly steady for the past two weeks. Prices are held very firm in sympathy with the higher cost of rices, it is believed. Even at to-day's prices both tapioca and sago are good buying as the market will surely go higher when new crop rices make their appearance.

## *Rice Market Somewhat Firmer*

**Winnipeg.**

RICE.—As reported some weeks ago new crop rice would be higher. This has now been confirmed by importers, and latest advices are that it will be considerably higher than at first anticipated, caused by the shortage of Oriental rices, labor troubles, etc. Oriental rice will be very late reaching this market this season.

## *Rolled Oats Are Very Firm*

**Winnipeg.**

CEREALS.—The rolled oats market has been showing strong advances for some weeks past. New contracts being made are on a much higher basis. The advances recently have amounted to over 20 per cent. Retailers will do well to take care of their requirements now for some time to come as the market is very firm.

## *Canned Goods Are Selling Freely*

**Winnipeg.**

CANNED GOODS.—There is an active demand for all lines of canned goods. Prices, although showing no change; are ruling firm.

## *Dried Fruit Supplies Are Scarce*

**Winnipeg.**

DRIED FRUITS.—The situation in the dried fruit market shows no improvement. Supplies are scarce. Prices are unchanged.

## *Oranges Are Higher; Lemons, Also*

**Winnipeg.**

FRUIT.—Both oranges and lemons show strong advance of around $1 per case. The market is very firm and supply reported as only fair. There is a heavy demand for all fresh fruits.

## *Spices Show Strong Advance*

**Winnipeg.**

SPICES.—Higher prices have been looked for in spices for some time. Manufacturers stated some weeks ago they would have to advance prices on account of containers and higher costs of raw materials. This advance has not been in keeping with new costs but manufacturers have given the trade the benefit of old stocks bought on lower markets. These stocks now being almost depleted, higher prices are bound to come.

## *Vegetables Are Steadily Advancing*

**Winnipeg.**

VEGETABLES.—Many lines of vegetables show advances. There has been a scarcity of a number of lines due to the extra heavy demand. British Columbia onions show an advance of around $1.50 per sack; cabbage 3c per pound; turnips, ½c per pound; potatoes 50c per bushel. There are one or two declines: Cauliflower has dropped 50c per case and head lettuce 75c per case.

# VANCOUVER MARKETS

VANCOUVER, March 5—The markets in general grocery lines for the most part are very firm. Some lines have shown an advance. A scarcity of sugar is reported and local industries are seriously handicapped. Macaroni has advanced 75 cents per case. Jams are also higher. Sago and tapioca have declined 2½ cents per pound. Peanut butter, condensed milk, shoe polish, matches and dates have all reached higher levels. Package teas and coffees are 3 cents per pound higher. Marmalade oranges are on the market and selling at $4.50 per case.

## *Scarcity of Sugar is Reported*

**Vancouver.**

SUGAR.—Local industries are seriously handicapped by the shortage of sugar. Refiners have notified customers that deliveries for March will only be about half of the amount delivered in February.

## *Strawberry Jam Has Advanced*

**Vancouver.**

JAMS.—With the advances recently noted, strawberry jam in 4's is quoted at $15.50. Other varieties with usual differential.

## *Macaroni is Quoted Higher*

**Vancouver.**

MACARONI.—Eastern product advanced about 75 cents per case (packages). Local manufacture advanced a cent per pound in bulk. Lethbridge product quoted in bulk at cent and three-quarters advance.

## *Sago Declines; Tapioca Also*

**Vancouver.**

SAGO AND TAPIOCA.—Both sago and tapioca are enjoying a steady sale. Some report business in these lines better than usual. The price rules around 11 cents. Prices have been as high as 13½ cents.

## *Many Lines Have Advanced*

**Vancouver.**

MISCELLANEOUS.—Squirrel Brand peanut butter has advanced 25 cents per case. Condensed milk is up 65 to 75 cents per case. One line of shoe

Continued on page 52

# WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

## *Saskatchewan Markets*

FROM REGINA, BY WIRE.

Regina, Sask., March 5.—This market is quite active and a number of advances are recorded on staples. A scarcity of oranges is noted and prices have advanced to $10.00 per case. Rice has advanced one cent per pound. Salmon is $1.00 per case higher. Matches are 40 cents per case higher. Sugar is more plentiful. There is a pronounced demand for vegetables owing to the early frosts of last fall. Potatoes are quoted at $2.50 to $2.75 per bushel; onions are $6.00; and cabbage selling at 11 to 12 cents per pound. Creamery butter has declined, now quoted at 65 cents. New-laid eggs are also lower, selling at 72 to 75 cents per dozen.

| | | |
|---|---|---|
| **Beans, small white, Japans, bus.** | .... | 4 50 |
| **Beans, Lima, per lb.** | .... | 0 12½ |
| Rolled oats, brails | .... | 5 00 |
| Rice, Siam, cwt. | .... | 13 00 |
| **Sago, lb.** | .... | 0 11¾ |
| Flour | .... | 5 40 |
| Tapioca, lb. | .... | 0 14 |
| Sugar, pure cane, gran., cwt. | .... | 15 55 |
| Cheese, No. 1, Ontario, large | .... | 0 33 |
| Butter, Creamery | .... | 0 65 |
| **Lard, pure, 3s, per case** | .... | 21 60 |
| Bacon, lb. | 0 50 | 0 55 |
| Eggs, new laid | 0 72 | 0 75 |
| **Tomatoes, 2½s, standard case** | .... | 4 47 |
| **Corn, 2s, standard case** | .... | 3 96 |
| **Peas, 2s, standard case** | .... | 4 30 |
| **Apples, gal.** | .... | 3 25 |
| **Apples, evaporated, per lb.** | .... | 0 26 |
| **Strawberries, 2s, Ont., case** | .... | 9 75 |
| **Raspberries, 2s, Ont., case** | .... | 9 75 |
| **Peaches, 2s, Ontario, case** | .... | 7 85 |
| **Plums, 2s, case** | .... | 5 00 |
| Salmon, finest Sockeye, tall, case | .... | 18 80 |
| Salmon, pink, tall, case | .... | 11 25 |
| Peaches, Cal., 2½s | .... | 7 00 |
| Potatoes, bushel | 2 50 | 2 75 |

## *New Brunswick Markets*

FROM ST. JOHN, BY WIRE.

St. John, N.B., March 5. — Business has been greatly hampered during the last ten days by heavy storms, and some of the smaller towns had great difficulty in getting supplies. Sugar has advanced $2.00 per hundred. Cornmeal is up 10 cents a bag. Compound lard has declined one cent per pound. Pork is slightly firmer, breakfast bacon quoted at 40 to 45 cents per pound. New-laid eggs are very scarce, due to the bad roads which are holding back supplies. Potatoes are firm at $7.25 per barrel.

| | | |
|---|---|---|
| **Flour, No. 1 patents, bbls., Man.** | .... | 14 90 |
| Cornmeal, gran., bags | .... | 6 25 |
| Cornmeal, ordinary | .... | 4 10 |
| Rolled oats | .... | 12 50 |
| Rice, Siam, per 100 lbs. | .... | 14 75 |
| **Tapioca, 100 lbs.** | 13 50 | 15 00 |
| Molasses | .... | 1 30 |
| Standard, granulated | .... | 16 60 |
| Sugar— | | |
| No. 1, yellow | .... | 16 10 |
| **Cheese, New Brunswick** | .... | 0 32 |
| Cheese, Ont., twins | .... | .... |
| Eggs, fresh, doz. | .... | 0 75 |
| **Lard, pure, lb.** | 0 33 | 0 33½ |
| Lard, compound | 0 30 | 0 30½ |
| American, clear pork | 56 00 | 60 00 |
| Tomatoes, 2½s, standard case | .... | 4 25 |
| Beef, corned, 1s | 4 00 | 4 20 |
| Eggs, storage | 0 58 | 0 60 |
| Breakfast bacon | 0 40 | 0 45 |
| **Butter, creamery, per lb.** | .... | 0 66 |
| Butter, dairy, per lb. | .... | 0 63 |
| Butter, tub | 0 58 | 0 60 |
| **Raspberries, 2s, Ont., case** | 4 40 | 4 45 |
| Peaches, 2s, standard, case | 7 30 | 7 40 |
| Corn, 2s, standard, case | .... | 3 80 |
| Peas, standard, case | .... | 4 15 |
| Apples, gal., N.B., doz. | 4 75 | 5 00 |
| **Strawberries, 2s, Ont., case** | .... | .... |
| **Salmon, Red Spring, flats, cases** | .... | 19 50 |
| **Pinks** | 11 00 | 11 50 |
| **Cohoes** | 15 00 | 15 50 |
| **Chums** | .... | 9 00 |
| Evaporated Apples, per lb. | 0 22½ | 0 23 |
| **Peaches, per lb.** | 0 27½ | 0 28 |
| Potatoes, Natives, per bbl. | .... | 7 25 |
| Onions, Can., 100-lb. bag | .... | 8 00 |
| Lemons, Cal., case | .... | 10 00 |
| Grapefruit, Cal., case | 7 00 | 10 00 |
| **Grapefruit, Cal., case** | .... | .... |
| Apples, Western, box | 4 75 | 6 50 |
| **Bananas, per lb.** | 0 10 | 0 11 |
| **Grapes, Malaga, keg** | 11 00 | 13 00 |

## *Alberta Markets*

FROM CALGARY, BY WIRE.

Calgary, Alta., March 5.—The market for the most part is very firm and advances recorded on a number of lines. Condensed milk is 75 cents per case higher. Crisco has declined 50 cents per case. New-laid eggs have also declined and expected to reach lower levels this week. Storage eggs are selling at a variety of prices, almost any price offered is accepted. Beans are 50 cents per bushel higher, and Japan rice is quoted at 16½ to 17 cents per pound. Sliced pineapple is very scarce, No. 2 cans selling at $9.50 to $10.00 per case. Higher prices are registered on jams, cigars, toilet paper and prunes.

| | | |
|---|---|---|
| **Flour, 96s, per bbl.** | .... | 12 95 |
| Beans, B.C. | 8 00 | 8 50 |
| Rolled oats, 80s | .... | 4 90 |
| **Rice, Siam** | 12 75 | 14 75 |
| Japan, No. 1 | 16 50 | 17 50 |
| Tapioca, lb. | .... | 0 12 |
| Sago, lb. | 0 12 | 0 14 |
| **Sugar, pure cane, granulated, cwt** | .... | 15 35 |
| Cheese, No. 1, Ont., large | 0 29 | 0 30 |
| Butter, creamery, lb. | .... | 0 65 |
| Do., dairy, lb. | 0 50 | 0 55 |
| Lard, pure, 3s | 18 60 | 20 40 |
| Eggs, new laid, local, case | 16 50 | 17 50 |
| Do., No. 1, storage, case | 15 00 | 17 00 |
| **Tomatoes, 2½s, standard, case** | 4 50 | 4 75 |
| **Corn, 2s, case** | 4 00 | 4 45 |
| **Peas, 2s, standard, case** | 4 20 | 4 75 |
| **Strawberries, 2s, Ontario, case** | .... | 10 30 |
| **Raspberries, 2s, Ontario, case** | .... | 10 30 |
| **Cherries, 2s, red, pitted** | 9 00 | 9 50 |
| **Apples, evaporated** | 0 22½ | 0 25½ |
| **Do., 25s, lb.** | .... | 0 26¾ |
| **Peaches, evaporated, lb.** | .... | 0 25¾ |
| **Do., canned, 2s** | .... | 7 50 |
| Prunes, 90-100s | .... | 0 18 |
| Do., 70-80s | .... | 0 19 |
| Do., 50-60s | .... | 0 20 |
| Do., 30-40s | .... | 0 30 |
| Do., 20-30s | .... | 0 33 |
| **Raisins, bleached Sultanas** | .... | 0 27 |
| **Do., bulk, seedless** | .... | 0 21 |
| **Do., package, 11 oz.** | .... | 0 16½ |
| Filiatras Currants, lb. | .... | 0 26 |
| **Salmon, pink tall, case** | .... | 10 25 |
| **Do., Sockeye, tall, case** | .... | 17 50 |
| **Do., halves** | 18 00 | 19 00 |
| Potatoes, Alta., per ton | .... | 75 00 |
| Oranges | 7 25 | 9 00 |
| Lemons | 8 50 | 9 00 |
| Grapefruit | .... | 9 00 |

### VANCOUVER MARKETS

Continued from page 51

polish has advanced 65 cents per gross. Matches also advanced 25 to 50 cents per case. Dromedary dates are quoted at $9 per case, and Excelsior dates are quoted at $8 per case.

## *Package Teas Have Advanced*

**Vancouver.**

TEAS AND COFFEES.—Package teas and coffees were advanced 3 cents a pound. Further advances are prophesied —exchange is the governing factor.

## *Salt Prices Are Higher*

**Vancouver.**

SALT.—An advance on shaker salt is noted of 25 cents per case. Table salt is also up $1 in barrels and 50 cents in gunnies. Even at advanced prices the supply is low.

## *Vegetables Are Selling Freely*

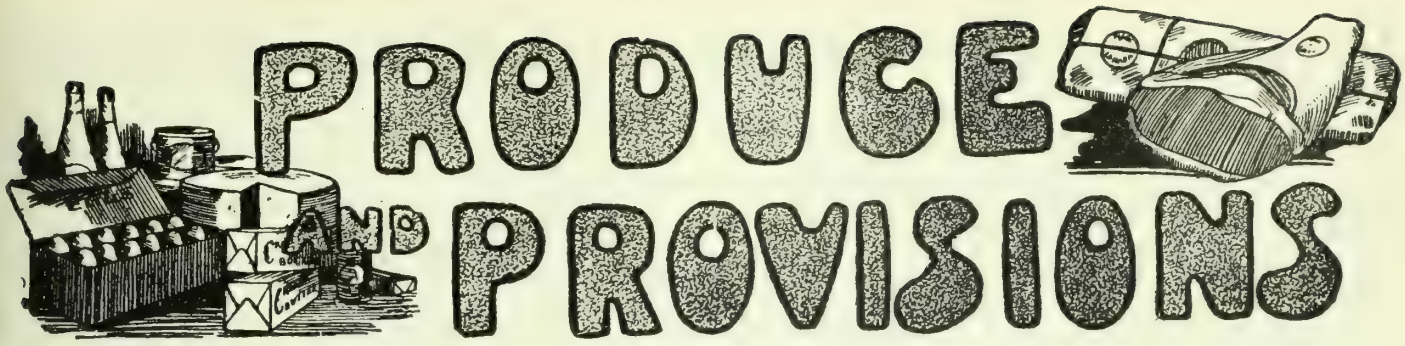
**Vancouver.**

VEGETABLES.—Dealers claim that with potatoes at 5-6 cents per pound the consumer is using less. No further advances are expected, but the whole thing depends on the consumption. With the warmer weather, it will not be long here before the potatoes will begin to sprout and the prices will slack off, and much loss will be suffered: Green vegetables are all moving freely: Mint, watercress, parsley, artichokes, radishes, green peas, peppers. Brussels sprouts are pretty well over in the South. Peas are down 2 cents, selling now at 32 cents. At present the prices are:

## *Bitter Oranges Have Arrived*

**Vancouver.**

FRUITS.—Marmalade oranges are in and on sale at $4.50. The freedom of sugar delivery will be the deciding factor on the quantities of these oranges the market will absorb. Okanagan apples are in good demand.




# Is the Lobster Disappearing?

## It Takes More Lobsters to Fill a Can Than Formerly — Interesting Facts About the Lobster

IN the early days of the lobster industry only the large ones were caught. These were so abundant that the young ones were ignored. A single lobster would often fill two or three cans. To-day it takes several of the average size to fill a can.

Even in the British provinces, where the canning industry thrives the best, most of the large lobsters have been killed. One rarely sees or hears of a big lobster now, and a fifteen pounder would be a curiosity. There is a lobster preserved in the collection of crustacea at the Smithsonian Institute, New York, which weighed eighteen pounds at the time of its capture. Reliable records show that specimens weighing from thirty to thirty-five pounds have been captured. Such a monster would measure nearly five feet in length, including the claws, and prove a pretty formidable antagonist for one in the water.

### Hatching the Baby Lobster

The work of hatching the young at the different stations is now in full progress. The female breeds only once in two years, but she makes up for this seeming loss of time by producing a great number of eggs. It is estimated by the fish experts at the hatcheries that a ten-inch lobster will produce in one season about 10,000 eggs and a nineteen inch nearly 75,000 eggs. It does not require at this rate a great number of female lobsters to yield several million eggs a year.

The female attaches these eggs to her until they have hatched out, and she is known in local parlance as a "berried hen" lobster. It was not many years ago that these female lobsters were caught and sold as much for their eggs as for their meat. The eggs were considered as great luxuries as the roe of a shad is to-day. This greatly helped to decrease the supply. As sauces for salads the eggs of the lobsters were of great value, and expert cooks eagerly sought them. The passage of laws both in New England and Canada making it punishable to capture or sell decorated lobsters has made it impossible to obtain these delicacies in this country.

In the lobster hatcheries the eggs are put in hatching jars, where they are kept in water heated to the proper temperature until they hatch out. The young creatures when first hatched are only from a third of an inch to an inch long, and for a time they swim about as ordinary fish. They are turned loose when an inch or two in length and then they begin their perilous career in the waters of the coast, where innumerable dangers beset them. A large percentage of them never pass beyond the stages of infancy, and the few which survive this period are then compelled to face the new dangers incident to the shedding process. Every now and then the crustacean finds that it is outgrowing its shell, and it proceeds to shed it, as a crab, and take on another one. This process is a long and dangerous one, and for a considerable period the creature is weak and helpless. Every part of the armor must be removed, and in the process the creature becomes thin and emaciated, and fishermen do not consider them fit to eat. Before the old shell has been discarded a new thin one has been provided, but it requires time to make it of much protective use.

But if the young lobsters are destroyed by enemies in the water during the helpless periods of their lives they return the compliment with full interest when they reach maturity. There are very few things in the water that can overcome a full-fledged lobster, and he knows it, apparently, for he does not hesitate to attack any of his old-time enemies, which he squeezes and cracks with malicious pleasure. He will hunt for fish and clams all day long, digging up the latter from the mud and cracking the shells. When clams are scarce the lobsters will lie in wait for fish. Flounders are particularly welcome, and they fish for them at every opportunity. They are so expert in fishing that young minnows are captured in great numbers. Thus left to themselves, the lobsters are fully as able as any fish to take care of themselves, but it is the intervention of man that has destroyed the balance of nature. By killing off all the big lobsters the enemies of these crustaceans have been given an advantage in the struggle for existence for which quarter of a century of artificial propagation will not entirely compensate.

### RESERVED DECISION OF EARLY CLOSING BY-LAW

Toronto.—That the early closing by-law was passed in "bad faith" by the city council was the argument of J. W. Curry, K.C., counsel for the Grocers' Section of the Retail Merchants' Association before Judge Morson in the city's appeal against the decision of Magistrate Kingsford to-day. Mr. Kingsford found the early closing by-law ultra vires and dismissed charges under the by-law in the Police Court.

"The by-law was passed in bad faith," said Mr. Curry, "to take advantage of the fruiterers, pressed on by the grocers." Judge Morson finally reserved his decision.

Mr. Curry contended that the by-law was passed under sub-section 3, and therefore was invalid because the requisite number of signatures to the petition had not been obtained.

Corporation Counsel Geary said that the magistrate had found the man guilty and should have stopped there. The quashing of the by-law was the matter for a high court.

"Would it surprise you to know I have quashed a by-law?" returned the judge. "Or found it ultra vires?" counsel argued. The proper order must be taken in a subsequent motion to get rid of the by-law.

### WON'T BUY FROM U.S.—FRUIT FAMINE IN SYDNEY

SYDNEY, N.S.—Cape Breton is suffering from a fruit famine, due to the determination of Sydney wholesalers not to purchase further goods from the United States until such time as American firms agree to pay the exchange, or until the rate becomes lower. A consignment of lemons has been ordered by one firm, as the demand is so great for this fruit for hospitals for patients.

# Produce, Provision and Fish Markets

## QUEBEC MARKETS

MONTREAL, March 5—Markets hold pretty steady, although revisions are recorded in some lines. Hogs are firm on account of poor supplies and beef is strong and very firm. Market for cooked meats has ruled steady and prices are unchanged. Ham and bacon is in fair demand on an unchanged price basis. Margarine is not active and prices are unchanged. Lard holds steadily and without change as far as prices are concerned, although the tendency is inclined downward. A decline of one cent per pound in the price of shortening has been effected and the demand is stated to be fairly steady. Butter is unsettled and there has been an easing of the basis for the past while. Declines in creamery and in lower grades of butter are effective this week. Eggs are down to from 71 to 72 cents per dozen and further declines may be looked for in view of the car lots arriving from Chicago. Cheese is slightly easier and is being quoted to the retailer at 29½ cents per pound. Poultry is firmer this week. A shortage of live poultry is manifest in the market and advances may be expected. Fish is in active demand and frozen fish in particular will tend to decline as soon as the cold weather is broken.

### *Hogs Stand Steady; Beef Very Firm*

**Montreal.**

HOGS.—Trade is stated to be but fairly good in the hog market this week. Supplies are very short and quotations rule unchanged.

BEEF.—Beef is strong and very firm. In some quarters prices on dressed beef have advanced two cents per pound over last week's quotations. Trade is very slow.

FRESH MEATS

| | | |
|---|---|---|
| Hogs, live (selects) | 18 50 | 19 50 |
| Hogs, dressed | | |
| Abattoir killed, 65-90 lbs. | 23 50 | 24 50 |
| Fresh Pork— | | |
| Leg of Pork (foot on) | .... | 0 31½ |
| Loins (trimmed) | .... | 0 35 |
| Loins (untrimmed) | .... | 0 32 |
| Bone trimmings | 0 18 | 0 21 |
| Trimmed shoulders | .... | 0 25 |
| Untrimmed | .... | 0 23 |
| Pork Sausage (pure) | .... | 0 23 |
| Farmer Sausages | .... | 0 18 |

Fresh Beef—

| (Cows) | | (Steers) |
|---|---|---|
| $0 19 | $0 22 ..Hind quarters.. | $0 24 $0 28 |
| 0 12 | 0 14 ..Front quarters.. | 0 13 0 16 |
| .... | 0 27 ..... Loins ..... | .... 0 38 |
| .... | 0 22 ..... Ribs ..... | .... 0 28 |
| .... | 0 12 .... Chucks .... | .... 0 14 |
| .... | 0 18 ..... Hips ..... | .... 0 19 |

| | | |
|---|---|---|
| Calves (as to grade) | 0 22 | 0 28 |
| Lambs, 50-80 lbs. (whole carcass), lb. | .... | 0 28 |
| No. 1 Mutton (whole carcass), 45-50 lbs., lb. | .... | 0 18 |

### *Barrelled Meats Are Unchanged*

**Montreal.**

BARRELLED MEATS.—There is practically no change to the market. Sales are satisfactorily maintained on quite even basis and supplies are sufficiently ample to meet all present demands. Canadian short cut (25-35 pieces) is quoted at $54.00.

BARRELLED MEATS

| | | |
|---|---|---|
| Barrel Pork— | | |
| Canadian short cut (bbl.), 25-35 pieces | .... | 54 00 |
| Clear fat backs (bbl.), 40-50 pieces | .... | 55 00 |
| Heavy mess pork (bbl.) | .... | 52 00 |
| Plate Beef | .... | 30 00 |
| Mess Beef | 23 00 | 28 00 |
| Bean Pork | .... | 48 00 |

### *Cooked Meats Rule Steady*

**Montreal.**

COOKED MEATS.—The market for cooked meats has ruled steady and no changes in price have been effected. Trade is stated to be fairly good, but there is little movement in the market.

| | | |
|---|---|---|
| Jellied pork tongues | .... | 0 46 |
| Jellied Pressed Beef, lb. | .... | 0 32 |
| Ham and tongue, lb. | .... | 0 30 |
| Veal and tongue | .... | 0 23 |
| Hams, cooked | .... | 0 47 |
| Shoulders, roast | .... | 0 50 |
| Shoulders, boiled | .... | 0 43 |
| Pork pies (doz.) | .... | .... |
| Blood pudding, lb. | .... | 0 12 |
| Mince meat, lb. | 0 15 | 0 19 |
| Sausage, pure pork | 0 18 | 0 25 |
| Bologna, lb. | .... | 0 15 |

### *Steady Demand For Bacon*

**Montreal.**

CURED MEATS.—There is many in the local market a fairly active demand for ham and bacon, which rule firm on an unchanged price basis. Medium smoked hams (weights) 8-10 lbs. are selling at 35 cents per pound.

| | | |
|---|---|---|
| Hams— | | |
| Medium, smoked, per lb.— | | |
| (Weights) 8-10 lbs. | .... | 0 35 |
| 12-14 lbs. | .... | 0 36 |
| 14-20 lbs. | .... | 0 35 |
| 20-25 lbs. | .... | .... |
| 25-35 lbs. | .... | 0 30 |
| Over 35 lbs. | .... | 0 28½ |
| Boneless (for slicing), 4c advance over above prices. | | |
| Bacon— | | |
| Breakfast | .... | 0 48 |
| Cottage Rolls | .... | 0 32½ |
| Picnic Hams | .... | 0 24 |

### *Margarine Not Active, But Prices Are Held*

**Montreal.**

MARGARINE.—Prices are unchanged on margarine. There does not seem to be any real interest in the product other than that which has obtained for some time, and there are only odd cases going to the retailer from week to week, jobbers state. The imported product is costing more to import from U. S. makers, but resale prices are not advanced.

| | | |
|---|---|---|
| MARGARINE— | | |
| Prints, according to quality, lb. | 0 37 | 0 39 |
| Tubs, according to quality, lb.. | 0 31 | 0 35 |
| White Nut | .... | 0 35 |

### *Lard Holds Firm; In Active Demand*

**Montreal.**

LARD.—With demands from the trade fairly well maintained, prices are held steadily and without change. Some are selling at full prices, but in other quarters a tierce basis of 29½c per lb. is being quoted. The hog market is ruling a bit unsteady, with tendencies downward. If lower prices are reached on hogs, lard will probably be easier.

| | | |
|---|---|---|
| LARD— | | |
| Tierces | 0 29½ | 0 30½ |
| Tubs | 0 29¾ | 0 30¾ |
| Pails | 0 30 | 0 31 |
| Bricks | 0 32 | 0 33 |

### *Shortening Declines One Cent Per Pound*

**Montreal.**

SHORTENING.—A decline of one cent per pound in the price of shortening brings the tierce basis to 28½c per pound. There is a fairly steady market for the product and sales are normal.

Crisco prices are less, too. The new basis now is: One pounds, per case, $12.70; 6-lb., $12.55.

| | | |
|---|---|---|
| SHORTENING— | | |
| Tierces, 400 lbs., per lb. | .... | 0 28½ |
| Tubs, 50 lbs., per lb. | .... | 0 28¾ |
| Pails, 200 lbs., per lb. | .... | 0 29 |
| Bricks, 1 lb., per lb. | .... | 0 31 |

### *Butter Unsettled; Shipments to U.S.*

**Montreal.**

BUTTER.—Prices on butter are unsettled, and there has been an easing of the basis for the past while, brought about by a variety of conditions. Fresh-made butter is in good demand in the United States, and some shipments have gone forward, that affording the producer a better market than this one is, under exchange differences. Montreal stocks are heavy, but much of the butter is said to be held for outside account, and this may soon be shipped out. Declines in creamery, and in lower grades of butter, are effective this week.

| | | |
|---|---|---|
| BUTTER— | | |
| Creamery, prints, qual. storage | 0 61 | 0 62 |
| Creamery, solids, quality storage | 0 60 | 0 64 |
| Dairy, in tubs, choice | 0 48 | 0 55 |
| Dairy, prints | .... | 0 50 |
| Bakers' | .... | 0 45 |

### *Eggs Are Down; Will Decline More*

**Montreal.**

EGGS.—Jobbers report that storage

egg stocks are entirely exhausted and that supplies of new-laids are now coming to hand from outside points. Several car lots have arrived within the past week from Chicago, and these are opening out well and are being quoted to the Canadian trade at 71-72c per dozen. It is a matter of favorable weather conditions in the United States producing points now, and declines right along may be looked for. In fact a Chicago forecast suggests prices there as low as 39c per dozen, for later March delivery.

| EGGS— | | |
|---|---|---|
| New laids | 0 71 | 0 72 |

## *Cheese Prices Less; Is Hard to Ship*

**Montreal.**

CHEESE.—Prices on cheese are somewhat easier, and new cheese is being quoted to the retail trade at 29½c per lb. The sterling exchange arrangement is altogether a serious impediment to shipping overseas, and while there have been enquiries from Belgium, France, and other points, it is stated that the exchange rates have precluded the possibility of business being done in a large way while these conditions last. While recent shipments have totalled up better than expected, the approach of the active making season will tend to so increase surplus here as to provoke more favorable prices, or, in other words, lower prices to the trade. It is understood that holders will suffer considerable losses on cheese which has been held, and which was bought before exchange rates took so drastic a turn.

| CHEESE— | |
|---|---|
| New, large, per lb. | 0 29½ |
| Twins, per lb. | 0 30 |
| Triplets, per lb. | 0 32 |
| Stilton, per lb. | 0 36 |
| Fancy, old cheese, per lb. | 0 33 |

## *Old Fowls Higher; Live Birds Scarce*

**Montreal.**

POULTRY.—Prices on poultry have been firming somewhat, and dressed old fowl are quoted up this week at 32-33c. This is a direct result of a shortage of live poultry, the trade finding that prices offered in the United States are much higher, when exchange is taken into consideration. Poultry raisers are shipping into that market, and where several cents a pound more are paid for their birds. Here, the holdings of frozen, dressed poultry are rather heavy, but when compared with the active demands made on stocks, they are said to not be excessive.

| POULTRY (dressed)— (Selling Prices) | | |
|---|---|---|
| Chickens, roasting (3-5 lbs.) | 0 37 | 0 40 |
| Chickens, roasting (milk fed) | 0 42 | 0 44 |
| Ducks— | | |
| Brome Lake (milk fed green) | | 0 46 |
| Young Domestic | | 0 42 |
| Turkeys (old toms), lb. | | 0 55 |
| Do. (young) | | 0 58 |
| Geese | | 0 34 |
| Old fowls (large) | 0 34 | 0 36 |
| Do., (small) | 0 32 | 0 33 |

## *Frozen Fish Will Soon Decline Here*

**Montreal.**

FISH.—The trade reports an active season, and there has been, since the beginning of the Lenten season, a decidedly active business. Prices on frozen fish will tend to decline as soon as the cold weather is broken, and this may come at any time. There is now a good sale for salt, pickled and canned fish. Oysters are coming to hand better, and lobsters, too, are a little freer and will be lower in price ere long. Green codfish is now very scarce.

# ONTARIO MARKETS

TORONTO, March 5—The market for produce and provisions show little change. Beef is arriving in better quality and live hogs are quoted at $18.20 on the fed and watered basis. Butter, eggs and cheese have a tendency for an easier market. Poultry receipts are very light and the demand is greater than the supply.

## *Dressed Meats Remain Steady*

**Toronto.**

FRESH MEATS.—No changes are manifested in the fresh meat market. The quality of beef arriving has greatly improved, the best cuts bringing 25c per pound. Dressed hogs are quoted at $25.00 per hundred.

| FRESH MEATS | | |
|---|---|---|
| Hogs— | | |
| Dressed, 70-100 lbs., per cwt. | 24 00 | 25 00 |
| Live off cars, per cwt. | | 19 50 |
| Live, fed and watered, per cwt. | | 19 25 |
| Live f.o.b., per cwt. | | 18 25 |
| Fresh Pork— | | |
| Legs of pork, up to 18 lbs. | | 0 31 |
| Loins of pork, lb. | | 0 38 |
| Tenderloins, lb. | | 0 50 |
| Spare ribs, lb. | | 0 25 |
| Picnics, lb. | | 0 26½ |
| New York shoulders, lb. | | 0 28 |
| Boston butts, lb. | | 0 32 |
| Montreal shoulders, lb. | | 0 29 |
| Fresh Beef -from Steers and Heifers— | | |
| Hind quarters, lb. | 0 22 | 0 25 |
| Front quarters, lb. | 0 14 | 0 16 |
| Ribs, lb. | 0 24 | 0 28 |
| Chucks, lb. | 0 14 | 0 16 |
| Loins, whole, lb. | 0 32 | 0 36 |
| Hips, lb. | 0 20 | 0 22 |
| Cow beef quotations about 2c per pound below above quotations. | | |
| Calves, lb. | 0 22 | 0 26 |
| Spring lamb, lb. | | |
| Yearling lamb | 0 28 | 0 32 |
| Sheep, whole, lb. | 0 14 | 0 18 |

Above prices subject to daily fluctations of the market.

## *Bacon and Hams Are Unchanged*

**Toronto.**

PROVISIONS.—The market for provisions show little change. Hams and bacon are firm and are in steady demand. Prices are unchanged.

| Hams— | | |
|---|---|---|
| Medium | 0 34 | 0 36 |
| Large, per lb. | 0 30 | 0 31 |
| Heavy | 0 28 | 0 29 |
| Backs— | | |
| Skinned, rib, lb. | 0 49 | 0 50 |
| Boneless, per lb. | 0 53 | 0 56 |
| Bacon— | | |
| Breakfast, ordinary, per lb. | 0 40 | 0 45 |
| Breakfast, fancy, per lb. | 0 48 | 0 52 |
| Roll, per lb. | 0 29 | 0 30 |
| Wiltshire (smoked sides), lb. | 0 33 | 0 35 |
| Dry Salt Meats— | | |
| Long clear bacon, av. 50-70 lbs. | | 0 27 |
| Do., av., 80-90 lbs. | | 0 25 |
| Clear bellies, 15-30 lb. | | 0 28 |
| Sausages in brine, keg, 35 lbs. | | 7 35 |
| Fat backs, 16-20 lbs. | | 0 30 |
| Out of pickle prices range about 2c per pound below corresponding cuts above. | | |
| Barrel Pork— | | |
| Mess pork, 200 lbs. | | 42 00 |
| Short cut backs, bbl. 200 lbs. | | 50 00 |
| Picked rolls, bbl., 200 lbs.— Heavy | | 50 00 |
| Lightweight | | 60 00 |

Above prices subject to daily fluctuations of the market.

## *Cooked Meats Are Selling*

**Toronto.**

COOKED MEATS.—A good steady demand is reported on cooked meats, particularly on ham and jellied meats. Prices remain the same as quoted last week.

| | | |
|---|---|---|
| Boiled hams, lb. | 0 48 | 0 52 |
| Hams, roast, without dressing, lb. | 0 50 | 0 52 |
| Shoulders, roast, without dress- | | |
| Head Cheese, 6s, lb. | 0 12 | 0 14 |
| Choice jellied ox tongue, lb. | 0 55 | 0 60 |
| Jellied pork tongue | 0 49 | 0 50 |

Above prices subject to daily fluctuations of the market.

## *Creamery Butter Is 68 Cents Per Pound*

**Toronto.**

BUTTER.—The butter market remains firm. Fresh-made creamery butter is quoted at 68 cents per pound. Choice dairy butter is scarce and quoted at 56 to 59 cents per pound.

| BUTTER— | | |
|---|---|---|
| Creamery prints (fresh made) | 0 66 | 0 68 |
| Dairy prints, fresh, lb. | | 0 59 |
| Dairy prints, No. 1, lb. | | 0 56 |

## *Shortening Market Ruling Steady*

**Toronto.**

SHORTENING.—The shortening market remains unchanged at a price basis of 29 cents per pound for tierces. The demand is steady.

| SHORTENING— | |
|---|---|
| 1-lb. prints | 0 31½ |
| Tierces, 400 lbs. | 0 29 |

## *Eggs Are Inclined to Be Easier*

**Toronto.**

EGGS.—Supplies of fresh eggs are arriving more freely, and the market is showing an easier tendency. Fresh eggs in cases are quoted at 72 cents per dozen. Storage eggs are practically off the market.

| EGGS | |
|---|---|
| No. 1 storage, doz. | |
| Fresh | 0 72 |
| Fresh selects in cartons | 0 76 |

Prices shown are subject to daily fluctuations of the market.

## *Lard Remains Unchanged*

**Toronto.**

LARD.—There is a good demand for lard. Prices are unchanged.

LARD—
Tierces, 400 lbs., lb. ..... 0 31½ 0 32
In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces.

## *Margarine is a Slow Seller*

**Toronto.**

MARGARINE.—The price of margarine remains the same. Dealers report a slow sale for this line.

MARGARINE—
1-lb. prints, No. 1 ..... .... 0 33½
Do., No. 2 ..... 0 34 0 37
Do., No. 3 ..... 0 30 0 34½
Nut margarine, lb. ..... 0 34 0 35

## *No Changes Reported on Cheese*

**Toronto.**

CHEESE.—The market for cheese is still in an unsettled condition. Stocks are heavy and the demand is only fair.

CHEESE—
Large ..... 0 30 0 31
Stilton ..... 0 35 0 36
Twins 1c. higher than large cheese. Triplets 1½c. higher than large cheese.

## *Oysters Scarce; Smoked Fish Also*

**Toronto.**

FISH.—The fish market is very active these days. Supplies are being disposed of nearly as fast as they arrive. Oysters are scarce, but the situation is expected to be relieved this week. Smoked fillets are also scarce.

FRESH SEA FISH.

| | | |
|---|---|---|
| Cod Steak, lb. | 0 11 | 0 13 |
| Do., market, lb. | 0 4½ | 0 07 |
| Haddock, heads off, lb. | .... | .... |
| Do., heads on, lb. | .... | 0 09 |
| Halibut, chicken | 0 15 | 0 29 |
| Do., medium | .... | 0 19 |
| Fresh Whitefish | .... | .... |
| Fresh Herring | .... | .... |
| Flounders, lb. | .... | .... |
| Oysters, glass jars, 13 oz., doz. | .... | 5 05 |
| Do., No. 3 can | .... | 10 50 |
| Do., No. 5 can | .... | 17 00 |
| Blue Point oysters, 800s | .... | 15 75 |
| Do., 1000s | .... | 14 00 |
| **FROZEN FISH** | | |
| Salmon, Red Spring | .... | 0 24 |
| Do., Cohoe | 0 20 | 0 22 |
| Do., Qualla | 0 10 | 0 11 |
| Halibut, chicken | .... | 0 15 |
| Do., medium | 0 18 | 0 19 |
| Do., jumbo | 0 19 | 0 20 |
| Whitefish, lb. | .... | 0 13 |
| Herring | .... | 0 09½ |
| Mackerel | 0 12 | 0 13 |
| Flounders | 0 10 | 0 11 |
| Trout | 0 17 | 0 18 |
| Pickerel, dressed | 0 14 | 0 15 |
| Smelts | 0 15 | 0 25 |
| Spanish Mackerel | .... | 0 30 |
| Pike, round | .... | 0 08 |
| Do., headless and dressed | .... | 0 09 |
| **SMOKED FISH** | | |
| Haddies, lb. | .... | 0 18 |
| Fillets, lb. | .... | 0 18 |
| Kippers, box | .... | 2 40 |
| Bloaters, box | .... | 2 25 |
| Ciscoes, lb. | .... | 0 20 |

## *Poultry Supplies Are Very Light*

**Toronto.**

POULTRY.—Supplies of poultry are very light and the demand is very heavy. Nearly all the live hens are being quickly grabbed up by the Jewish population.

Prices paid by commission men at Toronto:

| | Live | Dressed |
|---|---|---|
| Turkeys, old, lb. | -$0 35 | -$0 45 |
| Do., young, lb. | - 0 55 | - 0 55 |
| Roasters, lb. | - 0 27 | 0 30- 0 37 |
| Fowl, over 5 lbs. | - 0 40 | - 0 40 |
| Fowl, 4 to 5 lbs. | - 0 37 | - 0 37 |
| Fowl, under 4 lbs. | - 0 25 | - 0 35 |
| Ducklings | - 0 40 | - 0 40 |
| Geese | - 0 25 | - 0 28 |
| Guinea hens, pair | - 1 25 | - 1 50 |
| Spring chickens, live | - 0 30 | - 0 35 |

Prices quoted to retail trade:—

| | Dressed | |
|---|---|---|
| Hens, heavy | .... | 0 42 |
| Do., light | 0 28 | 0 40 |
| Chickens, spring | 0 28 | 0 40 |
| Ducklings | 0 34 | 0 45 |
| Geese | .... | 0 33 |
| Turkeys | 0 50 | 0 60 |

# WINNIPEG MARKETS

WINNIPEG, March 5—The markets for produce and provisions are firm and supplies on some lines are very limited. Dairy butter is scarce and prices quoted higher. Cheese is firm and in heavy demand. Fish is in active demand and prices remain steady.

## *Dairy Butter In Scant Supply*

**Winnipeg.**

BUTTER.—Dairy butter is in very scant supply. Creamery seems to be more plentiful. Prices are unchanged for creamery.

BUTTER—
Finest creamery, 1s ..... .... 0 65
Do., solids ..... .... 0 64
Do., choice ..... .... 0 64
Do., solids ..... .... 0 63
Dairy, finest, No. 1, prints ..... .... 0 62
Do., solids ..... .... ....
Margarine, 1s ..... .... 0 38

## *Cheese Market Is Unchanged*

**Winnipeg.**

CHEESE.—Cheese is very steady. Price remains unchanged, but firm. Demand is reported good and supplies fair.

CHEESE
Ontario, large, per lb. ..... .... 0 33
Do., Twins, per lb. ..... .... 0 33½
Do., Triplets, per lb. ..... .... 0 34
Manitoba, large, lb. ..... .... 0 30
Do., Twins, per lb. ..... .... 0 30½

## *Lard Steady; Market Unchanged*

**Winnipeg.**

LARD. — Lard remains unchanged. Prices are slightly easier.

PURE LARD—
1 lb. Bricks ..... .... 0 34
No. 3 Pails, 20 to case ..... .... 19 20
No. 5 Pails, 12 to case ..... .... 19 13
No. 10 Pails, 6 to case ..... .... 19 05
20-lb. Wooden Pails, each ..... .... 6 70
Tierces, per lb. ..... .... 0 31

## *Fish is in Active Demand*

**Winnipeg.**

FISH.—Fish remains in heavy demand. Supplies are good. Prices are very steady, with practically no changes.

FRESH FROZEN FISH

| | | |
|---|---|---|
| Black Cod, lb. | .... | 0 14 |
| Brills, lb. | .... | 0 09½ |
| Herring, Lake Superior, 100-lb. sacks, new stock | .... | .... |
| Halibut, cases 300 lbs., chicken | .... | 0 17 |
| Halibut, broken cases, chicken | .... | 0 18 |
| Jackfish, dressed | .... | 0 10 |
| Pickerel, case lots | .... | 0 13 |
| Salmon, Cohoe, full boxes, 300 lbs. | .... | 0 20½ |
| Do., Cohoe, broken cases | .... | 0 21½ |
| Do., Red Spring, full boxes | .... | 0 23½ |
| Do., Red Spring, broken cases | .... | 0 24½ |
| Soles | .... | 0 09½ |
| Baby Whitefish or Tulibees | .... | 0 09½ |
| Whitefish, dressed, case lots | .... | 0 12½ |
| Whitefish, dressed, broken cases. | .... | 0 13½ |
| **SMOKED FISH** | | |
| Bloaters, Eastern National, case | .... | 2 60 |
| Do., Western, 20-lb. boxes, box | .... | 2 40 |
| Haddies, in 30-lb. cases, lb. | .... | 0 15 |
| Do., in 15-lb. cases, lb. | .... | 0 16 |
| Kippers, East. Nat., 20 count, per count | .... | 2 40 |
| Do., Western, 20-lb. boxes, box | .... | 2 30 |
| Fillets, 15-lb. boxes, box | .... | 0 20 |
| **SALT FISH** | | |
| Steak Cod, 2s, Seely's, lb. | .... | 0 16 |
| Acadia Strip Cod, 30-lb. boxes, lb. | .... | .... |
| Acadia Cod, 12-2s, wood boxes, lb. | .... | 0 16 |
| Acadia Cod, 20-1s, tablets, lb. | .... | 0 16 |
| Holland Herring, Milkers, 9-lb. pails, per pail | .... | 1 35 |
| Do., Mixed, 9-lb. pails, per pail | .... | 1 25 |
| Labrador Herring, 100-lbs. bbls., per bbl. | .... | 8 50 |

# VANCOUVER MARKETS

VANCOUVER, March 5—The produce and provision markets show little change this week. Fresh meats are ruling at firm prices. Butter and eggs are easier and further declines are expected shortly. Cheese is steady. Pure lard is quoted at 36 cents per pound.

## *Fresh Eggs Are 63 Cents Per Dozen*

**Vancouver.**

EGGS.—The market for eggs is decidedly weak; a decline of 2 cents per dozen is noted this week. Further declines are expected shortly.

## *Cheese is 32 Cents Per Pound*

**Vancouver.**

CHEESE.—There is a good demand for cheese, and quotations are ruling steady at 32 cents per pound.

## *Butter Market Reported Easier*

**Vancouver.**

BUTTER.—While no change has occurred in the price of butter, the market is very unsettled, and quotations are expected to be lower. Fresh creamery butter is quoted at 70 cents per pound.

DAVIES QUALITY PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED TORONTO

# THIS is

## A Real Quality Product—
## Davies Pure Lard

"Quality": Something that every dealer wants. Something every housewife demands. Something we have and something we can give you.

Davies Pure Lard measures up in quality to the highest standard set for Canadian Pure Lard. It is fine in texture, smooth of grain and white in color.

You will find it well worth your while to feature Davies Pure Lard, for, when once taken into a home, it is asked for again.

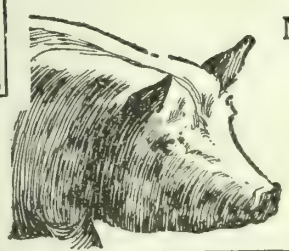
Can be had in convenient packages for household use. 10-lb., 5-lb. and 3-lb. pails, or in 1-lb. sanitary cartons.

Write us direct, or, if our salesman is calling upon you, give him your order.

Special attention always given orders received by mail.

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO

MONTREAL CHICAGO



# Brunswick Brand Sea Foods

*Make this Brand of Fish Food your leader through the LENTEN SEASON*

Display them on your Counters.

Display them in your Windows.

Display Brunswick Brand in your Advertisments.

Recommend Brunswick Brand to your Trade.

**MR. GROCER, Educate your Clerks** to the value of Brunswick Brand Fish Foods. The more information your clerks have about these Fish Products the more profits for you. All Canadian Products, excellent quality and reliable.

*Be sure your Stock is complete. Now is the time for Big Sales.*
*Order from your wholesaler.*

## Connors Bros., Limited

**Black's Harbor, N.B.**

**Popular on Both Sides of the Counter**

***For Your Easter Trade***

# ARMOUR'S Veribest Ham

*The Ham What Am*

Easter is the beginning of the big ham-consuming season. *Veribest* Ham —The Ham What Am—introduced a few years ago—has already established such a favorable reputation that to-day it is a big seller wherever handled.

*Veribest* Ham has a firm grain, an appetizing appearance — and the stockinet covering definitely retains the original fine flavor and prevents shrinkage.

Take advantage of this sales opportunity — stock *Veribest* Ham as a special Easter offering. Write us for prices—or ask the Armour salesman to give you additional details.

**ARMOUR AND COMPANY**

**General Offices and Plant:**
**Hamilton, Ontario**

**Branch Offices:**
**Toronto** **Montreal**
**Sydney, N.S.** **St. John, N.B.**

MARIGOLD

MARIGOLD

**"The Greatest Seller of Its Kind in the World"**

MORRIS & COMPANY, Chicago, U. S. A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

SALT PLANT, WINDSOR, ONTARIO

**Windsor Table Salt**
Made in Canada

—beats them all in quality—beats them all in clever advertising that helps the Grocer to make more sales.

THE CANADIAN SALT CO., LIMITED

## Something New in Appetizers

Made in conjunction with our famous Blue Seal Products and made from the very finest ingredients.

Fine for Fish and all kinds of grilled meats, and gives a delicious piquancy to salad dressings, Mayonnaise Sauce, etc.

Maroma will captivate your most particular customer. Try a little display.

**E. W. Jeffress**
Limited
Walkerville, Canada

W. G. Patrick & Co., Limited
Toronto and Winnipeg
Selling Agents for our Blue Seal Lines

# Satisfied Customers Build Bigger Business

When you sell "Easifirst" you sell the quality that satisfies. Every housewife who buys it from you becomes a permanent customer.

Make sure that you can always supply it.

It will pay.

**Phone Junction 3400**

**GUNNS LIMITED**
**WEST TORONTO**

*"It Has the Nip"*

# "WHITE SWAN"
# PANCAKE TIME

White Swan Pancake Flour has proven a quick selling, highly profitable line for Canadian grocers and women have learned that White Swan Brand is an absolute guarantee of delicious Pancakes, Muffins, etc.

White Swan Mustard needs no introduction. This famous brand is daily increasing in popularity. It is a Made-in-Canada brand that is far superior in strength and quality to all imported lines. Attractively packed in

¼ pounds ..... $2.25
½ pounds ..... 4.00

See our advertisements in the daily papers.

**White Swan Spices and Cereals, Limited**
**Toronto, Canada**

*It's Profitable Because—*

100% PURE

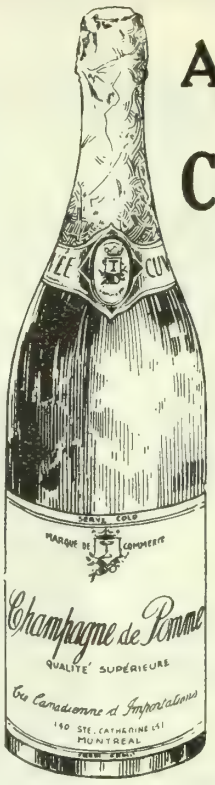
COSGRAVE'S PURE MALT Vinegar

Better to sell this branded, bottled vinegar than the bulk article. No waste — no loss — no deterioration. Easily handled—makes fine display. Quality guaranteed.

RETAILS
15c and 25c

WELL ADVERTISED

Write us or ask your jobber for trade prices.




A New Drink

Champagne de Pomme

Made from the juice of Canadian apples. A most delicious and refreshing drink.

Put up in pints, bottles or splits.

Every grocery store in Canada can sell this delicious beverage.

Packed 2 doz. to the case.

Order from your wholesaler or direct to

Cie Canadien Importations

140 St. Catherine St. E., Montreal

Luscious Concord Grapes

full-ripened and juicy give Marsh's Grape Juice that peculiar "personality" of flavor that wins repeat orders from every trial.

Marsh's superb Grape Juice is a good Grape Juice to sell. The profits are worth while and the customer-pleasing qualities it posesses wins lasting satisfaction.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces:

The McLaren Imperial Cheese Company Limited
Toronto and Montreal

Y & S
STICK LICORICE
in 10c Cartons

Everything in Licorice for all Industries using

LICORICE

in any form.

*Made in Canada by*

National Licorice Company
MONTREAL

# Selling by the million!

Are you taking advantage of the big trade boom? The demand for OXO CUBES is growing day by day and is extending to every corner of the country. Get your share before the winter is out. There must be hundreds in your town or city who would become buyers of Oxo Cubes. Handy—cheap—and good,—they make an immediate and irresistible appeal to all classes—rich and poor alike.

**OXO Limited**

**Montreal**
356 St. Antoine Street

**Toronto**
441 King Street West

**Winnipeg**
203 Bon Accord Block

*The Cubes that sell*

# Your Jam Business

will show a steady, profitable increase if you recommend

**Furnivall's FINE FRUIT PURE JAM**

to your customers and feature it in your displays.

AGENTS—The City of Ottawa, Quebec and the Lower Provinces, with the exception of Cape Breton: Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: McLaren Imperial Cheese Co., Ltd., Toronto, Ont. Manitoba: A. D. Norman, Scott Block, Winnipeg, Man. Hamilton: J. T. Price & Co., 35 Mary St., Hamilton, Ont. Cape Breton Island: O. N. Mann, Sydney, N.S. Saskatoon: Gilbert Stroyan, Saskatoon, Sask. Newfoundland: E. J. Godden, St. John's, Newfoundland.

*"The Pink of Perfection"*

# CASCADE SALMON

EVERY TIN IS GUARANTEED

Pounds and Half Pounds

British Columbia Packers' Association

Vancouver, B.C.

ARM & HAMMER

## The easy way

No time lost wrapping and tying up parcels if you sell

## Arm and Hammer Brand

**Sal Soda** put up in handy, attractive cartons of 2½ lbs. each. There are 36 packages to the box.

**Have your jobber send you a supply**

**Church & Dwight, Limited**
**Montreal**

## Sell Us Your

JUTE SUGAR

# —BAGS—

AND COTTON LINERS

We'll pay you the highest price for them in any quantities, small or large. Just gather them together to-day, tie them up and put a tag on them.

Scientific Reclamation of Commercial Waste

**E·PULLAN**

TORONTO

## Owing to the high freights prevailing

CONTINUE TO IMPORT

**supplies of**

# SPRATT'S

## DOG CAKES
## POULTRY FOODS

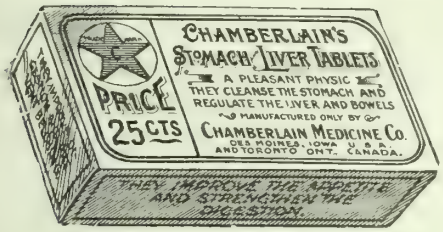
**CANARY & PARROT MIXTURES**
**Etc.,**

through **SPRATT'S**

**PATENT (AMERICA) LIMITED**
**NEWARK, - NEW JERSEY**

**SPRATT'S PATENT LIMITED**
**24-25 Fenchurch St., London, E.C. 3, Eng.**

# Chamberlain Remedies are steady, profitable sellers




The name "Chamberlain" stands for reliable remedies and good, fair profits.

You can safely recommend these popular remedies to your customers and rely on their curative properties to win absolute satisfaction and goodwill.

**Chamberlain Family Remedies** are free from harmful drugs, and are most natural and effective in their action. There are a number of Chamberlain Medicines—each one a good profit-earner. Send for our booklet containing price list. You'll find them quick sellers.

## Chamberlain Medicine Co., Limited
TORONTO

## Broom Perfection

**Canada Beaver Brand Brooms**

are made by skilled workmen from the finest materials obtainable. The brush is made from the highest grade Corn and the handles from flawless maple of unusual strength and lightness.

Household Brooms—10 Different Grades.

Toy Brooms—3 Different Grades.

Whisks—10 Different Grades.

Warehouse Brooms—A Specialty.

**Make out a trial order to-day.**

## The Canada Broom & Brush Co., Ltd.
RIDGETOWN, ONT.

Sales Manager—M. Webber, London, Ont.

Western Sales Agency—Messrs. Nicholson-Rankin, 707-708 Federation Life Building, Winnipeg, Man.

Toronto Agents—Messrs. Scott & Thomas, Foy Bldg., 32 Front St. West, Toronto, Ont.

# Sani-Flush
(TRADE MARK REGISTERED)

## Closet Bowl Cleaner

With Sani-Flush it is easy to perform the otherwise unpleasant and discouraging task of cleaning the water-closet.

Stains and sediment which form in the closet bowl are dissolved by Sani-Flush. The bowl is made as white, sanitary and odorless as new.

You accommodate your customers when you sell Sani-Flush.

## Harold F. Ritchie & Co.
LIMITED

10-12-14 McCaul St.

TORONTO, ONT.

# Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

### SHOW CASE MANUFACTURERS

Would you kindly let me know the address of show case manufacturers and also of second-hand dealers in Toronto.—E. Caumartin, Penetang, Ont.

Answer.—Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.; Sherer-Gillett Co., Guelph, Ont.; Thos. Lewis Arnett, Souris, Man.; Ontario Case & Fixture Co., 20 Beverley St., Toronto, Ont.; Cameron & Campbell, 578 Queen St. E., Toronto, Ont.; Canada Show Case, 819 King St. W., Toronto, Ont.; Jones Bros. & Co., Toronto, Ont.; Duluth Show Case Co., Duluth, Minn.; W. A. Andrews, 12 Elm St., Toronto, Ont.; Beverly Store Fixture Co., 40 Cummings St., Toronto, Ont.; Kent-McClain, Queen St. and Carlaw Ave., Toronto, Ont.; W. G. Price, 1521 Davenport Road, Toronto, Ont.; Second Hand O.K. Office Furniture Co., 90 Wellington St. West, Toronto, Ont.

### EGGS IN COLD STORAGE

Would it be possible for you to ascertain the approximate number of carloads of eggs held in cold storage in Toronto about Feb. 1st?—Subscriber.

Answer.—Storage eggs held in Toronto on Feb. 1st, 1920, were 1,633 cases of 30 dozen each. One car is about 450 cases.

If possible we would like you to please give us the names of the Canadian wholesale manufacturers of the following merchandise: Spice, lard substitute, paints and varnish.

Answer—These lists have been sent.

### SOLUBLE CASEIN

What is soluble casein and where can we procure it, also certified yellow color?—Hunstein & Wittich, Cargill, Ont.

Answer.—Soluble casein is used in making cheese and can be purchased from Lyman Bros., Limited, 71 Front St. E., Toronto, Ont. Certified yellow color from Chr. Hansen's Laboratory, 201 Church St., Toronto, Ont.

### LABOR-SAVING DEVICES

Please advise us the names of manufacturers or agents who handle hotel or kitchen labor-saving devices, such as mechanical dishwashing machines, potato, apple and vegetable peelers.—Algoma Steel Corporation Ltd., Sault Ste. Marie, Ont.

Answer.—Mechanical dishwashing machines may be purchased from Canadian General Electric Co., King St., Toronto, Ont.; potato, apple and vegetable peelers from Canadian Potato Machinery Co., Galt, Ont.; Aspinwall Mfg. Co., Guelph, Ont. Jobbers for all lines of hotel and kitchen labor-saving devices: E. Sparrow, Church St., Toronto, Ont.; Malleable Iron Range Mfg. Co., King St., Toronto, Ont.

### Grocers in Bobcaygeon

Please send me the name of a grocer in Bobcaygeon, Ont.

Answer—A. R. Croft, grocer and confectioner; Charles G. Edgar, grocer and butcher.

### Agents of Carnation Milk

Will you please advise us the name of the agents of Carnation Milk in Toronto.—New Subscriber.

Answer—R. S. McIndoe, Wellington St. E., is the agent in Toronto for this product.

### Price on Prunes

Please give me information on the following: Prunes, 10c, 40x50; 25s, 40x50; 10s, 60x70.

Answer—Opening price on prunes Dec. 1, 1920 (Toronto): 90-100, 16¾; 80-90, 17¾; 70-80, 21½; 6-70, 22; 50-60, 24; 40-50, 27; 30-40, 31. There was quite a variation on the opening prices quoted by different wholesalers, caused by the different dates of arrival of goods and the daily fluctuation in United States exchange. The above prices are a fair average.

### TEA IMPORTATIONS

How many pounds of tea were imported into Canada in 1918?—Reader.

Answer.—For fiscal year ending March 31, 1919, figures are: from British Empire, 4,275,829 lbs.; from foreign countries, 12,898,450 lbs., total, 17,174,279 lbs. This does not indicate that only 17,000,000 lbs. were drunk in that year. Our normal tea consumption in one year is about 40,000,000 lbs. A lot of tea came to Canada the previous year —58,000,000 lbs.—but this was due to an anticipated shortage.

### INFORMATION FOR A DEBATE

To prove: That Canada would be more prosperous under the present system of protection than under the policy of free trade. Please reply in the affirmative.

N.B.—As this is for a debate I would appreciate as much information as possible.—Ryley & Son, Bethany, Ont.

Answer. — This information has been mailed direct.

### WHERE TO BUY SYRUP PUMP

Will you please tell me where I can buy a syrup pump?—A. LeBlanc, Penetanguishene, Ont.

Answer—These may be purchased from Walter Woods & Co., Hamilton, Ont.; Wilson, Lytle & Badgerow, 112 Duke Street, Toronto, Ont., and Enterprise Manufacturing Co., Philadelphia, Pa.

### NATIVE WINE MANUFACTURERS

Will you kindly advise me address of a firm in Toronto who sells native wine? I got the address of a firm but mislaid it. Of course this is legitimate under the O.T. Act, as I bought it last winter.—Edward Tuffy, Cobden, Ont.

Answer.—We are giving you the following names to get in touch with: The Coleman Co., Ltd., 67 Portland St.; L. A. Kirkland, 36 Dundas St; J. J. McLaughlin Limited, 145 Sherbourne St.; O'Keefe Brewery Co., Gould St.; Gingello Limited, 29 Temperance St.; Dominion Brewery Co., Limited; S. Patterson & Co., 318 Berkeley St.; Salisbury Ginger Beer Co., 200 Dalhousie St.; Chas. Wilson Limited, 519 Sherbourne St.; Home Comfort Specialty Co., 877 Queen St. West; Ontario Wine Co.

### PEANUT ROASTERS

Kindly give me the names of firms manufacturing peanut roasters.—A. T. Logan, Lyons Brooks, N.S.

Answer.—Fletcher Mfg. Co., Hayter St., Toronto, Ont.; Kingery Mfg. Co., 420 N.E. Pearl St., Cincinnati, Ohio.

### QUEBEC USES MORE FISH

MONTREAL. — That there is an increased consumption of fish in the Province of Quebec is indicated by the Montreal trade. "Small points that we never sold any fish to before," said a prominent fish importer to CANADIAN GROCER, "have been ordering from us this winter, and trade this year has been very good; better, in fact, than for years. Prices are reasonable this year, and the trade seems to be realizing that fish is a good food, and that more and more of it should be used.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

## INFORMATION WANTED

Date.....1920..

Please give me information on the following:—Name.....

Address .....

.....

.....

.....

# No More Handle Troubles

**The New Patent "Never Strip Metal Thread Handle"**
**A Big Sales Argument for Keystone Brushes**

This new Metal Thread Handle furnishes the grocer with the strongest possible argument in favor of Keystone Brushes. It is not too much to say that this handle with its Metal Thread which cannot wear off, will sell the brush.

Two other points you have probably noticed: the finer finish of the wooden backs of Keystone Floor Brushes and the thicker filling of best quality bristles.

No additional charge for Metal Thread handles with Keystone Brushes.

Note the handle, metal thread, and ferrule—shown separately
No more wood threads, to wear off and allow the brush to drop from the handle.

KEYSTONE BRAND

**STEVENS-HEPNER COMPANY, LIMITED**
PORT ELGIN, ONTARIO

# Easter Eggs

Solid, to retail at 5 and 10c. each

Hollow, decorated at 5, 7, 10, 20, 25, 35, 50, 75c, $1.00 and $2.00.

*Quantity limited.*
*Quality and value the best.*
*Send in your order, or write for prices*

## Chas. Lauder Co.

**97 ONTARIO STREET**
**TORONTO**

# Even One Half Hour

spent reading your trade paper is time well spent. Then pass it on to your assistant, and let it help him to help you.

*YOU CANNOT IGNORE THESE FACTS*

# Jackson's Camphorated Floor Wax

IS A BETTER ARTICLE FOR LESS MONEY

It is the first successful post-war aggressor against high prices.

"WE WANT MORE" is what we hear from hundreds of enthusiastic merchants.

Made by **T. S. Jackson's & Sons, Limited,** London, England

*Sole Agents in Central Canada:* F. MANLEY, 42 Silvester-Willson Bldg., Winnipeg

The Formula for

# MAGIC

was a result of the life-time experience of a practical laundry-man.

*It Loosens The Dirt*

*ABSOLUTELY HARMLESS TO FABRICS*

Tell Your Customers How To Take The Grief Out Of Washday

Sell Them

"MAGIC"

WASHING TABLETS

Six Washes for a Quarter

**The Herald Brokerage Company, Winnipeg & Calgary**

# RICE

# RICE FLOUR

# RICE MIDDLINGS

**Mount Royal Milling and Mfg. Coy., Limited**

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
*Agents*
MONTREAL

# *SEASON 1919*

Many of the restrictions upon the exportation of our productions during the war have now been removed, and others are about to be rescinded.

We hope shortly to again be able to ship to our Canadian friends our

**"Old English Xmas Pudding," packed in tins and basins.**

**Silver Medal. Cream Stilton Cheese.**

*Particulars and enquiries from Hamblin Brereton, 256 Lemoine St., Winnipeg; Chapman, Montreal*

TUXFORD & NEPHEWS, MELTON MOWBRAY, ENGLAND

# Profit in Cleanliness

If, by chance, a customer looks into your oil room, what is revealed?

Cleanliness?

Neatness and order?

Or is the look within merely depressing and disgusting?

These views show the pump portion of the Bowser kerosene and gasoline system. These tanks for kerosene are in the basement, and for gasoline buried underground to insure safety. Note the cleanliness of the store.

BOWSER ESTABLISHED 1885
SYSTEMS

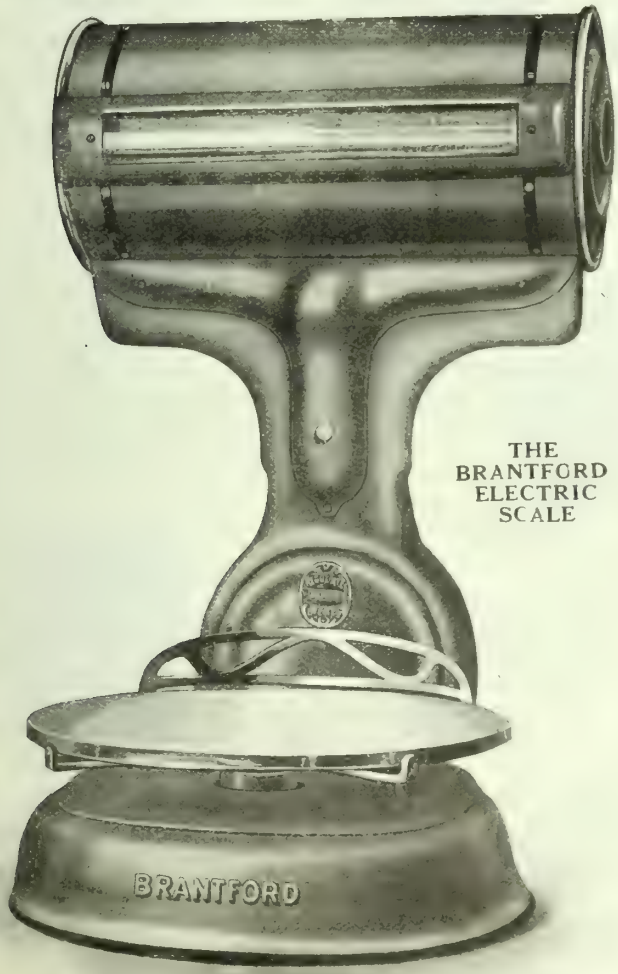
installed in your store for the storage and distributing of oils, kerosene and gasoline, assures your customer the cleanliness and orderly arrangement of your oil department are characteristics of your entire establishment.

Bowser pumps are accurate, clean and economical.

Bowser tanks are safe, clean and neat. A combination that means satisfaction and profit.

Signify your interest by asking for literature.

**S. F. BOWSER COMPANY, Ltd.**
**66-68 Fraser Ave., TORONTO, Ont.**




THE BRANTFORD ELECTRIC SCALE

# Brantford Computing Scales

(Made-in-Canada)

These all-Canadian-made Scales are the "last word" in accuracy and scale perfection.

Every working part is enclosed to insure protection from dirt and meddlers, thereby insuring long life and accurate service. Every scale is agate bearing throughout—computes instantly, is handsomely finished and easily cleaned.

There is a Brantford Scale made for every purpose and everyone is backed by our reputation to be the most complete and perfect piece of scale mechanism ever assembled. Write us for particulars.

## Brantford Computing Scale Co.

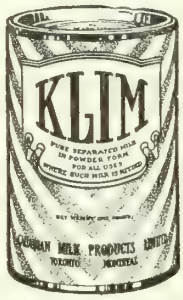
BRANTFORD, CAN.

# More Klim Will be Sold This Year than Ever Before

because more people, every day, are learning that Klim is more economical, convenient, and time-saving than any other form of milk. They appreciate "the natural milk flavor" because Klim is not boiled or cooked in the process which removes the water, and has no added sweetening.

The many ways in which Klim can be used, in place of the more expensive milk, as well as its convenience and keeping qualities, make it a daily necessity in the home.

Keep a good stock of Klim in the 3 sizes—10-pound, 1-pound, and ½-pound tins

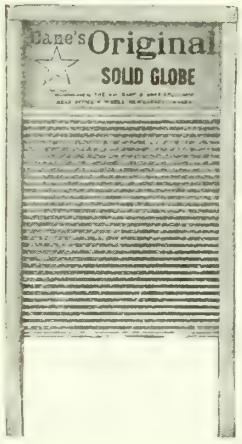

KLIM
PURE SEPARATED MILK IN POWDER FORM FOR ALL USES WHERE SUCH MILK IS NEEDED
CANADIAN MILK PRODUCTS LIMITED
TORONTO MONTREAL

**Canadian Milk Products Limited**

**Toronto**

**Winnipeg, Montreal, St. John**






# Cane's Washboards

***Built to last a lifetime***

Skilled workmanship and the very best of materials are a guarantee of long and satisfactory service.

Try a small display to prove that they are good sellers.

The profit from this first order will convince you that Cane's Washboards are worth handling.

Write to-day.

**Wm. Cane & Sons Co.**
LIMITED
NEWMARKET, ONTARIO


# QUOTATIONS FOR PROPRIETARY ARTICLES

**SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR**

### JAMS
**DOMINION CANNERS, LTD.**
**Hamilton, Ont.**
**"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.**

Screw Vac. Top Glass Jars, 16 oz

| | |
|---|---|
| Strawberry | $5 15 |
| Currant, Black | 5 05 |
| Pear | 4 40 |
| Peach | 4 40 |
| Plum | 4 20 |
| Apricot | 4 50 |
| Cherry | 4 85 |
| Gooseberry | 4 50 |

### "AYLMER" PURE ORANGE MARMALADE

| | Per doz. |
|---|---|
| 12 oz. Glass, Screw Top, 2 doz. in case | 3 15 |
| 16 oz. Glass, Screw Top, 2 doz. in case | 3 85 |
| 16 oz. Glass, Tall, Vacuum, 2 doz. in case | 3 85 |
| 2's Tin, 2 doz. per case | 5 95 |
| 4's Tins, 12 pails in crate, per pail | 0 95 |
| 5's Tin, 8 pails in crate, per pail | 1 18 |
| 7's Tin or Wood, 6 pails in crate | 1 64 |
| 30's Tin or Wood, one pail in crate, per lb. | 0 23 |

### PORK AND BEANS "DOMINION BRAND"

| | Per doz. |
|---|---|
| Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case | $0 85 |
| 1's Pork and Beans, Flat, Plain, 4 doz. to case | 0 92½ |
| 1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case | 0 95 |
| 1's Pork and Beans, Tall, Plain, 4 doz. to case | 0 95 |
| 1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case | 0 97½ |
| 1½'s (20 oz.), Plain, per doz. | 1 25 |
| Tomato or Chili Sauce | 1 27½ |
| 2's Pork and Beans, Plain, 2 doz. to the case | 1 50 |
| 2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case | 1 52½ |
| 2½'s Tall, Plain, per doz. | 2 00 |
| Tomato or Chili Sauce | 2 35 |

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

### CATSUPS—In Glass Bottles

| | Per doz. |
|---|---|
| ½ Pts., Aylmer Quality | $1 80 |
| 12 oz., Aylmer Quality | 2 55 |
| | Per jug |
| Gallon jugs, Aylmer Quality | $1.65 |
| | Per doz. |
| Pints, Delhi Epicure | $2.75 |
| ½-Pints, Red Seal | 1.25 |
| Pints, Red Seal | 1 90 |
| Qts., Red Seal | 2.40 |
| Gallons, Red Seal | 6.45 |

**BORDEN MILK CO., LTD.,**
180 St. Paul St. West,
Montreal, Can.

### CONDENSED MILK
Terms—Net 30 days

| | |
|---|---|
| Eagle Brand, each 48 cans | $11 00 |
| Reindeer Brand, each 48 cans | 10 50 |
| Silver Cow, each 48 cans | 10 00 |
| Gold Seal, Purity, ea. 48 cans | 9 85 |
| Mayflower Brand, each 48 cans | 9 85 |
| Challenge Clover Brand, each 48 cans | 9 35 |

### EVAPORATED MILK

| | |
|---|---|
| St. Charles Brand, Hotel, each 24 cans | $7 15 |
| Jersey Brand, Hotel, each 48 cans | 7 15 |
| St. Charles Brand, tall, each 48 cans | 7 25 |
| Jersey Brand, tall, each 48 cans | 7 25 |
| Peerless Brand, tall, each 48 cans | 7 25 |
| St. Charles Brand, Family, 48 cans | 6 25 |
| Jersey Brand, Family, each 48 cans | 6 25 |
| Peerless Brand, Family, each 48 cans | 6 25 |
| St. Charles Brand, small, each 48 cans | 3 30 |
| Jersey Brand, small, each 48 cans | 3 30 |
| Peerless Brand, small, each 48 cans | 3 30 |

### CONDENSED COFFEE

| | |
|---|---|
| Reindeer Brand, large, each 24 cans | 6 75 |
| Reindeer Brand, small, each 48 cans | 6 50 |
| Cocoa, Reindeer Brand, large, each 24 cans | 6 25 |
| Reindeer Brand, small, 48 cans | 6 50 |

**HARRY HORNE & CO.,**
**Toronto, Ont.**

| | Per case |
|---|---|
| Cooker Brand Peas (3 doz. in case) | 4 20 |
| Cooker Brand Popping Corn (3 doz. in case) | 4 20 |

### COLMAN'S OR KEEN'S MUSTARD

| | Per doz. tins |
|---|---|
| D.S.F., ¼-lb. | $2 20 |
| D.S.F., ½-lb. | 5 20 |
| D.S.F., 1 lb. | 10 40 |
| F.D., ¼-lb. | .... |
| | Per jar |
| Durham, 1-lb. jar, each | $0 60 |
| Durham, 4-lb. jar, each | 2 25 |

**CANADIAN MILK PRODUCTS, LIMITED,**
Toronto and Montreal

**KLIM**

| | |
|---|---|
| 8 oz. tins, 4 dozen per case | $12.50 |
| 16 oz. tins, 2 dozen per case | 11.50 |
| 10 lb. tins, 6 tins per case | 25.00 |

Prices f.o.b. Toronto.

**THE CANADA STARCH CO., LTD.**

**Freight allowance not to exceed 60c per 100 lbs., to other points, on 5-case lots or more.**

**Manufacturers of the Edwardsburg Brands Starches**

| Laundry Starches— Boxes | Cents |
|---|---|
| 40 lbs., Canada Laundry | $0 10¼ |
| 100-lb. kegs, No. 1 white | 0 10¾ |
| 200-lb. bbls., No. 1 white | 0 10¾ |
| 40 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. | 0 12¼ |
| 40 lbs., Benson's Enamel, (cold water), per case | 3 50 |
| Celluloid, 45 cartons, case | 4 80 |
| **Culinary Starch.** | |
| 40 lbs., W. T. Benson & Co.'s Celebrated Prepared | 0 12 |
| 40 lbs. Canada Pure or Challenge Corn | 0 10¾ |
| 20 lbs. Casco Refined Potato Flour, 1-lb. pkgs | 0 16 |

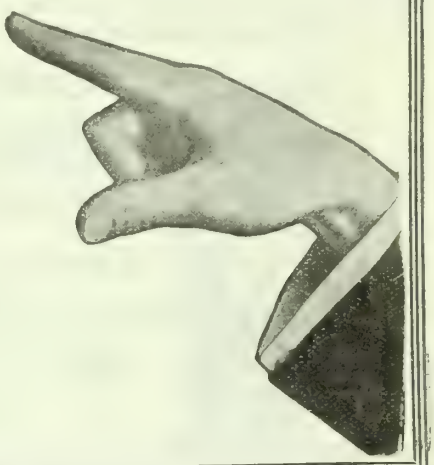
**(20-lb. boxes, ¼c higher, except potato flour.)**

## BRODIE & HARVIE'S XXX SELF-RAISING FLOUR

will reward your customers' baking efforts with perfect results. For making delicious pancakes, tempting muffins, biscuits, etc., it is without a "peer." Grocers find it a good flour to sell—a uniform flour that never varies—a flour of no regrets.

# Steady sales—good profits

There is a good, steady sale for Brodie's Self-Raising Flour and the profit margin is exceptionally good. It's a fine business-builder and a line you'll be proud to sell.



**Brodie & Harvie, Limited**

**Bleury Street, Montreal**

# Malcolm Milk Products

There are three things you can always count on when you fill your customers' needs with Malcolm Milk Products—complete satisfaction, goodwill and an excellent profit.

You cannot feature three more dependable sellers than Malcolm's. Try a good display of these "All-Canadian" leaders and see what handsome profits they will net you.

Malcolm lines have "made good" with Canadian housewives through sheer merit and purity. Rich, pure milk and sanitary methods in manufacturing, combined with Canadian skill, have made these All-Canadian lines the accredited leaders in their respective fields.

## The Malcolm Condensing Co., Limited

ST. GEORGE, ONTARIO

The American Palate Craves the Maple Taste

# Mapleine

satisfies this inborn desire. It is simply delicious in cakes, frostings, puddings, desserts—adds the bit of novelty the housewife so enjoys.

"The maple-tasting flavoring" describes it perfectly and insures its welcome with customers.

Keep plenty of Mapleine on your shelves—order of your jobber or

**F. E. Robson & Co., 25 Front St. East, Toronto**
**Mason & Hickey Box 2949 - Winnipeg**

M-531

# OAKEY'S
## "WELLINGTON KNIFE POLISH.

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

**John Oakey & Sons, Ltd.**

*Manufacturers of*

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

*Agents:*

F. Manley, 42 Sylvester-Willson Bldg., Winnipeg.

Sankey & Manson, 839 Beatty Street, Vancouver.

# TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES. Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

## P. PASTENE & CO., LIMITED

340 ST. ANTOINE STREET - - - MONTREAL, QUE.

*Order from your Jobber*

# STAR" BRAND

COTTON
CLOTHES LINES,
ROPE AND
WRAPPING TWINES

*Manufactured in Canada*


**CROWN BRAND CORN SYRUP**

| | |
|---|---|
| 2-lb. tins, 2 doz. in case | 5 45 |
| 5-lb. tins, 1 doz. in case | 6 85 |
| 10-lb. tins, ½ doz. in case | 5.75 |
| 20-lb. tins, ¼ doz. in case | 5.70 |
| (Prices in Maritime Provinces 10c per case higher.) | |
| Barrels, about 700 lbs. | 0 08¼ |
| Half bbls., about 350 lbs. | 0 08½ |

**LILY WHITE CORN SYRUP**

| | |
|---|---|
| 2-lb. tins, 2 doz. in case | $5 95 |
| 5-lb. tins, 1 doz. in case | 6 55 |
| 10-lb. tins, ½ doz. in case | 6 25 |
| 20-lb. tins, ¼ doz. in case | 6 20 |
| (5, 10, and 20-lb. tins have wire handles.) | |

**GELATINE**

| | |
|---|---|
| Cox's Instant Powdered Gelatine (2-qt. size), per doz. | $1 75 |

**INFANTS' FOOD**

MAGOR, SO N& CO., LTD.

| | Doz. |
|---|---|
| Robinson's Patent Barley— | |
| 1-lb. | $4 00 |
| ½-lb. | 2 00 |
| Robinson's Patent Groats— | |
| 1-lb. | 4 00 |
| ½-lb. | 2 00 |

**BLUE**

| | |
|---|---|
| Keen's Oxford, per lb. | 0 24 |
| In cases, 12 12-lb. bxs to case. | 0 25 |

**NUGGET POLISHES**

| | Doz. |
|---|---|
| Polish, Black, Tan, Toney Red and Dark Brown | $1 15 |
| Card Outfits, Black and Tan. | 4 15 |
| Metal Outfits, Black and Tan | 4 25 |
| Creams, Black and Tan | 1 25 |
| White Cleaner | 1 25 |

**IMPERIAL TOBACCO CO. OF CANADA, LIMITED**
**EMPIRE BRANCH**

| | |
|---|---|
| Black Watch, 10s, lb. | $1 20 |
| Bobs, 12s | 1 13 |
| Currency, 12s | 1 13 |
| Stag Bar, 9s, boxes, 6 lbs. | 1 08 |
| Pay Roll, thick bars | 1 30 |
| Pay Roll, plugs, 10s, 6-lb. ¼ caddies | 1 21 |
| Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs. | 1.25 |
| Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes | 1 20 |
| Forest and Stream, tins, 9s, 2-lb. cartons | 1 44 |
| Forest and Stream ¼s, ½s, and 1-lb. tins | 1 50 |
| Master Workman, 2 lbs. | 1 25 |
| Master Workman, 4 lbs. | 1 25 |
| Derby, 9s, 4-lb. boxes | 1 30 |
| Old Virginia, 12s | 1 70 |
| Old Kentucky (bars), 8s, boxes, 5 lbs. | 1 35 |

**COCOA AND CHOCOLATE**
**THE COWAN CO., LTD.,**
Sterling Road, Toronto, Ont.

**COCOA**

| | |
|---|---|
| Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. | $5 80 |
| Perfection, ¼-lb. tins, doz. | 1 60 |
| Perfection, ½-lb. tins, doz. | 3 00 |
| Perfection, 10s size, doz. | 1 15 |
| Perfection, 5-lb. tins, per lb. | 0 42 |
| Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz. | 3 25 |
| Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb. | 0 28 |

**UNSWEETENED CHOCOLATE**

| | |
|---|---|
| Supreme Chocolate, 12-lb, bxs, per lb. | 0 45 |
| Supreme Chocolate, 10c size, 2 doz. in box, per box | 2 25 |
| Perfection Chocolate, 10c size, 2 doz .in box, per box | 1 90 |

**SWEET CHOCOLATE**

| | Per lb |
|---|---|
| Eagle Chocolate, ¼s, 6-lb. boxes | 0 36 |
| Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case | 0 36 |
| Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case | 0 36 |
| Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case | 0 36 |
| Diamond Crown Chocolate, 28 cakes in box | 1 25 |

**CHOCOLATE CONFECTIONS**

| | |
|---|---|
| Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. | $0 47 |
| Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| 30 boxes in case, per lb. | 0 47 |
| No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. | 0 43 |
| Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. | 0 43 |
| No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. | 0 43 |
| No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. | 0 43 |
| No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. | 0 43 |
| No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. | 0 43 |
| No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case. lb. | 0 40 |
| Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. | 0 60 |
| Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. | 0 60 |

**NUT MILK CHOCOLATE, ETC.**

| | |
|---|---|
| Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box | 2 34 |
| Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box | 2 34 |
| Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb. | 0 47 |
| Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box | 2 45 |
| Fruit and Nut Milk Chocolate Slabs, per lb. | 0 47 |
| Milk Chocolate Slabs, with Assorted Nuts, per lb. | 0 47 |
| Plain Milk Chocolate Slabs, per lb. | 0 47 |

**MISCELLANEOUS**

| | |
|---|---|
| Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz. | $6 00 |
| Maple Buds, fancy, ½ lb., 1 doz. in box, per doz. | 3 20 |
| Assorted Chocolate, 1 lb., ½ doz. in box, per doz. | 6 00 |
| Assorted Chocolate, ½ lb., 1 doz. in box, per doz. | 3 20 |
| Chocolate Ginger, full ½ lb., 1 doz. in box, per doz. | 4 35 |
| Crystallized Ginger, full ½ lb., 1 doz. in box, per doz. | 4 35 |
| Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box | 2 06 |
| Triumph Chocolate, ¼s, 4-lb. boxes, 35 boxes in case, per box | 2 06 |
| Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box | 2 06 |
| Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross | 1 15 |
| 120—1c Milk Chocolate Sticks, 60 boxes in case | 0 80 |

**W. K. KELLOGG CEREAL CO.**

| | |
|---|---|
| Kellogg's Toasted Corn Flakes, Waxtite | 4 15 |
| Kelogg's Toasted Corn Flakes, Ind. | 2 00 |
| Kellogg's Dominion Corn Flakes | 4 15 |
| Kellogg's Dominion Corn Flakes, Indiv. | 2 00 |
| Kellogg's Shredded Krumbles. | 3 50 |
| Kellogg's Shredded Krumbles, Ind. | 2 00 |
| Kellogg's Krumbled Bran | 1 85 |

**BRODIE AND HARVIES**

| | |
|---|---|
| XXX Self-Raising Flour, 6 lbs. packages, do. | 6 00 |
| Do., 3 lbs. | 3 05 |
| Superb Self-Raising Flour, 6 lb. | 5 80 |
| Do., 3 lbs. | 2 95 |
| Crescent Self-Raising Flour, 6 lb. | 5 90 |
| Do., 3 lb. | 3 00 |
| Perfection rolled oats (55 oz.) | 3 00 |
| Brodie's Self-Raising Pancake Flour, 1½ lb. pack., doz. | 1 50 |

**BLACKWOODS' BAKING POWDER**

| | Per doz. |
|---|---|
| 8-oz. tins, 4 doz. to case | $ 1 50 |
| 12-oz. tins, 4 doz. to case | 2 25 |
| 16-oz. tins, 4 doz. to case | 2 60 |
| Qt. Sealers, 1 doz. to case | 5 00 |
| 3-lb. tins, 1 doz. to case | 6 50 |
| 5-lb. tins, 1 doz. to case | 10 50 |

**CORDIALS**

| | |
|---|---|
| Black Cherry | St. Julien Claret |
| Mondego Port | Grape Vine |
| Hot Todd | Ginger Wine |
| Sloe Gin | Creme de Menthe |

Packed 1 doz. qts. to case.

| | |
|---|---|
| Per case | $4 50 |
| Bulk, per gallon | 1 25 |

# *Help yourself to the profits!*

*Put Gold Dust packages where your customers can see them.*

We can't do it all. Our advertising makes women *want* Gold Dust. They will *buy* when they see it on your shelves.

Gold Dust is "Made in Canada" and advertised in Canada. It's a money maker for you.

THE N.K. FAIRBANK COMPANY
LIMITED
MONTREAL

# Why You Should Feature KING GEORGE'S NAVY

## Open a Tobacco Department

Devote a little corner of your store to the featuring of quality tobaccos and prove what a money-making line tobacco really is.

A little effort on your part will pull you many extra dollars by putting tobacco on the weekly grocers' list.

There is no surer way to give your tobacco department the right start than by featuring **KING GEORGE'S Navy**, the popular chew of the critical man.

The profits are good.

Handled by the Wholesale Trade

Rock City Tobacco Co., Ltd.

# CHICKEN HADDIES

**(Lily Brand) (Registered)**

will be the favorite dish during Lenten Time. Good taste and appetizing flavor. Recommend them to your customers.

Packed at Canso, N.S., by the

## Maritime Fish Corporation
Limited

Head Office and Sales Department, Montreal

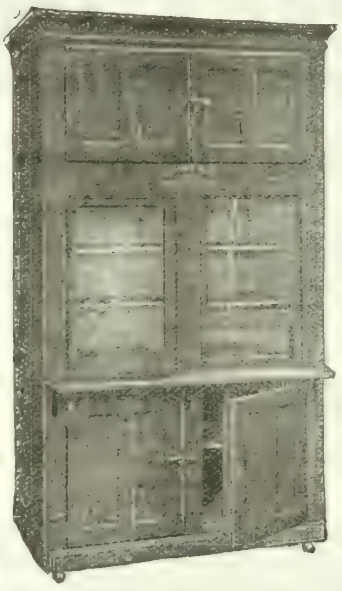
Plants at Canso, N.S. and Digby, N.S.

Packers of the celebrated MAPLE LEAF Canned Codfish Flakes



# ARCTIC

*The Safe Refrigerator*



First of all the Arctic principle of **Cold Dry Air Circulation** is basically right for the perfect preservation of perishables, and then — Arctics are built so well that many are still saving food and ice and profits, after forty or more years of good service. There are Arctics in size and price exactly to fit your requirements. Write today for free catalogue and prices.

**JOHN HILLOCK & CO., LIMITED**

**Office, Showrooms and Factory: 154 GEORGE ST., TORONTO**

AGENCIES: A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Supply Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B. C.


**LIQUEURS**

| | |
|---|---|
| H. T. Special | Ginger |
| Creme deMenthe | Black Cherry |
| Hot Todd | Port |
| Grape | Claret |
| Sloe Gin | Trench Rum |

Packed 1 doz. qts. to cs. Per cs. $6 24
Bulk, per gallon ..... 2 25

**CONCENTRATED FRUIT CIDERS**

| | |
|---|---|
| Orange | Cherry |
| Peach | Loganberry |
| Lemon | Strawberry |
| Grape | Raspberry |
| | Blackberry |

Per doz.
Packed 24, 2½-lb. tins to case. $7 20
Apple, pkd. 24, 2½-lb. tins to cs. . 7 40

**EXTRACTS**

Blackwoods' Government Standard. All flavors. Per doz.—

| 2-oz. | 2½-oz. | 4-oz. | 8-oz. | 16-oz. |
|---|---|---|---|---|
| $1 75 | 2 00 | 3 25 | 5 75 | 11 25 |

Heather Brand. Fifty per cent. over Government Standard. Per doz.—

| 2-oz. | 2½-oz. | 4-oz. | 8-oz. | 16-oz. |
|---|---|---|---|---|
| $2 25 | 2 60 | 4 25 | 7 50 | 14 00 |

**OYSTER COCKTAILS** Per doz
Pimento Stuffed, 24, 5 oz. to cs. 3 00
Packed 5-doz. 4-oz. bottles to cs. $3 25

**OLIVES** Per doz
Queens, packed 24, 8 oz. to cs. $2 20
Queens, packed 24, 16 oz. to cs. 3 25
Pimento Stuffed, 24, 16 oz. to cs. 4 50

**BLACKWOODS' DE LUXE PICKLES**

| | Ozs. | 10 | 16 | 18 | 20 | Qts |
|---|---|---|---|---|---|---|
| Sr. Mix. .. | | 2.25 | 3.15 | 3.35 | 3.75 | 4.65 |
| Chow ..... | | 2.35 | 3.25 | 3.40 | 3.85 | 4.90 |
| Onions .... | | 3.45 | .... | .... | .... | .... |
| Gherkins . | | 3.50 | .... | .... | .... | .... |
| Sw. Mix. .. | | 2.50 | 3.35 | 3.60 | 4.00 | 5.15 |
| Sw. Onions | | 3.75 | .... | .... | .... | .... |
| Sw. Gherkin | | 3.75 | .... | .... | .... | .... |

F.o.b. jobbing points add the following freight per dozen:—
10 oz., 10c; 16 oz., 15c; 18 oz., 20c; 20 oz., 25c; qts., 30c.

F.o.b. Winnipeg.

**PICKLES IN TINS** Per doz.
Sr. Mix, 2½-lb. tins ..... $3 25
Chow, 2½-lb. tins ..... 3 40
Sw. Mix, 2½-lb. tins ..... 3 50
Sr. Gherkin, 2½-lb. tins ..... 4 25
Sw. Gherkin, 2½-lb. tins ..... 4 50
Dills, 2½-lb. tins ..... 2 50
Kraut, 2½-lb. tins ..... 1 90

**PICKLES IN BULK**
Spring Top Gallon Jars

| | |
|---|---|
| Sr. Mix | $1 10 |
| Chow | 1 25 |
| Sw. Mix | 1 40 |
| Dills | 1 10 |

| Pails | 1 gal. | 3 gal. | 5 gal. |
|---|---|---|---|
| Sr. Mix | $1 40 | $3 90 | $4 60 |
| Chow | 1 45 | 3 25 | 4 00 |
| Sw. Mix | 1 70 | 4 25 | 6 50 |

**RELISHES** Per doz.
Horse Radish, 10-oz. bottle. ... $2 40
English Picalilli, 8-oz. ..... 2 25

**RASPBERRY VINEGAR, HEAVY SYRUP** Per doz
Packed 1 doz. Qts. to case. ... $5 50
Packed 2 doz. Pts. to case. ... 3 25
Packed in bbls., 6 doz. Qts. ... 5 25
Packed in bbls., 10 doz. Pts. ... 3 00

**BRAMBLE BRAND RASPBERRY VINEGAR** Per doz
Packed 1 doz. Qts. to case. ... $4 00
Packed 2 doz. Pts. to case. ... 2 50
Packed in bbls. 6 doz. Qts. ... 3 25
Packed in bbls., 10 doz. Pts. ... 2 25

**SAUCES** Per doz
Gravy Sauce, ½-pt. bottles. ... $2 50
B.B. Sauce, ½-pt. bottles. ..... 2 25
Worcester, ½-pt. bottles. ..... 1 40
Worcester, pt. bottles ..... 2 00
Mustard, 4-oz. bottles. ..... 0 95

**TOMATO BOUILLON**
Packed 1 doz. qts. to cs. Case. $12 00

**VINEGAR**

**BLACKWOODS' NO. 1 BROWN AND WHITE SPIRIT VINEGAR** Per doz
Packed 2 doz. Qts. to case. ... $2 25
Packed 2 doz. Pts. to case. ... 1 50

**BULK**

| | |
|---|---|
| 50 O.P. Spirit, per gallon | $0 52 |
| Proof Spirit, per gallon | 0 37 |
| Spirit, per gallon | 0 28½ |
| Cider, per gallon | 0 45 |
| Artificial Proof, per gallon | 0 25 |
| Artificial, per gallon | 0 22 |

**ARTIFICIAL HONEY**
Packed 2 doz., 8-oz., per doz. .. $2 50

# Dates

A few years ago this fruit was only sold at Christmas time but now it has an all year round demand —in fact it is one of the most popular of the dried fruits. We have a shipment of Hallowee's now due and are able to quote a very attractive price.

Hallowee Dates - Boxes about 65lb. **15½**

# Crystal Sugar

Bags' very good color Peruvian Crystals.

about 224 lbs. - - **15½**

# Sugar Syrup

You can do some business with this line. People get a little tired of the corn variety after eating it continually for months. This lot has good flavor and rich amber color.

Brls. Golden Sugar Syrup at - **7¾** lb.

*SEND US AN ORDER*

**H. P. ECKARDT & CO**

**WHOLESALE GROCERS**

**CHURCH STREET & ESPLANADE TORONTO**

# TEA LEAD

*(Best Incorrodible)*

**Buy "PRIDE OF THE ISLAND" Brand**

as extensively used for years past by most of the leading packers of Tea in Canada.

## Island Lead Mills, Ltd.

**Tel. Address: "Laminated," London. LIMEHOUSE**
**A.B.C. Codes used, 4th & 5th Editions. LONDON, E., England**

**Canadian Agents:** HUGH LAMBE & CO., TORONTO.
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL.

We manufacture all kinds of

## Box Shooks

And Can Guarantee Prompt Delivery

*Write or Wire for Prices*

## W. C. Edwards & Co., Limited

**Ottawa, Ontario**

**S.A.P.** **"The World's Premier Polishes"**

Write off by next mail for our advantageous terms for these excellent preserves and polishes.

S.A.P. Boot Polishes.
In three sizes, No. 1, No. 8 and No. 9, and in four colours, Black, Light Brown, Dark Brown, and Mahogany.

S.A.P. White Preparation.
In one size only. Specially prepared for canvas shoes, equipment, cricket boots, etc.

S.A.P. Furniture and Floor Polish.
In two sizes, No. 8 and No. 9, Cleans, Polishes and Preserves at the same time.

S.A.P. Prepared Wax
In one size only, No. 9. This Polish has been specially prepared for Automobile Bodywork, Upholstery, Carriages, Woodwork, Leatherwork.

S.A.P. Harness Polish.
In two sizes, No. 8 and No. 9. In two colours, Black and Brown. Specially prepared for polishing harness, accoutrements, etc.

**HERBERT & CO. (S.A.P.) LTD.**

*Export Department*
**41 Finsbury Square London, Eng.**

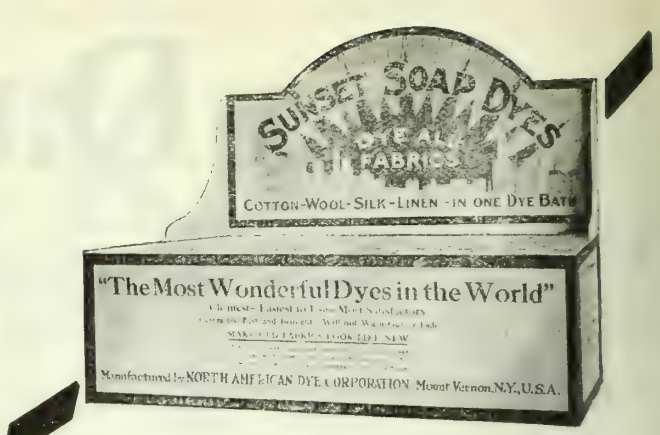
Special Appointment

# "FISH"

We have a full stock of Lake Superior herring in kegs and other pickled fish, also a quantity of frozen Georgian Bay trout, B.C. halibut and qualla salmon.

## LEMON BROS.

**Owen Sound, Ont.**


SUNSET SOAP DYES
FOR ALL FABRICS
COTTON-WOOL-SILK-LINEN - IN ONE DYE BATH
"The Most Wonderful Dyes in the World"
Manufactured by NORTH AMERICAN DYE CORPORATION Mount Vernon, N.Y., U.S.A.

## WHY CARRY MORE THAN ONE LINE OF HOME DYES

when with this attractive counter container properly filled you can supply 22 colors from dainty pink to jet black and navy blue.

These colors are permanent, will not run, fade, crock or wash out. Sunset is the only soap dye that will permanently dye silk, wool, cotton or mixed goods the same shade and depth of color in the same dye bath.

Dyes and cleans in one operation.

Will not stain hands or utensils.

**This Compact Attractive Container Sells**

# Sunset Soap Dyes

Selling at 15c, these dyes pay you more profit than any other home dye.

Extensively, truthfully advertised, Sunset is fast becoming the leading home dye. Are you getting your share of the sales and profits?

If you don't carry Sunset in stock — order a gross — now — in this sales stimulating container. Put it on your counter and watch the quick turnover. Sunset is a marvel in repeats.

Order from your jobber or write

## Harold F. Ritchie & Co., Inc.

**New York Toronto**

**NORTH AMERICAN DYE CORPORATION**
**LIMITED**
**Toronto, Canada Mount Vernon, N.Y.**

**Pet Brand Sunkist Navel Oranges**

**Pet Brand and Greyhound Lemons**

**Stripes Brand Florida Grape Fruit**

**The best in their respective Lines**

**Also Florida Cabbage**
**Florida Celery**
**Cauliflower, Lettuce, etc.**

**Fancy Boxed Apples**

**WHITE & CO., Limited**
*Fruits de Luxe*
TORONTO

# FISH *for* LENT

We have arranged for a good supply of all varieties of frozen and cured fish, and will be able to interest you both in quality and in price.

Let us have your order for—
**Qualla Salmon—Halibut—Haddies—Fillets — Smelts—Ciscoes —Kippers — Fletcher—Bloaters —Lake Herring (Pickled and Frozen)—Oysters (Bulk and in Glass).**

*"The House of Quality"*

**HUGH WALKER & SON, Limited**
ESTABLISHED 1861
GUELPH ONTARIO

NON-PAREIL
BRAND

Our prices are the lowest for guaranteed

**ROLLED OATS**
ROLLED WHEAT
SPLIT PEAS
STANDARD OATMEAL

*Write for prices of Oat Feed, Shorts and Hominy Feed*

The Parkinson Cereal Co.
THORNBURY, ONT.

*Selling Agents:*

**T. M. Sibbald & Son**
311 King Street East
TORONTO

# Cotton
# Jute
# Twines

**Walter Woods & Co.**
Hamilton and Winnipeg

# The Keenest General Merchant

cannot keep posted on the rapid Grocery Market changes of these days just by comparing travelers' prices. Travelers call less often now. Grocery markets change more often.

General merchants everywhere find in CANADIAN GROCER the early, regular and reliable market information they require.

"I don't know what I would do without CANADIAN GROCER, especially in these days when prices of groceries are changing every week," writes G. H. Thompson, Oil Springs, Ontario. (He has subscribed to CANADIAN GROCER for eighteen years).

"I consider CANADIAN GROCER worth all of $3.00 and more in these times of changing markets," writes J. A. Quenneville, Desaulniers, Ont.

CANADIAN GROCER will come to you every week with the latest market information, and much more that you can turn into money, if you decide to follow the "lines of action" you see here ready for your signature right now.

The MacLean Publishing Co.,
153 University Ave., Toronto.

Send me CANADIAN GROCER, beginning with current issue. I will pay you subscription price, $3.00 per year, on receipt of bill.

Name.....

Address.....

C.G.


# INDEX TO ADVERTISERS


A

Armour & Co. ..... 59
Aron & Co., Inc., J. ..... 3

B

Bain & Co., Donald H. ..... 12
Berg & Beard ..... 80
Borden Milk Co. ..... 1
Bowron Bros., Ltd. ..... 21
Bowser & Co., Ltd., S. F. ..... 69
Brantford Scale Co. ..... 69
B.C. Packers Ltd. ..... 64
British Columbia Hop Co. ..... 10
Brodie & Harvie ..... 71

C

Cal. Fruit Growers Exchange.. 5
Calgary Storage & Cartage.... 14
Canada Nut Co. ..... 11
Canada Paint Co. ..... 20
Canadian Broom & Brush Co... 65
Can. Cereal & Flour Mills Co. .
Inside back cover
Canadian Importations (H. Daoust) ..... 62
Canadian Milk Products ..... 70
Canadian Salt Co. ..... 60
Cane & Sons, Wm. ..... 70
Chamberlain Medicine ..... 65
Channell Chemical Co. .....
Inside front cover
Church & Dwight ..... 64
Clark, Ltd., W. ..... 2
Clayoquot Sound Canning Co... 11
Climax Baler Co. ..... 79
Cockburn, F. D. ..... 14
Columbia Macaroni Co. ..... 14
Connors Bros. ..... 58
Cosgraves Pure Malt Vinegar.. 62

D

Davies Co., Wm. ..... 57
Dayton Scale Co. .....Back cover
Diamond Dyes ..... 8
Dodwell & Co. ..... 9
Dominion Canners B.C., Ltd.... 9

E

Eckardt & Co., H. P. ..... 75
Edgett Ltd., W. H. ..... 11
Edwards & Co., W. C. ..... 76
Enquiry Page ..... 66
Escott Co., Ltd., W. H. ..... 10
Estabrooks Ltd., T. H. ..... 25
Eureka Refrigerator Co., Ltd... 10

F

Fairbanks Ltd., N. K. ..... 73
Fidelity Collection Agency .... 79
Field & Co. ..... 24
Furnivall-New Co., Ltd..... 63

G

Gaetz & Co. ..... 16
Gauvreau, Paul F. ..... 16
Grant & Co., C. H. ..... 12
Gray & Co., John ..... 8
Gunns Ltd. ..... 61

H

Hall Co., Harry ..... 10
Hanson Co., Ltd., J. H. ..... 16
Hardie & Co., H. D. ..... 23
Hargraves Ltd. ..... 15
Hay, A. H. M. ..... 16
Henderson Brokerage, B. M. .. 14
Herbert & Co. ..... 76
Hillock & Co., John ..... 74
Howe, McIntyre & Co..... 16
Huntley & Palmers, Ltd. ..... 22
Hygienic Products ..... 65

I

Imperial Grain & Milling Co... 9
Island Lead Mills ..... 76

J

Jeffress Ltd., E. W. ..... 60
Joyce, H. S. ..... 16

K

Kessell & Co., F. ..... 14

L

Lambe, W. G. A. ..... 15
Lauder & Co., Chas. ..... 67
Lawrason & Co., S. F..... 40, 41
Le Fils De Ath Flors & Co..... 16
Lemon Bros. ..... 76
Levant American Mercantile Co. 16
Lund & Co., Peter ..... 11

M

McDavid & Co. ..... 16
McLauchlan, J. K. ..... 15
McLay Brokerage Co. ..... 12
Macdonald Regd., W. C. ..... 17
Mackenzie, W. L. ..... 12
Maclure & Co., A. M. ..... 12
Maclure & Langley ..... 15
Magic Mfg. Co. ..... 68
Magor, Son & Co., Ltd. ..... 26
Malcolm Condensing Co. ..... 71
Manley, F. ..... 68
Mann & Co., C. A. ..... 79
Mapleine ..... 72
Marsh Grape Juice Co. ..... 62
Maritime Fish Corporations Ltd. 74
Marshall, H. D. ..... 15
Mickle, George T. ..... 79
Moore & Co., R. M. ..... 79
Morris & Company ..... 60
Mount Royal Milling Co. ..... 68

N

National Biscuit Co. ..... 9
National Cash Register ..... 18
National Licorice Co. ..... 62
Nelson, C. T. ..... 11
Nicholson & Rankin ..... 26
Norcanners, Ltd. ..... 15
Nugget Polish Co. ..... 19

O

Oakeys & Sons, Ltd., John .... 72
Oxo Co., Ltd. ..... 63

P

Pacific Cartage Co. ..... 14
Parke & Parke ..... 80
Parkinson Cereal Co. ..... 77
Pastene, P. ..... 72
Patrick & Co., W. G. ..... 15
Pennock & Co., H. P. ..... 13
Perry & Co., H. L. ..... 13
Pullan & Co., E. ..... 64

R

Red Rose Tea ..... 27
Richardson & Green ..... 12
Rock City Tobacco Co. ..... 73
Rose & Laflamme ..... 16
Royal Fish Co. ..... 9

S

Salada Tea Co. ..... 23
Sarnia Paper Box Co. ..... 79
Scott-Bathgate Co., Ltd..... 14
Sibbald & Son, T. M. ..... 15
Silcox & Drew ..... 16
Simms & Co., Ltd., T. S. ..... 24
Solman, O. M. ..... 16
So-Clean, Ltd. ..... 79
Spratts Ltd. ..... 64
Stevens-Hepner & Co. ..... 67
Star Brand Cotton ..... 72

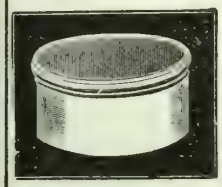
T

Tanglefoot ..... 79
Teco Mfg. Co. ..... 7
Thompson & Co., J. C. ..... 16
Toronto Pottery Works ..... 79
Toronto Salt Works ..... 79
Trent Mfg. Co. ..... 79
Tuxford & Nephews ..... 18

W

Wagstaffe Limited ..... 4
Walker & Son, Hugh ..... 77
Wallace Fisheries, Ltd. ..... 11
Watson & Truesdale ..... 13
Wells, Richardson & Co. ..... 8
Welch Grape Juice Co...Front cover
White & Co. ..... 77
White Cottell's ..... 79
White Swan Spices & Cereals. 61
Wiley, Frank H. ..... 13
Williams Storage Co. ..... 13
Woods & Co., Walter ..... 77

# BUYERS' MARKET GUIDE
## Latest Editorial Market News



**STONEWARE JARS**

Place order for crocks before the season opens. They are going to be hard to get later.
Our Catalogue shows complete line of Butter Jars, Meat Tubs, Jugs, Churns, etc.

**The Toronto Pottery Co.**
Limited
Dominion Bank Bldg.
Toronto, Canada

---

**We are now located in our new and more spacious warehouse at**

**60-62 JARVIS ST.**

**TORONTO SALT WORKS**

GEO. J. CLIFF

---

**WHITE-COTTELL'S**
*Best English Malt Vinegar*
**QUALITY VINEGAR**
White, Cottell & Co., Camberwell, London, Eng.
**Agent:**
W. Y. COLCLOUGH, 592 Kingswood Road
Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD.
Vancouver, B.C.
BAIRD & CO., Merchants, St. Johns

---

Order from your jobber to-day.
**"SOCLEAN"**
the dustless sweeping compound
**SOCLEAN, LIMITED**
Manufacturers TORONTO, Ontario

---

### OTHER LINES TO ADVANCE

With the big advance registered on sugar, it is to be expected that other lines that contain sugar in any quantity will naturally reach to higher levels.

### SPICES LIKELY TO BE HIGHER

The tendency in the primary spice markets is rather toward higher prices. Many lines are now being sold to the trade at lower prices than quotations on import stocks. Nutmegs, cloves and ginger particularly are very scarce.

---

**CLIMAX PAPER BALERS**
ALL STEEL-FIREPROOF
*"Turns Waste into Profit"*
12 SIZES
*Send for Catalogue*
CLIMAX BALER CO.
Hamilton, Ont.

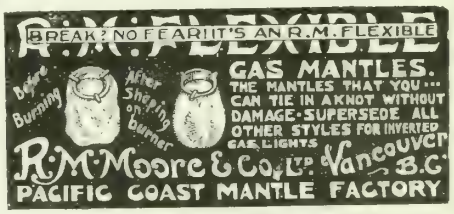
---

**FOR SALE**

Selected eggs, creamery butter, fancy dressed poultry. It will pay you to buy your supplies from

**C. A. MANN & CO.**
LONDON, ONT.
Phone 1577

---


BREAK? NO FEAR! IT'S AN R.M. FLEXIBLE
GAS MANTLES.
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE-SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS
Before Burning
After Shaping on Burner
R.M. Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY

---

**The SARNIA PAPER BOX CO., Ltd.**
SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

---

**BEANS**

**Handpicked or Screened**

*Ask for quotations*

**Geo. T. Mickle, Ridgetown, Ont.**

---

**30 DOZ. CASE FILLERS**
**ONE DOZ. CARTON FILLERS**
**¾-INCH CUSHION FILLERS**
**CORRUGATED FLATS**
**The TRENT MFG. CO., LTD.**
TRENTON - - ONTARIO

---

**Fidelity Collection Agency Ltd.**
Canadian Bank of Commerce Bldg., Winnipeg
*Collections and Adjustment*
**"We collect anything anywhere"**
References: Can. Bank of Commerce and Molsons Bank

---

TANGLEFOOT
The Non-Poisonous Fly Destroyer
The U. S. Dept. of Agriculture says in the Bulletin: Special pains should be taken to prevent children from drinking poisoned baites and poisoned flies dropping into foods or drinks.

---

These one-inch spaces only $2.20 per insertion if used each issue in the year.

# Wanted

## Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2 cfor each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

### FOR SALE

SHOWCARDS AND PRICE TICKETS MADE reasonable. Send me trial order.. Box 80, Canadian Grocer, 153 University Ave., Toronto.

WOULD LIKE QUOTATION ON CROP OF about 500 Imperial gallons pure maple syrup in one gallon cans, six gallons to crate. F.o.b. shipping point, Parry Sound district. Box 82, Canadian Grocer, 153 University Ave., Toronto.

FOR SALE OR RENT—LARGE BRICK STORE with fixtures, at Conestogo, Waterloo County. General business established sixteen years. H. H. Bowman, 10 Ernest Ave., Toronto, Ont.

FOR SALE — TWO RIGHT-HAND FORD trucks. Suitable for grocer. One new, other used few months. C. Southon & Son, Lakeport, Ont.

PARTNER IN THRIVING GENERAL STORE and feed business wishes to sell. $3,500 would handle proposition. Apply Box 60, Canadian Grocer, 153 University Ave., Toronto.

GROCERY AND BUTCHER BUSINESS IN residential section, City of Hamilton; stock and fixtures about $7,000; annual turnover over $50,000. Reasonable rental, or can purchase building; good reasons for selling. This is an exceptional opportunity. Apply to Box 74, Canadian Grocer, 143 University Ave., Toronto, Ont.

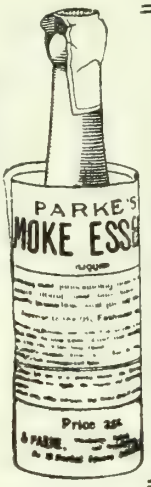
WANTED—A GROCERY BUSINESS WITH OR without stock, in the rural district preferred. Box 62, Canadian Grocer, 153 University Ave., Toronto.

FOR SALE — A FINE GROCERY ICE BOX, also suitable for a restaurant, 10 ft. long, 6 ft. high and 2 ft. in depth; has 11 compartments, 2 ice chambers, with looking glasses; holds 700 lbs. of ice. A great value. Apply to Joseph Adam, 2 Howard Ave., Windsor, Ont.

FOR SALE—IN NOVA SCOTIA—A GENERAL store, small stock, new building, small village on railroad, thirty miles from city. Apply Box 52, Canadian Grocer, 143 University Ave., Toronto, Ont.

GROCERY FOR SALE—LARGE SHIP YARD trade. Good clean stock. Good reasons for selling. Apply Box 76, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—A GENERAL STOCK IN A COUNtry town, midway between Montreal and Ottawa. For information apply to Box 72, Vankleek Hill, Ontario.




**To Smoke and Cure Meat**
Better than the old smoke house method.

**Parke's Smoke Essence**

A liquid, easy to use, just apply it with a brush.

**Retails 35c and 75c**

35c size, enough for about 100 lbs. is packed in compartment corrugated cases, 36 bottles in each. Price, $8.40 per case. 75c size, enough for about 300 lbs., is $6 per dozen.

**Parke & Parke Limited**
MACNAB ST. AND MARKET SQ
Hamilton, Ontario

Opportunities are offered every week on this page.

Are You making use of them?

### SITUATIONS WANTED

DOES ANY LARGE TEA HOUSE REQUIRE representation. Ten years' experience in wholesale bulk trade and well known to buyers in Quebec and Ontario. Box 70, Canadian Grocer, 153 University Ave., Toronto, Ont.

YOUNG MARRIED MAN, 24 YEARS OF AGE, having four years' experience in general store, desires a position in wholesale or retail store in the Province of Ontario. Can commence at once. Best of references. Apply to Box 84, Canadian Grocer, 153 University Ave., Toronto.

### WANTED

ADVERTISER IS OPEN TO ENTERTAIN PURCHASE of a first-class grocery business which will stand thorough investigation; give full particulars first letter, cash required, turnover, net profits; towns or cities in Western Ontario considered. Box 50, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—GROCERY AND CONFECTIONERY business; stock and fixtures $2,000; near city. Box 78, Canadian Grocer, 153 University Ave., Toronto.

PARTNER WANTED—$8,000 CASH BUYS HALF interest in growing general store business, including buildings, located in heart of prosperous farming community in Western Ontario. Turnover last year $30,000. Increasing every year. For further particulars apply Box 54, Canadian Grocer, 153 University Ave., Toronto.

### AGENCIES WANTED

COMMISSION AGENT CALLING ON THE mining and lumbering business in the Cobalt and Porcupine District wants a few good lines. A. Lalonde, Box 131, Timmins, Ont.

MONTREAL IMPORTER VISITING ENGLAND in spring is open to act as buying or selling agent for Canadian manufacturers. Strong connection on candies and grocery lines in England Can undertake care of exhibits at Canadian Exhibition in London. D. F., Canadian Grocer Southam Bldg., Montreal.

MANUFACTURERS' AGENTS, MONTREAL, are looking for agencies in connection with grocery and candy trade. 250 open accounts in Montreal. A.B.C. Canadian Grocer, Southam B'dg., Montreal.

ARE YOU REPRESENTED IN ALBERTA OR B.C.? Grocer with wide experience wants good agency. Grocery or allied trades. First-class salesman. Highest references. Apply Box 86, Canadian Grocer, 143 University Ave., Toronto.

**RID OF RATS**

The only non-poisonous Rat and Mouse exterminator in the world . . . .

Millions are using it in all civilized countries. Fully guaranteed.
Exclusive territories granted to responsible dealers or agents.
Price—15 cents per box, $1.80 per doz.. $1.00 per lb. in bulk.

BERG & BEARD MFG. Co., Inc.,
100 Emerson Place, Brooklyn, N.Y.

This big Red and Blue Package will prove one of your best sellers. Just recommend it to your customers. Steady repeats will be the rule.

Get our prices on Split Peas, Pot and Pearl Barley, Manitoba Blended and Ontario Wheat Flours. Our shipping facilities include four large railways and our large daily capacity guarantees quick delivery.

# Quality Rolled Oats

Are made from the Finest Canadian Grown Oats, semi-cooked and rolled into thin flakes.

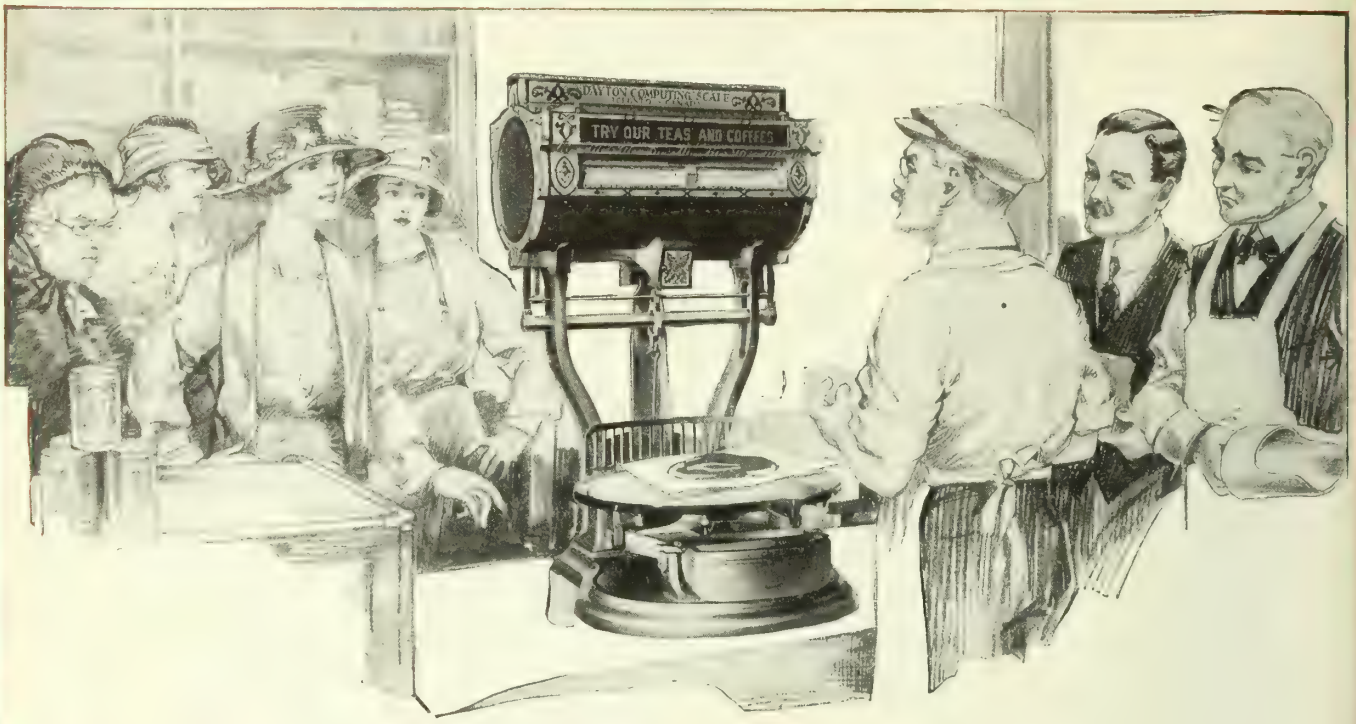
Women everywhere appreciate this feature of Quality Oats. The thinly rolled and partially-cooked flakes make delicious porridge in remarkably fast time, and our special pan dried process imparts a rich nut-like flavor that ever wins favor. This handsome new container is big, attractive, moth-proof and air-proof and we can give you immediate delivery on quantities of any size. Write us to-day.

## Canadian Cereal & Flour Mills Co., Limited

TILSONBURG, ONTARIO

**Head Office - - Stratford, Ont.**

Selling Agents for Ontario:
Cruickshank and Guild - - 32 Front St. West, Toronto




# Speed up, Mr. Grocer, get another Dayton!

No use talking, Mr. Grocer, your customers do appreciate prompt service. They may want to take all the time they like choosing this or that article, but when it comes to weighing and parcelling they don't like to wait. They won't wait. If you haven't enough clerks, or enough scales, or a modern, up-to-date cash system, it won't take much to switch them to a competitor of yours who CAN give them fast service.

The Dayton Automatic Scale is the highest-priced scale on earth because it's the best—the most durable — the handsomest finished of all scales.

***"If it's a Dayton, it's Right"***

***MADE IN CANADA***

# Dayton Computing Scales

**Royce and Campbell Ave.**
**TORONTO**

**FRANK E. MUTTON**
***Vice-Pres. and Gen. Mgr.***

**Branches in**
**All Principal Cities**

*Division International Business Machines Co., Ltd., also makers of International Time Recorders and Hollerith Electric Tabulators.*

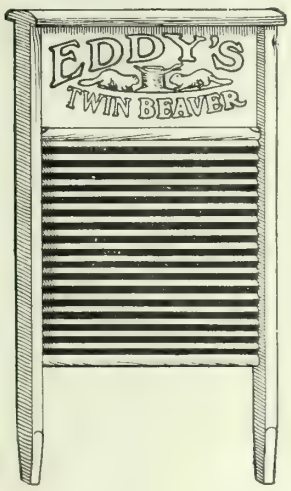
EXPORT NUMBER

# CANADIAN GROCER

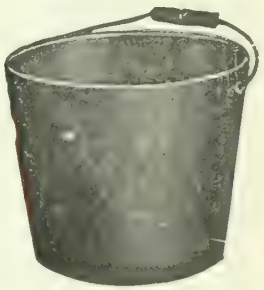
Member of the Associated Business Papers——Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE: TORONTO, MARCH 12, 1920 No. 11




## Quality Goods Properly Advertised



The ideal combination for a profitable business.

Eddy dealers enjoy the advantages of such a combination to the very fullest.

They have the assurance of Quality—Eddy quality that is based upon a scientific manufacturing experience of some sixty years.

They reap the full benefit of Eddy consumer advertising—convincing educational publicity the effect of which is very apparent in an increased demand for Eddy wares.

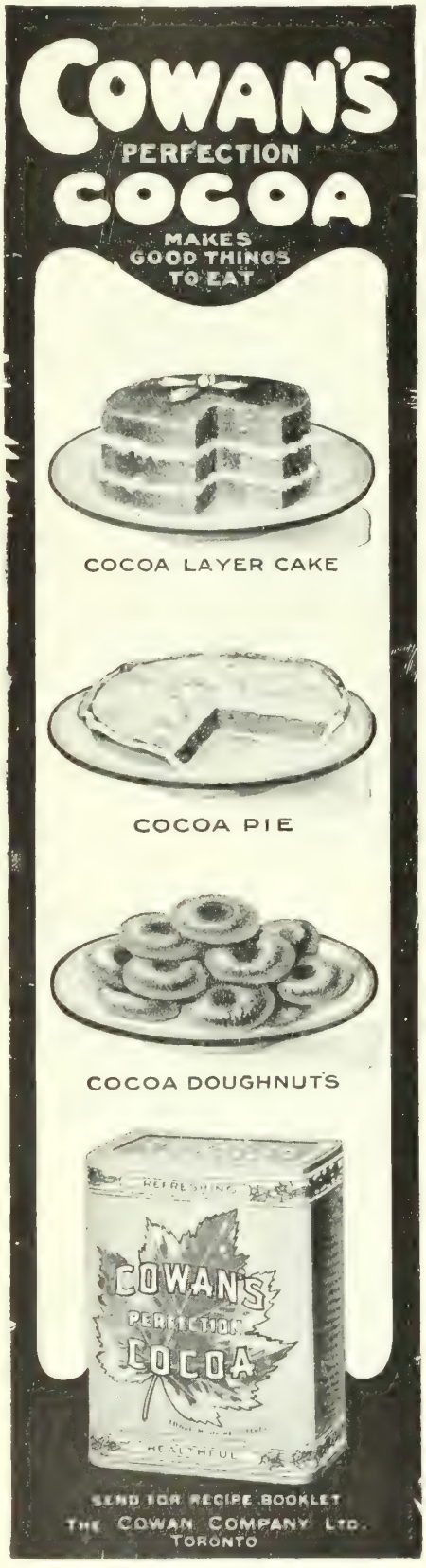
What Eddy Quality and Eddy Advertising has done for other dealers it will do for you.

Put the combination to the test by a good display of the popular Eddy lines pictured here. They are year round sellers that will profit you well.

The E. B. Eddy Co., Limited
Hull, Canada

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of report will be sent on request to anyone interested

# Profit by Selling




# COWAN'S PERFECTION COCOA

THE public demand for COWAN'S PERFECTION COCOA makes it profitable stock for a dealer to carry. That demand has been created through the satisfaction it has given to housekeepers.

The demand is steadily increasing and the dealer who carries this cocoa can rely on growing trade and the confidence of his customers. The stock is never left on your hands and you have a quick turnover of your money, with good profits.

We do not merely sell you our goods. By extensive advertising throughout the country we help you to sell the cocoa you purchase from us. We also provide you with attractive placards in your store.

Housekeepers find COWAN'S PERFECTION COCOA of delicious flavor and concentrated strength. It is economical and can be recommended for all kinds of cooking where the flavor is desired. When customers ask for cocoa, recommend Cowan's, and watch your trade grow.

Write to us for more particulars. Booklets of Cowan's Cocoa recipes for distribution amongst customers. Sent in lots of hundred or more to dealers who handle COWAN'S PERFECTION COCOA.

***Made in Canada***

**The Cowan Company Limited**
**Toronto**

CANADIAN GROCER, published every Friday. Yearly subscription price, $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

# Borden's

MILK PRODUCTS LEAD IN QUALITY

# The name that guarantees greater turnovers, better profits

Borden's Milk Products have won and maintained an enviable reputation for quality and dependability with Canadian women—a reputation that spells prestige and big turnovers for Borden dealers.

Since the year 1857 Borden's Milk Products have set a standard of quality that has placed them far above competition. They contain a higher percentage of butter fats and solids than required by the government regulations. They are made in Canada by Canadians. The profits are good and back of the name "Borden's" is the powerful sales-creating force of steady consumer advertising.

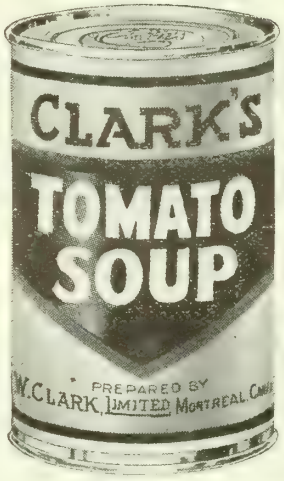
SIX CANADIAN FACTORIES

## The Borden CO., LIMITED

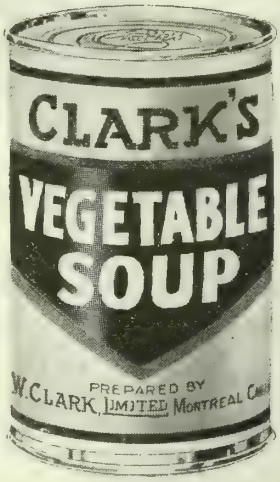
**Leaders of Quality**

**MONTREAL** **VANCOUVER**

# CLARK'S SOUPS




## MADE IN CANADA BY CANADIANS




Permit us to again remind you, Mr. Grocer, that you can BUY THE BEST in SOUPS, PORK AND BEANS and OTHER GOOD THINGS in prepared foods right at home in Canada.

When you buy CLARK'S you buy strictly Canadian products, backed up by extensive advertising and with an established consumer reputation.

Your margin is good, and if you buy "Made in Canada" products you get more for your dollar and make more out of it.

## W. CLARK, LIMITED - MONTREAL

Clark's

Home of J. Aron & Co., Inc., Santos, Brazil

We are in a position to offer the Canadian Trade large quantities of all varieties of Heavy and Fine Chemicals, Agricultural Chemicals and Sundries, as well as all other products for Chemical, Soap, Paper, Dyeing Industries, Tanneries, etc.

The technical services of our chemical engineering experts are at your disposal for advice and information regarding production methods and use of proper materials.

# J. ARON & COMPANY, Inc.
## NEW YORK

***Canadian Representatives:***

**A. T. Cleghorn, Vancouver, B.C.; Nicholson-Rankin, Ltd., Winnipeg, Man.; Alex. F. Tytler, London, Ont.; J. T. Price & Co., Hamilton, Ont.; James Kyd, Ottawa, Ont.; Dastous & Co., Reg., Sherbrooke, Que.; Hughes Trading Co. of Canada, Ltd., Montreal, Que.; Lind Brokerage Co., Ltd., Toronto, Ont.; Schofield & Beer, St. John, N. B.; O. N. Mann, Sydney, N.S.**

POTATOES WILL MAKE MONEY FOR ME THIS YEAR I'LL PLANT A BIG CROP
AH! SPROUTING ALREADY AND FINE HEALTHY SHOOTS
NINE HUNDRED BUSHELLS AT $1.25 IS—
WHAT'S THIS? BUGS! I MUST SAVE THE CROP
I KNOW WHAT WILL FIX 'EM. I SHOULD OF HAD SOME IN STOCK
TOWN 5 MILES
QUICK— MUNRO'S PARIS GREEN
MUNRO'S PARIS GREEN
A GOOD SPRAYING WILL FINISH THE PESTS
THERE IS NOTHING LIKE KNOWING WHAT TO DO IN A CASE LIKE THIS
A FINE HEALTHY CROP, AND ALL DUE TO MUNRO'S PURE PARIS GREEN

# Seed Time and Harvest

THESE are the days of the Progressive Farmer. He plans ahead never doubting that Nature will provide the seasons. He does not withhold planting potatoes fearing Mr. Potato Bug will get them. He anticipates Mr. Dealer that you will have on hand when emergency arises, a stock of

## MUNRO'S PARIS GREEN

STRICTLY PURE *(Government Standard)*

*Manufactured by*

## McARTHUR, IRWIN, LIMITED

*Established 1842* MONTREAL

# *Personality*

Every store reflects the personality of the owner. And store personality is a vital factor in drawing and holding trade. Has your store a pleasing personality?

The first requisite of a pleasing personality is cleanliness. Clean show cases, clean windows, clean shelves, clean floors and clean goods—make an appeal to customers. Banish dust from your store and it will be easily kept clean.

## IMPERIAL
## STANDARD
## Floor Dressing

is specially made for dust prevention and at the same time preserves and polishes wood work, linoleum and oil cloth.

Dust cannot rise from floors treated with Imperial Standard Floor Dressing. One gallon is sufficient to treat upwards of 700 square feet of floor surface—one application will keep the floors bright and clean for months.

Imperial Standard Floor Dressing is sold in gallon and four-gallon lithographed sealed cans; half-barrels and barrels. Stock up and make your own store such a shiny example that you can get the business of neighboring stores, public and private buildings.

**IMPERIAL OIL LIMITED**

Power - Heat - Light - Lubrication

Branches in all Cities

T-1895

# Canadian Industries Exhibition

## LONDON, ENGLAND

**June 3rd to 17th, 1920**

## CANNERS AND EXPORTERS

If you've any goods to sell,
Don't shout about them down a well;
Take them on top of the highest tree,
Spread them out for all to see.

Part of our stand space at the above Exhibition is still available for your products.

Don't stand on us. Stand with us

See our advert. in last week's issue or write direct to

**"Import Dept."**

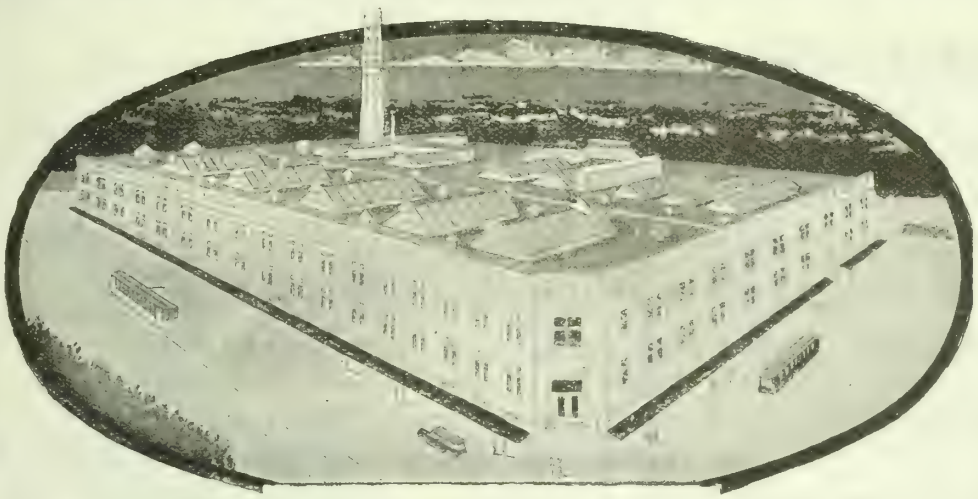
**A. H. PARKER & SONS**

**Produce Brokers**
**Importers and Exporters**

**Carlton Chambers, Baldwin St., BRISTOL, ENG.**
**9-10 Fenchurch St. or 2-3 Philpot Lane, or LONDON, "**
**Produce Exchange Bldg., Victoria St., LIVERPOOL "**

**Also at GLASGOW, CARDIFF, NEWCASTLE and DUBLIN**

# WAGSTAFFE'S



New Season's Seville Oranges just arrived

WAGSTAFFE LIMITED
HAMILTON - ONTARIO - CANADA

THE MOST MODERN EQUIPPED PLANT IN CANADA, FOR FRUIT PRESERVING, CANDIED PEEL AND CRYSTALLIZED FRUITS.

We are now making delivery of our

## New Season's Celebrated

## Seville Orange Marmalade

All Orange and Sugar, No Camouflage

*Order from Your Wholesale Grocer*

# Wagstaffe Limited

Pure Fruit Preservers

Hamilton - - - - Canada

**Representatives:** H. F. Burton, 513 Dominion Bldg., Vancouver, B.C.; Dominion Brokerage Co., Edmonton, Alta.; Dominion Brokerage Co., Calgary, Alta.; W. H. Escott Co., Ltd., Winnipeg, Man.; W. H. Escott Co., Ltd., Saskatoon, Sask.; W. H. Escott Co., Ltd., Regina, Sask.; W. G. Hinton, 89 Marchmont Rd., Toronto, Ont.; H. G. Smith, 386 Beaconsfield Ave., N.D.G., Montreal, Que.; J. B. W. Smith, 708 Waterloo St., London, Ont.; F. G. Knox, Collingwood, Ont.; W. S. Clawson & Co., St. John, N.B.; H. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton, 7 Duke St., Truro, N.S.; John Rossitor, St. John's, Nfld.

# THE BISCUITS OF
# HUNTLEY & PALMERS, Limited
## READING AND LONDON

are renowned throughout the whole world as being the finest that are made, and unequalled both for quality and for keeping properties.
Amongst their greatest favourites are the following :—

| | |
|---|---|
| **BREAKFAST** | The most perfect type of unsweetened rusk. |
| **DIGESTIVE** | Made from selected meal. Short eating, highly nourishing and easily digested. |
| **DINNER** | Especially suitable for serving with soup or for use with butter or cheese. |
| **GINGER NUTS** | Unique, delicious and unrivalled. As popular now as in the days of our grandfathers. |
| **NURSERY** | An excellent food for children and invalids. For many years they have had a large and increasing consumption both in England and abroad. |
| **OSBORNE** | Often imitated — never equalled. Slightly sweet. |
| **PETIT BEURRE** | Favourites even when our parents were young. |
| **TEA RUSKS** | Very delicate and much appreciated at Afternoon Tea. |

***Representatives :***

NOVA SCOTIA and PRINCE EDWARD ISLAND
John Tobin & Co.
Matin Street, Halifax, N.S.

NEW BRUNSWICK
Angevine & McLaughlin
P.O. Box 5, St. John, N.B.

QUEBEC
Rose & Laflamme, Ltd.
500 St. Paul Street West, Montreal.

ONTARIO
The MacLaren Imperial Cheese Co., Ltd.
69 Front Street East, Toronto.

MANITOBA, SASKATCHEWAN and ALBERTA
W. Lloyd Lock & Co.
179 Bannatyne Avenue East, Winnipeg

BRITISH COLUMBIA—
MAINLAND
Kelly, Douglas & Co., Ltd.
Water Street, Vancouver, B.C.
VANCOUVER ISLAND
R. P. Rithet & Co., Ltd.
Victoria, B.C.

NEWFOUNDLAND and LABRADOR
P. E. Outerbridge
P.O. Box 1131, St. John's, N.F.

# HUNTLEY & PALMERS, LIMITED
## READING AND LONDON, ENGLAND

# FRESH DRIED WHOLE EGG

*Guaranteed Soluble*

## CHICKEN BRAND

Packed in Cases containing 140 lbs. each, or, in Cartons containing the equivalent of twelve Shell Eggs.

*Wholesale Agents Wanted*

**H. D. Hardie & Co., Ltd.**
11-27 Bishop St.
Anderston, Glasgow

Also at 102 Southwark Street, London, S.E. 1

Telegraphic Address: "Azote, Glasgow."
Telegraphic Address: "Stiracto, Boroh, London"

# Sun-Maid Advertising *vs.* Raisin Production

America is learning the goodness of raisins from day to day. Because of the heavy demand, **Sun-Maid Raisins in original hands to-day are scarce.**

This is in spite of the fact that production of raisins in California has **doubled** in five years.

***Order Sun-Maid Raisins from your jobber —AT ONCE. Avoid disappointment.***

**Three Varieties:**

SUN-MAID SEEDED
(Seeds removed)

SUN-MAID SEEDLESS
(Grown without seeds)

SUN-MAID CLUSTERS
(On the stem)

**California Associated Raisin Co.**
*Membership 9000 Growers*
Fresno, California

Owing to the high freights prevailing

CONTINUE TO IMPORT

supplies of

# SPRATT'S

DOG CAKES
POULTRY FOODS
CANARY & PARROT MIXTURES
Etc.,

through **SPRATT'S**
PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

**SPRATT'S PATENT LIMITED**
24-25 Fenchurch St., London, E.C. 3, Eng.

# Waste Paper

## High Prices Offered Now

**Sell Yours Don't Waste It**

**"Climax"**
All-Steel
**Baling Presses**

are used by thousands of progressive merchants from coast to coast. Have one in your basement or storeroom and put your waste paper, cardboard boxes in it every day, you will be surprised how soon you will have a bale to sell. It will reduce your fire risks.

FREE 10 DAYS' TRIAL

Made in Canada—12 Sizes

Write to-day for Catalog and Prices—our Service Dept. will find you a market.

**CLIMAX BALER CO.**
Hamilton, Ont.

# DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

**Our agents are:**

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

## Dodwell & Co., Ltd.

*Importers & Exporters*

VANCOUVER

# HOPS

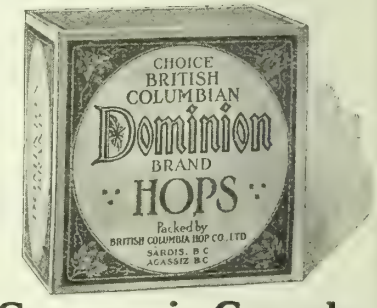
**In Quarter and Half Pound Full and Short Weight Packages**

***BUY DIRECT FROM THE PRODUCER***

**BRITISH COLUMBIA HOP CO., LTD.**

Ranches located at Sardis, Agassiz, B. C.

*Head Sales Office:* 235 Pine Street San Francisco, California.




**Largest Hop Growers in Canada**

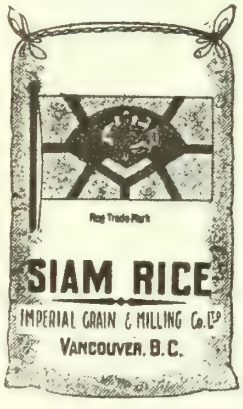
***Write for Prices—Samples***

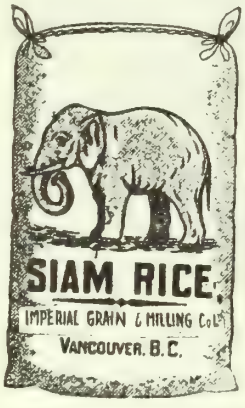
AGENTS: For Western Canada—Donald H. Bain Co., Winnipeg, Man. Ontario—Raymond & Raymond, London, Ontario. Quebec and New Brunswick—Arthur P. Tippet & Co., Montreal, Quebec. Newfoundland—Globe Trading Co., St. John's, Newfoundland. Nova Scotia—Chisholm & Co., Ltd., Halifax, N.S.



# Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.




We are offering the best value in Rice on the Canadian market to-day.



# The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

## Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

***Your jobber can supply you.***

**NORCANNERS, LIMITED**

**STAVANGER, NORWAY**

**American Headquarters:**
**105 Hudson Street, New York**

**Canadian Agents:**

C. B. Hart Reg. Montreal — A. S. May & Co. Toronto — Donald H. Bain Co. Winnipeg

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

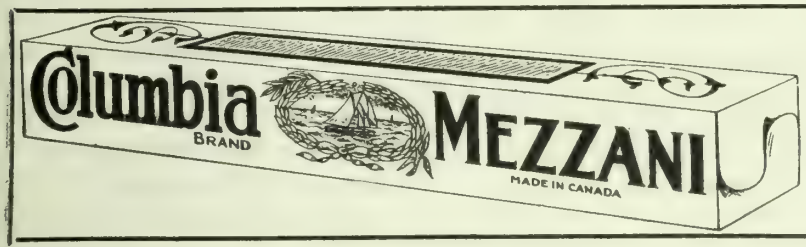
**North West Trading Co., Ltd.**
*Importers of Australian and Oriental Produce*
*SALMON BROKERS*
DOMINION BLDG. VANCOUVER

# Squirrel Brand PEANUT BUTTER

**W. H. Edgett Ltd.**
Vancouver
Canada
**Importers — Exporters**
Handlers: Beans, Nuts, Potatoes

**C. T. NELSON**
Grocery Broker and Manufacturers' Agent
105 Hibben-Bone Bldg., Victoria, B.C. In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

**PETER LUND & COMPANY**
Manufacturers' Agents
Can sell, and if required, finance one or two additional staple lines for
**British Columbia Territory**
*Interested manufacturers please communicate.*
505 Metropolitan Bldg., Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C.




**MACARONI**
The pure food that builds Muscle and Bone at small expense
*The Meat of The Wheat*
Manufactured by the
**Columbia Macaroni Co., Limited**
LETHBRIDGE, ALTA.

"Yes, 'Red Arrow,' I find them selling splendidly and giving good satisfaction."

NATIONAL BISCUIT & CONFECTION CO., LTD., VANCOUVER
NATIONAL BISCUIT CO., LIMITED - - REGINA

EVERY MORSEL EDIBLE AND DELICIOUS

# "ALBATROSS" PILCHARDS

through their unusual deliciousness will appeal to European taste in a marked degree.

We are especially equipped to offer prompt shipments. Write for price quotation and further information.

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:
**Ontario and Quebec:** Alfred Powis & Son, Hamilton, Ontario
**Manitoba & Sask.:** H. P. Pennock & Co., Ltd., Winnipeg, Man.
**Alberta & British Columbia:** Mason & Hickey
J. L. Beckwith, Victoria, B. C.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

**THE McLAY BROKERAGE CO.**
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
*Take advantage of our Service*
WINNIPEG MANITOBA

**A. M. Maclure & Co.**
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALIES

**Richardson Green, Limited**
MANUFACTURERS' AGENTS
Calling upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

**W. L. Mackenzie & Co., Ltd.**
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

**C. H. GRANT CO.**
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

**PACIFIC CARTAGE CO.**
C.P.R. Carters
Office: C.P.R. Freight Sheds CALGARY
*Distribution of Cars a Specialty*
Storage and Forwarding Prompt Service

**B. M. Henderson Brokerage, Ltd.**
Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

**Western Transfer & Storage, Ltd.**
C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association

# Donald H. Bain Co.

## WHOLESALE GROCERY COMMISSION AGENTS

### Herewith are Some Facts on Product Marketing

We have a highly-specialized, keen brained staff of untiring sales promoters. We have your interests at heart, every hour of the day the moment you enlist our services. We have an enviable record of results, with satisfied customers to prove it.

Should you have a product that has not been successfully marketed, we are especially trained to market it in the Western field, in a way that it has never before been marketed—with the paramount of success.

**Get in touch with us.**

## Head Office: WINNIPEG

**Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER**

ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

**FRANK H. WILEY**
Mfrs. Agent and Importer
Groceries and Chemicals
Headquarters for Feed Molasses
**533-537 Henry Ave., Winnipeg**

MANITOBA
SASKATCHEWAN

*Wholesale Grocery Commission Brokers*

ALBERTA
WESTERN ONTARIO

## H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

*We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.*

## The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space nintey-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

**Williams Storage Co.**
WINNIPEG
and
Winnipeg Warehousing Co.

## Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

**Wholesale Grocery Brokers and Manufacturers' Agents**

TRACKAGE
STORAGE
DISTRIBUTION

"ALWAYS ON THE JOB"

## The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

**As your Selling Agents, we can make a big success of your Account.**

STORAGE DISTRIBUTING FORWARDING

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN CANADA

## SCOTT-BATHGATE CO., LTD.

**Service | Reliability | Integrity**

We have founded our business on these three corner stones—Service, Reliability, Integrity. These are the secret of our success in marketing goods in the West.

If your line does not conflict we can give you the same service.

**Scott-Bathgate Co., Ltd.** Wholesale Grocery Brokers and Manufacturers' Agents **149 Notre Dame Ave. E., Winnipeg**

## W. H. ESCOTT CO.
LIMITED

*Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants*

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

### SALES FORCE

Your account intrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

**Regina, Sask.** **Saskatoon, Sask.**
**Fort William, Ont.**
**Calgary, Alta.** **Edmonton, Alta.**

One of the necessary articles kept on hand in every well appointed home and public building—an article that is in constant demand by everyone—everywhere—

THE OLD RELIABLE

## KEATING'S POWDER

**The Universal Insecticide**

Recommend it to your customers for all insects. It's SURE DEATH every time KEATING'S comes in proper contact with

| | | |
|---|---|---|
| **Flies** | **Ants** | **Bugs** |
| **Fleas** | **Wasps** | **Cockroaches** |
| **Mosquitoes** | **Beetles** | **Moths** |

KEATING'S POWDER is harmless to human or animal life. It is extensively advertised and well known. Keep a good stock on hand—it sells readily.

**Made by THOMAS KEATING, London, England**
Established 1788

SOLE AGENTS FOR CANADA

**HAROLD F. RITCHIE & CO., LIMITED**
10 McCaul Street, TORONTO

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

**J. K. McLauchlan**
Manufacturers' Agent and Grocery Broker
Biscuits, Confectionery, Jams, Cereals, Grocery and Drug Specialties
45 FRONT ST. EAST, TORONTO

**MACLURE & LANGLEY**
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

**CRUICKSHANK & GUILD**
Manufacturers' Agents
2 Front St. W. TORONTO

**LOGGIE, SONS & CO.**
Merchandise Brokers
Manufacturers' Agents
*GROCERS, CONFECTIONERS and DRUG SPECIALTIES*
SERVICE — LOGGIE, SONS & CO. — SATISFACTION
32 Front TORONTO St. West CANADA

**W. G. PATRICK & CO.**
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

**C. MORRIS & COMPANY**
Importers Exporters
Grocery Brokers
*Head Office:* TORONTO
*U. S. Office:* CHICAGO, ILL.

**H. D. MARSHALL**
*Wholesale Grocery Broker*
OTTAWA MONTREAL HALIFAX

**Le Fils de Ath. Floros & Co.**
SMYRNA
Highly reputed Packers and Shippers of RAISINS (SULTANAS and ELEMES) want to engage RESPONSIBLE AGENTS in all important jobbing districts of Canada

TRADE EXCELSIOR MARK

**BROOMS**

**No. 1 Carpet Broom**
**Rex Broom**
**I X L Broom**
Our lines of high-grade brooms for the house

**No. 1 and No. 2 and Extra**
Our good grade house brooms

Warehouse, Deck, Toy Brooms and Whisks

**J. C. SLOANE CO.**
Owen Sound Canada

**OCEAN BLUE**
In Squares and Bags

Sells just as readily at the corner Grocery as in the big Department Stores—and at the same price.

It is praised by all who use it. No matter what class of trade you cultivate, your customers will be glad to buy OCEAN BLUE.

Order from your Wholesaler.

**HARGREAVES (CANADA) Limited.**
The Gray Building, 24 and 26 Wellington St. W., Toronto.

Western Agents: For Manitoba, Saskatchewan & Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creeden & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page

QUEBEC

**ROSE & LAFLAMME**
LIMITED
*Commission Merchants*
*Grocers' Specialties*
MONTREAL TORONTO

**Look These Over**
THEN ORDER
HALL SALMON, EPPS COCOA, SYMINGTON'S SOUPS AND GRAVIES, MAPLEINE, THIIS SARDINES, HERRINGS.
J. C. THOMPSON COMPANY
MONTREAL, QUEBEC

**AGENCIES WANTED**
For Food Products, Confectionery, etc. For the Dominion Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

**MANUFACTURERS**
Place your merchandise with a modern up-to-the-minute Agency in 1920.
O. M. SOLMON
MANUFACTURERS' AGENT, IMPORTER, EXPORTER, COMMISSION MERCHANT
Is open to represent several new progressive manufacturers in the New Year.
4492 St. Catherine St. W., Montreal

**PAUL F. GAUVREAU**
Wholesale Broker
Flour, Feeds and Cereals,
84 St. Peter Street, Quebec.
I am buyer of flour, feeds, grains of all kinds, damaged grain, also cereals. Mail samples.

**AGENCIES WANTED**
For food products, jams and confectionery lines for the Province of Quebec, also for Egypt, Roumania, Bulgaria, Turkey, Greece and Italy. Good connections and best references. Levant-American Mercantile Co., Ltd., 408 Power Bldg., 83 Craig W., Montreal.

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
**A. H. M. HAY**
*General Produce & Lumbermen's Supplies*
Phone 5311
Residence 6383
98 St. PETER ST.
QUEBEC

Established 1889
**HOWE, McINTYRE Company**
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL - CANADA

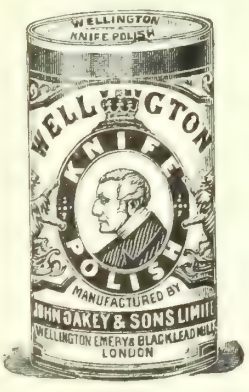
**SHEELY-MOTT CO.**
Brokers and Manufacturers' Agents
A FEW MORE FIRST CLASS AGENCIES WANTED
Bankers: Home Bank of Can.
St. Nicholas Bldg., Montreal

TELEPHONE MAIN 7143
**ST. ARNAUD FILS CIE**
GROCERY BROKER
Importateurs & Exportateurs
Pois et Feves
Produits Alimentaires
Importers & Exporters
Peas and Beans
Food Products
ST. NICHOLAS BUILDING, MONTREAL

**BRITISH GUIANA**
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
*Manufacturers' Representatives*
41 Robb Street, Georgetown, Demerara, British Guiana
*Exporters:* Cocoanuts, Coffee, Rice, Cocoa.

**WANTED**
Agencies for food products for the City of Montreal, best references.
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

MARITIME PROVINCES
**GAETZ & CO.**
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.




**OAKEY'S**
**"WELLINGTON KNIFE POLISH!**
The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.
**John Oakey & Sons, Ltd.**
*Manufacturers of*
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1., Eng.
*Agents:*
F. Manley, 42 Sylvester-Willson Bldg., Winnipeg.
Sankey & Manson, 839 Beatty Street, Vancouver.

**TOMATO PASTE**
MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES. Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.
**P. PASTENE & CO., LIMITED**
340 ST. ANTOINE STREET - - - MONTREAL, QUE.

*By Royal Warrants to H.M. King George V., and to H. M. Queen Alexandra*

# Jeyes' Fluid

## —the safe and efficient disinfectant—

### offers grocers a highly profitable selling proposition

The efficiency of Jeyes' Fluid as a safe disinfectant is known throughout the world. Grocers can turn this ready made demand into **exceptionally big profits** if they stock this dependable seller and recommend it to their customers.

## —a reliable preventive for "Influenza"

Help your customers guard against Influenza by suggesting this trustworthy preventive. Jeyes' Fluid possesses a pleasing, healthful odor and should be used in the bath, in sinks, in lavatories, and can be sprayed in the air in homes, theatres, etc. It is put up in 4 and 8 oz. bottles—dozen to the case—1 pt. tins, quart tins, gallon drums and casks, for stable use, etc.

Investigate Jeyes' Fluid as a seller—the profits will amaze you.

**Sole Agents for Canada:**

**MACLURE & LANGLEY, LIMITED**

WINNIPEG TORONTO MONTREAL

# LIQUID VENEER MOP

MADE IN CANADA

## *Biggest Sensation in Mopdom*

Nearly a million users in less than ten months! This is the phenomenal record of the new Liquid Veneer Mop. Thousands of dealers have found this mop the fastest-selling mop they have ever handled. *Best of all,* it pays you

## 67% Profit On Your Investment

Simply specify the "Liquid Veneer Mop Assortment," a combination of mops and Liquid Veneer. It's the ideal trial order, sells quickly and nets you 67% profit on your investment.

Ask your jobber for full particulars about this mop and special Mop Assortment. All dealers are furnished beautiful lithographed cut-outs, free and other valuable helps.

*Right Now* is the time to investigate. The biggest advertising campaign in Liquid Veneer history is just starting!

Don't forget! Ask your jobber (or write us) for full particulars about this mop. It will easily *TRIPLE* your Liquid Veneer business.

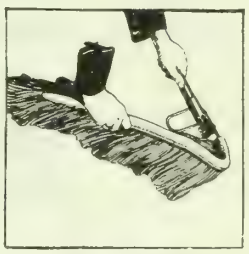
# LIQUID VENEER MOP

MADE IN CANADA

## *Has 5 Great New Features*

Here are the 5 big reasons why the Liquid Veneer Mop has over-shadowed all other mops:

(1) The Cleaning swab comes off frame with a pull — like a curtain from a rod — easy to wash, wring out, dry and slip back on frame.



Removable Swab

(2) Note the full yarn center which gives greater cleaning surface than any other mop and enables it to pick up vast quantities of dust and dirt. It is *more* than a fringe around a frame and fully protects the floors.

Full Yarn Center

(3) The handle remains secure in any position without adjusting nuts or bolts. This entire lack of mechanical fixtures appeals strongly to the housewife. The long 54-inch handle goes under the lowest furniture.

(4) The Mop is treated with Liquid Veneer. It produces results on floors so beautiful, so cleanly and so lustrous as to make them *look just like new*. It overcomes the damage done by oil polishes and mops, leaving the floors without the faintest trace of grease.

Adjustable Handle

(5) New swabs may be obtained separately, packed individually in handsome lithographed metal cans, very salable and attractive.

The Liquid Veneer Mop is a wonderful seller. Each mop is packed in a beautiful colored metal can, by far the most attractive mop package on the market.

The mop actually sells itself! Be sure to get your share of the business. Retail price, $1.75 each.

Extra Swabs Obtainable

Treat With Liquid Veneer

## Buffalo Specialty Co.

BRIDGEBURG, ONT.
CANADA

# THE WANT AD

will supply your **wants.** The world is full of **wants;** the **want** ad introduces the man who **wants** to Buy to the man who **wants** to Sell. Many of our subscribers **want** to add to their sales force; many of the clerks **want** to make new business connections.
Agents **want** to buy or sell something they **want** or do not **want.**

## CANADIAN GROCER

*wants* to introduce you to the man who *wants* what you *want* to sell him. See the *want* ad. section on last page of this number. The rate for this service is very reasonable—Three cents per word for first insertion, two cents per word for each subsequent insertion and five cents extra per insertion for box number.

IT PAYS TO ADVERTISE

## CANADIAN GROCER

153 UNIVERSITY AVENUE, - - - TORONTO, ONTARIO

# 40¼% Increase

A review of the Sales of 'SALADA' TEA during the past 2 months shows that they have INCREASED BY

# 410,989 Pounds

compared with the corresponding 8 weeks of last year. If our standard half-pound packets containing this quantity of tea were placed end to end they would reach for

# 71 MILES

in a continuous line AND, REMEMBER! THIS REPRESENTS THE **INCREASE** FOR EIGHT WEEKS ONLY.

'FAR AND AWAY THE BEST BY EVERY TEST' ——— ISN'T THIS RECORD CONVINCING PROOF?

## EXPORT DEPARTMENT

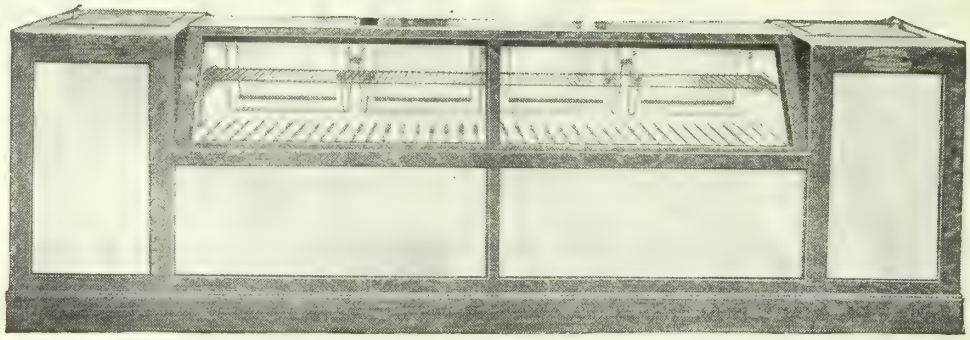
We are equipped to handle any size or description of order for 'Salada' Packet Tea (the finest in the world). Last year we exported to 38 different countries where QUALITY was the popular demand. Labels in English, French and Spanish. Experienced export packers. Every detail carefully watched. *Your Enquiries Solicited.*

# "SALADA" TEA COMPANY

OF CANADA, LTD.

TORONTO

# The Eureka Patented Freezer Counter Case



Is without doubt the best investment the retail grocer could make. Our model 105 illustrated above has the double advantage of displaying your produce in the best manner possible in the most tempting manner, and of keeping these articles under the most perfect refrigeration all the time. While it is not necessary to maintain a temperature below freezing point, we guarantee that the temperature of Eureka Freezer Counter Cases to go below freezing point and stay there if required.

**Model 105 is made in 10, 12, 14 and 16 ft. lengths, and is 42″ high and 36″ wide.**
**Write for free illustrated literature.**

## EUREKA REFRIGERATOR CO. LTD.

*Head Office and Factories:* OWEN SOUND, ONT.

# $1 FOR A MAN

*Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay $1 to find a good man? Sure you would.*

WHAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

**Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.**

**This means—keep on repeating the insertion of your advertisement—"until forbid."**

**It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 6,500 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.**

But we go to 6,500 and more likely places, remember that. No other single newspaper in the world gets into 6,500 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

**CANADIAN GROCER WANT ADS.**
**153 UNIVERSITY AVENUE, TORONTO**

# An Opportunity for Far-Sighted Merchants

IN ORDER that we may assist far-sighted merchants to take advantage of the opportunity brought about by changing conditions to develop their sales of fine quality tea, we are putting on the heaviest campaign of advertising we have ever gone in for. The advertising has commenced in the newspapers and features strongly the finer qualities of Red Rose Tea.

There is more money in circulation than ever before and without a doubt consumers are more critical about the quality of goods they purchase.

We saw this opportunity some time ago and made a test on a small territory. The result was more than we had hoped for; we are convinced that any merchant can sell a large portion of his customers the finer qualities of Red Rose Tea.

Red Rose Tea has been established over twenty-five years. It is a name high in public esteem—the favorite tea in thousands of homes. It has always stood for good quality. It needs no special introduction—just a little extra effort on your part in conjunction with our advertising and you will soon have a fine quality tea business.

Your customers will be greatly pleased with the richness and exquisite flavour of the finer qualities of Red Rose Tea—your profits will be larger and you will draw many new customers to your store.

*May we include a 36-lb. carton with your next order?*

## T. H. Estabrooks Company, Limited

**St. John, Montreal, Toronto, Winnipeg, Calgary, Edmonton**
**St. John's, Newfoundland, and Portland, Maine**

*For further particulars, prices, samples, etc., write our nearest office*

## THE NEW APPETISER

*Delicious Flavour* **SAVORA**

*Delicate Aroma* **SAVORA**

This deliciously appetizing preparation is made in conjunction with Colman's D.S.F. Mustard and is put up in convenient sized jars—2 doz. or 4 doz. to the case.

**J. & J. Colman, Ltd. 108 Cannon St., London, Eng.**

Include a case of Savora with your next order from your wholesaler—

**MAGOR, SON & COMPANY, LIMITED**

**191 St. Paul St. West, Montreal 30 Church St., Toronto**

**Canadian Agents**

# Abbey's EFFERVESCENT SALT

Makes Life WORTH LIVING

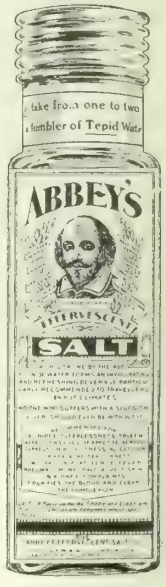
## BIG BUSINESS AND MORE COMING

The demand for Abbey's Salt has shown a steady and consistent increase since the first of the year.

Sales for February were just about double those for January. Orders for March promise to double those of last month. And we are just on the threshold of the big spring season for Abbey's Salt.

Hundreds of grocers are taking advantage of the demand for Abbey's Salt, created by the big advertising, and are making money on this nice business.

ARE YOU?




**The Abbey Effervescent Salt Company, Montreal**

CANADIAN GROCER

Vol. XXXIV. TORONTO, MARCH 12, 1920 No. 11

# What Constitutes a Combine That Unduly Restricts Trade?

## Board of Commerce Begins Long Session in Hamilton to Determine This Important Question—What is the Definition of a Wholesale Grocer and Is It Right for a Manufacturer to Fix a Resale Price?—When These Two Questions Are Answered the First May be Easier

Reported by Canadian Grocer's own correspondent

HAMILTON, Ont., March 8.—Two big questions loomed up at the first day's proceedings; on Monday, in the investigation of the affairs of the wholesalers, manufacturers and retailers, alleged to be operating in restraint of trade by fixing prices, etc. One was the question as to what constitutes a wholesale grocer. The other: "Is it, or is it not, in the interests of the public that the manufacturer has the right to fix his resale price from wholesaler to retailer by agreement or contract with the former?"

The case is being held before the Board of Commerce, represented by Commissioners W. F. O'Connor and Murdock, the former presiding. A. W. Roebuck, Toronto, is conducting the case for the Ontario Attorney-General's department, which authorized the investigation. Robt. McKay, of Johnston, McKay, Dods and Grant, Toronto, represents the Wholesale Grocers of Ontario. I. H. Hellmuth, K.C., Toronto, is counsel for W. K. Kellogg Cereal Co., Toronto and Battle Creek, Mich., also for E. W. Gillett Co., Limited, Toronto, and Britton Osler for the Borden Co., of Montreal. W. J. Hobson, retailer, Hamilton, states the retailers are not represented by counsel.

Judging from the array of witnesses subpoenaed by the Crown and defendants, the sitting of the Board is likely to last for several days, if not into next week. Members of the various branches of the trade feel that the investigation is going to "clear the air," which has been more or less highly electrified since the Hamilton retailers, some weeks ago, held a meeting to discuss organization, the report of which alleged that they had met to fix prices.

Mr. Roebuck, at the outset, pointed out that the complaint of the department was that agreements had been made between the manufacturers and the wholesalers of a most drastic kind to fix prices from wholesaler to retailer, thereby practically eliminating competition, and influencing the prices of commodities. It was also charged that rebates were offered to wholesalers on certain conditions, and wholesalers were obliged to sign statutory declaration that these conditions had been lived up to, and any violation might mean a cutting off of supply.

"I am informed that in the year 1886 there were 40,000 people in Hamilton, and there were six wholesale grocers in business here," said Mr. Roebuck. "At the time these proceedings were instituted, the population was 110,000, and there were still six wholesale grocers in business here."

He stated that this investigation would not be anything in the nature of a prosecution. It was the hope of the Attorney-General's department to secure an order from the Board of Commerce directing that no combinations nor agreements, such as those alleged, be entered into in the future.

Frank D. Fearman, of Fearman Bros., wholesalers, Hamilton, was first witness called. Fearman Bros. have been in business some six years, but formerly as manufacturers' agents. Gradually the business had changed to include general grocery lines.

Mr. Fearman, in his evidence, stated that at first he was not placed on the jobbers' list by a number of manufacturers, including W. C. Macdonald, Reg'd, E. W. Gillett Co., Ltd., and others. He had been cut off by the W. K. Kellogg Co. He became a member of the Wholesale Grocers of Ontario in December last.

Mr. Roebuck produced a copy of the document which Mr. Fearman signed. The agreement was as follows:

"We, the undersigned, carrying on a strictly wholesale business, do hereby make application to become members of the Wholesale Grocers of Ontario.

"In making this application we declare that we are conducting a strictly wholesale business, and are carrying a full assortment of groceries.

"Our business is not a co-operative one, and we agree not to sell to consumers organized for buying purposes. We are not in any way connected directly or indirectly with any plan or agreement by which our stockholders are to receive dividends on the basis of their purchases, nor are we interested in the profits of any retail business.

"We agree to abide by any rules or regulation that may be adopted at any annual or special meeting of your association.

"In case we at any time cease to carry on a strictly wholesale grocery business, we shall cease to be members of the Wholesale Grocers of Ontario, and shall have no interest in the funds thereof."

In answer to counsel regarding becoming a member, Mr. Fearman said:

"I felt that in my past methods of business I was working to disorganize the proper channels of trade. I was not dealing in all lines as a broker."

Counsel: "Do you feel that your exclusion then was justified?"

"In a way, yes."

"Did you state these opinions to the Attorney-General's department last November?"

"No."

"Did you hold them then?"

"No. My communication with the department was not in the nature of a complaint, but of information."

"Did your change of ideas come gradually?"

"Yes. I saw things in a different perspective."

"Was your change of ideas accelerated by conference with the members of the association?"

"To a certain extent."

"Did you have any correspondence with the St. Lawrence Starch Co.?"

"Yes."

"What was the reply to your application to the St. Lawrence Co.?"

"It was stated that, owing to a disastrous fire, for the time, no new accounts could be opened."

"Did you, in citing the correspondence when conferring with the Attorney-General, state that the letter also said: 'we will be glad to hear of future information on your application to become a member of the association?'"

"I don't remember."

"Did you have any correspondence with the W. K. Kellogg Cereal Co.?"

"No. They approached me."

"Before you came into the association?"

"Yes. I placed an order with them."

"What happened then?"

"The next time I was informed that the company had difficulty in looking after its old customers, and could not supply me with a second order."

"How did you learn this?"

"Verbally with the agent, Mr. A. H. Jolley."

"Did Mr. Jolley mention any conversation with a wholesale grocer?"

"Yes."

"Was the name mentioned?"

"Yes. It was Mr. Beckett."

"What did Mr. Jolley tell you about this conversation?"

"It was to the effect that Mr. Beckett had said that if the Kellogg company was going to deal with others than wholesale grocers, his firm would cease its dealings with the company."

"Did you have any further correspondence with the company after you had become a member of the association?"

"Yes. I got a letter accepting an order, and stating that in the past the company had been unable to fill my order through shortage of supplies."

"Did you have correspondence with the Canada Starch Company?"

"Yes. I was informed that, through a shortage of production, no new accounts could be taken on."

"Did you apply to the Canadian Shredded Wheat Company?"

"Yes. The manager showed me that they were away behind in orders, and could not take on any new customers."

"Was anything said about the association?"

"No."

"Was there any difference between your business and any other wholesale business at the time you laid your complaint to the Attorney-General?"

"Up to the spring we were doing business on different lines."

"At the time when this was going on was there any difference?"

"No."

Mr. Roebuck read a letter from the St. Lawrence Starch Company in reply to one from Mr. Fearman. It said:

"We are very glad to hear that you have overcome the difficulties in the way of your becoming a member of the association."

"Did you make a contract with any of the companies mentioned?"

"Yes. The St. Lawrence Starch Company."

Mr. Roebuck produced the copy of the contract. It provided that the wholesaler should sell at the listed prices. On conditions that the terms were lived up to, a rebate was granted to the wholesalers.

Mr. Fearman stated, under examination, that the contract fixed the buying and resale price, and the profit. He had also signed a similar contract with the E. W. Gillett Company.

"Did you make any other understandings with other companies?"

"We felt morally bound to maintain the manufacturers' price list. Our basis of profit was fixed."

"When did you first make application to become a member of the association?"

"My sworn and signed application went in last November."

"Had you made no informal application?"

"Yes. I spoke to Mr. Smye. I told him I wanted to comply with all the ethics of business, and he saw no reason why I should not become a member."

"Did you see anybody else?"

"Yes. I spoke to Mr. Beckett."

"What did he say?"

"He also saw no reason why I should not become a member."

"When did these conversations take place?"

"Last September."

"Then there came this interview with the Attorney-General's department?"

"How that came about was a matter of common knowledge. I mentioned the matter to Mr. Jolley, and he told a friend of his who laid information with the department."

"When you were taken into the association did you give any undertaking that you would cut out all your former supposedly unethical practices?"

"We said that we would maintain business on upright lines."

"Have you attended any of the meetings of the association yet?"

"Yes. I attended the convention in Toronto last week."

"Any others?"

"Yes. I was at a meeting of the local wholesalers."

"Did the question of this investigation come up?"

"Yes. I think the matter was left in the hands of Mr. Beckett."

"And then, as to the convention in Toronto: were there any resolutions passed?"

"I think there were."

"Was any resolution proposed and passed by which the wholesale grocers pledged not to buy from manufacturers who would not confine their sales to the 'legitimate' wholesale trade?"

"I don't remember any."

"Was there any resolution passed to the effect that every broker or accredited representative of a manufacturer must have in his pocket a card carrying the endorsation of the secretary of the Wholesale Grocers' Association before the trade would have any dealings with him?"

"Not that I know of."

Robt. McKay, counsel for the Wholesale Grocers, cross-examined the witness.

Answering his questions, Mr. Fearman said that he felt that if prices were cut to some retailers there would be a tendency to eliminate the smaller retailer; that where retailers found another was getting a better price than they, they would become disinterested, if not hostie, to that manufacturer's product.

"Would they buy any more than necessary?"

"No."

"Weren't there cases where they had discontinued the line?"

"Yes."

Answering Mr. Hellmuth, witness said:

"We had no correspondence with the E. W. Gillett Co., Ltd., until after we became a member of the association early in January."

To Britton Osler he said:

"We had no understanding with the Borden Co. that list prices must be kept. We considered they were the prices that should be quoted."

W. S. Ware, sales manager for Canada of the W. K. Kellogg Cereal Co., Toronto and Battle Creek, Mich., was the next witness. Answering Mr. Roebuck, he said he was in the South for his health at the time the Jolley-Fearman Bros. matter came up, and was not familiar with it.

"Did you ever receive any communication from any wholesaler regarding Fearman Bros., either verbal or writing?"

"No; not to my knowledge."

"Did you make a trip to Hamilton to discuss the matter with Mr. Beckett?"

"I make many trips to Hamilton, but none in particular to discuss such matters with any wholesaler. We are not guided by a discussion among the trade as to whom we shall sell or not sell. I was instructed by Mr. O'Brien, of our head office in Battle Creek, to close Fearman Bros.' account. While I was in the South, Robt. C. Smith acted as sales manager."

Counsel produced a letter written by Mr. Ware to A. H. Jolley, instructing him not to take any orders from Fearman Bros. until further notice.

"W. F. Morley, Toronto, was at one time on your list?"

"Yes."

"Do you sell to him now?"

"No. Not since shortly after the New Year."

"Isn't Morley a wholesaler?"

"Depends upon what a wholesaler is."

"Why was he struck off the list?"

"I cannot say why. The account was

closed on instructions from head office in Battle Creek."

"You have had several conversations with Mr. Beckett re W. K. Kellogg Cereal Co. Was anything said about the Battle Creek Toasted Flake Co., of London, Ont., selling Morley when you could not?"

"I said I understood Morley was buying from the London people, and, as far as I can recollect, Beckett said he would find out, and wrote them a letter."

"I understand Morley was selling a large group of stores (Loblaw's) in Toronto?"

"Yes; but they handled our goods after he was cut off."

Mr. Ware could give no reason why Mr. Morley was taken off the list, claiming that all matters of that kind were dictated to him by the head office in Battle Creek.

At this juncture Commissioner O'Connor remarked that witness was creating the impression that whatever the reason was it was wrong, and urged him to give his reason; but Mr. Ware maintained he did whatever head office ordered in such matters.

Same applied to Creighton Bros., Toronto, who were taken off the list.

"Did Mr. Pyke (A. C. Pyke, secretary Ontario Wholesale Grocers) demand that they be taken off?"

"No."

"What price-fixing arrangement have you?"

"None."

Mr. O'Connor: "Call them sales arrangements."

Mr. Ware explained they did not sell to consumers, have had no contracts since 1914 and "we ourselves judge as to who are wholesalers."

"Why are some wholesalers sold to and some not?"

"That's a matter for head office to decide."

Mr. Hellmuth, counsel for the W. K. Kellogg Cereal Co., explained that his client was an American company trading in Canada under a license, that policy is decided in Battle Creek, and accounts kept there. "We claim we have a perfect right to sell to anybody, and to refuse to sell to anyone we think is not a legitimate wholesale house. If a firm doesn't come within our definition of a wholesaler, we do not sell them. We sell to wholesale houses, and they can give our goods away if they want to. We have the right to listen to anyone's suggestions as to why we shouldn't sell a particular party, and we exercise these rights."

Mr. Roebuck: "There was a time when Lumsden Bros. were not on your list?"

Mr. Ware: "Yes. They are on now—went on likely while I was away."

"Did they go on when they joined the association?"

"I don't know whether or not they are members now."

"Do you know Joseph Harris, of Hamilton?"

"No; never saw him. We do not sell him, and I never had a request from him to be put on our list."

Mr. McKay: "Did you ever have any arrangements with the Hamilton wholesalers that you would not sell a certain party?"

"No. We don't consult anyone."

"Do you sell large retailers like Eaton's and Simpson's?"

"We do."

"The wholesalers haven't much love for that, have they?"

To Mr. O'Connor, witness said they sold Hudson's Bay Company, in Winnipeg, who have a wholesale house, but not the United Farmers' Association or the U.F.O. They sold Goodwin's, of Montreal, but no other retailers there.

"We give the same deal to the large department stores as to the jobbers," he said.

Mr. Roebuck: "Do you consider that a fair deal?"

"Personally, I think one price to all should prevail, regardless of quantity."

Geo. H. MacFarlane, general manager E. W. Gillett Co., Limited, was the next witness.

In answer to Crown Counsel, he said:

"We have an agreement stating the price at which wholesalers shall sell to the retailer. We have a price for the jobbing trade, and one for the retailer."

"Are there any exceptions?"

"We have two forms of contract. One mentions a certain discount to the jobber. The other provides a smaller discount and a rebate twice a year if the terms of the agreement have been fulfilled."

Mr. Roebuck: "The rebate ones are the sheep of doubtful color, and the others the white ones?"

"You had an agreement with Medland Bros. once?"

"Yes; but this terminated six or seven months ago."

"Why?"

"We thought they were cutting our prices, and we put them on the rebate list so we could hold back their advantage and penalize them, if we thought it advisable. They asked to be put on the other list, which we declined to do. They asked us to cancel the agreement, which was done."

"The Canada Brokerage Co., Toronto, were also on the rebate list?"

"Yes. We require a firm buying from us to make a declaration that our prices have not been cut, and then we allow them the rebate."

Mr. O'Connor to Mr. Roebuck: "Have you put in all agreements? Because we may be called upon to say which are good and which are bad. Of course, you'll say they are all bad."

"Yes," replied the Crown Counsel.

Mr. Roebuck to witness: "What lists have you—wholesalers to whom you sell, and those you don't sell?"

"Just a list of those to whom we sell."

"Did you ever receive a list from the wholesalers of whom they termed legitimate wholesalers?"

"Yes. I think we did."

A list was also put in of wholesalers in Ontario who were sold by the E. W. Gillett Co., Ltd., who are not members of the association.

There were also some four members of the Association to whom they didn't sell for various reasons.

"Do you sell Morley?"

"No. We have had no application from him. We don't sell anybody unless unless our agreement."

**When a Wholesaler is a Retailer**

"Do you sell the York Trading Co?"

"No. We consider they are retail grocers."

"How do you define a retail grocer?"

"Two ways. If the concern has a retail counter; and if the dividends are distributed in proportion to their purchases instead of being based on their stock in the concern."

"Will you sell to a wholesaler interested in the retail business?"

"Yes; after considering his application and if dividends are paid on amount of money invested in the business."

Mr. McKay: "Have you any letters or agreements as to whom you shall sell?"

"No. None whatever."

"Do you sell according to quantity?"

"No; we don't believe in it."

"We have a list for the retailer, and if he buys direct he has to pay same price as if he bought through the wholesaler."

"Does that apply to Eaton's and Simpson's?"

"Yes."

**Ethics of the Resale Price**

Mr. O'Connor: "While the witness is with us, we might hear of some of the advantages or disadvantages of the resale price. It is in the forefront of this whole enquiry."

"What are the advantages of selling through the wholesaler?"

Mr. MacFarlane: "We believe it is the cheapest way. The wholesale trade can distribute our output cheaper than we can. We have only about 400 accounts on our books; that cuts down the bookkeeping cost. It cuts the cost of freight and distribution, because we ship in car-

**THE MANUFACTURERS INVOLVED**

The manufacturers named in the complaint of the Attorney-General's Department are:—

W. C. Macdonald, Regd., Montreal; St. Lawrence Starch Co., Ltd., Port Credit, Ont.; Surprise Soap Co., Ltd., Toronto; Canadian Shredded Wheat Co., Ltd., Niagara Falls, Ont.; Battle Creek Toasted Corn Flakes Co., London, Ont.; W. K. Kellogg Cereal Co., Toronto; The Borden Co., Montreal; Canada Starch Co., Ltd., Montreal; Procter & Gamble Co., Hamilton; Quaker Oats Co., Ltd., Peterborough; C. H. Catelli Co., Montreal; E. W. Gillett Co., Ltd., Toronto.

load lots by freight. If we sent them direct to the retailer, in many cases they would have to go by express. We have 45 travelers, and would have to have at least ten times that many if we sold direct to the retailer. Our men cover their territory only three times a year. Travelers of the wholesalers sell 800 or 900 other lines. In our own case, we believe our goods reach the consumer more cheaply in this way than if we sold direct to the retailer."

"What about the question of having a fixed price? Does it mean cheaper goods?"

"In case of Royal Yeast, our price to the consumer was the same for over 30 years until the war. The jobber and the retailer have both been allowed a fair profit."

Mr. O'Connor: "What are the advantages to the manufacturer of selling at a fair fixed common resale price?"

"There is no slaughtering of goods, and if wholesalers and retailers are going to remain in business they cannot cut prices. People you want to sell to are afraid to buy if there is the chance of the price and their profit being cut. Many in the trade would not be interested in handling our goods if the prices could be slaughtered. The tendency would be for the manufacturer to go out of business.'

Mr. O'Connor: "A few individuals would benefit and the mass of the people would pay higher prices? Is that correct? I'm asking these questions to get this side of the case from one with many years' experience."

Mr. MacFarlane: "Yes; and we get stability of demand by fixing the price. Both wholesaler and retailer welcomes a fair fixed price."

Then followed a legal discussion between Mr. O'Connor and the various counsel as to the definition of a combine, the Commissioner holding that there were two kinds, one good and the other bad, because not in the interests of the public.

Mr. Roebuck contended that a combine existed in restraint of trade where there was a fixed resale price.

Mr. O'Connor: "If the manufacturer only made one-half of one per cent. by fixing his price, would that be a combine in restraint of trade?"

"Yes," said Mr. Roebuck.

"But that would be in the interests of the public. The Supreme Court of the United States states that a 'combine' is not necessarily a bad thing—not bad merely because it is a combine."

Mr. Roebuck: "If a combine restrains the natural course of trade, then it is a 'combine.'"

Mr. O'Connor: "If a firm goes out of business by failure and owes $50,000, that money is not lost. It is paid. Those who lose add it to their costs next year, and the public pays."

He contended that the point should be as to whether the price fixed by the manufacturer is a fair price and not an extortionate one.

Mr. Roebuck to witness: "Prices are regulated by supply and demand?"

Mr. MacFarlane: "Yes."

"What about hay and oats? Their prices are not fixed. They stay on the market. What about bacon? There is no fixed price for it; yet it stays on the market."

"I don't know anything about it."

"But you eat it, don't you?"

"He doesn't eat hay," put in Mr. Hellmuth, amid laughter.

Mr. Roebuck: "Isn't the object of fixing prices to prevent free play of competition which is found in other lines of goods? Are there other products like yours not sold on the fixed price basis?"

"I do not know—there may or may not be."

"Do the same travelers call on both the wholesalers and retailers?"

"Yes; but all orders taken direct from retailers go through the wholesalers."

"What difference is there in the discount to the jobber?"

"No difference—same in both cases."

"What service does the jobber perform in such an instance?"

"He distributes the goods—fills the orders out of stock—collects, etc."

"What proportion of orders are taken direct?"

"About five per cent. only."

The hearing then adjourned till Wednesday morning.

# Attempts to Show Trade Restriction

## At Second Day's Proceedings Witnesses Include George Hortop, F. E. Robson, H. C. Beckett, A. A. Adams and J. Harris—Mr. Beckett's Views on Honorable Trade Dealings

Staff Correspondents

HAMILTON, March 10.—When the investigation into the alleged "combine in restraint of trade" on the part of the wholesale grocers of Hamilton and of Ontario resumed on Tuesday morning, A. W. Roebuck, counsel for the Attorney-General's department, applied to have included in the list of defendants, Fearman Bros., based on the evidence given by Frank Fearman on Monday. The board agreed and directed that Fearman Bros. put in their defense.

The enquiry on Tuesday included evidence from George Hortop, of Dunn-Hortop Ltd., Toronto, agents for the Borden Co., of Montreal; Frederick E. Robson, of the Loblaw Stores, Toronto; H C. Beckett, of Hamilton; A. A. Adams and Joseph Harris, also of Toronto.

Mr. Roebuck sought to show particularly through the evidence of Mr. Beckett that the wholesale grocers were restraining the natural flow of trade by insisting upon manufacturers doing business only through legitimate wholesale channels. Naturally questions as to the meaning of a wholesaler again arose frequently as well as the point as to fixing by the manufacturer of the resale price.

### No Fixed Resale Prices

Mr. Hortop was the first witness Tuesday morning. He stated that Joseph Harris, of Hamilton, was not supplied with goods because he was not considered a wholesale grocer, not carrying a full line of goods.

"Have you a contract in common form with respect to your sales?"

"Not for eight years."

"Do you fix the resale price?"

"No, we only suggest it."

"Do you remember a conversation with Robt. Dowson, of the York Trading Co.?"

"Yes, and we declined to sell him."

"Why?"

"Because he was not considered a wholesale grocer. I referred him to Mr. Pyke. The association knows more about the wholesalers than we do."

"Do you sell to chain stores?"

"Only one, William Carroll, Hamilton. That is a special case, an arrangement which has been in effect for 25 years. The wholesale grocers would not then handle condensed milk and Mr. Carroll took it up, and we have been selling to him ever since."

"Have you been in any way intimidated to cut off Mr. Carroll from your list?"

"No."

"Have any suggestions been made to you by any wholesalers?"

"Yes, naturally."

"Who were the wholesalers?"

"I don't think I could tell off-hand."

"Do you sell to department stores?"

"Yes."

"Any objections to that?"

"Yes, naturally."

"Why will you not sell to the York Trading Company?"

"Because it is a combination of retail groceries. Our action in this respect has been endorsed by the Board of Commerce."

"Then will you not sell to an aggregation of retail grocers?"

"Not if they are seeking to take advantage of the smaller retailers."

"Was it not the fear that others would follow the same course as the York

Trading Co., and reduce the price to the ultimate consumer?"

"We never considered that phase. Possibly it would."

"Pretty solid reasoning, isn't it?"

"Not necessarily."

"If others are attracted into the business wouldn't competition follow, which would reduce the price?"

"I don't think so."

"Will you sell to a firm consisting partly of retail grocers?"

"Not if they do business only with their own members."

"Here is a letter from Fearman Bros., making application to be placed on the list, and mentioning A. C. Pike, secretary of the association, dated January 7. Did you ever have an application from this company prior to the one in hand?"

"Yes, and we refused as he was not considered a wholesale grocer."

"Did you act on this last application?"

"Yes. He had undertaken to go into the wholesale grocery business. Previously we considered him a manufacturers' agent."

"Your change of heart came about the same time as his did."

"There was no change of heart on my part."

Cross-examined by Britton Osler, K.C., Mr. Hortop stated that the departmental stores received a smaller discount than did the wholesale grocers.

In response to Mr. McKay's questioning, Mr. Hortop said that the logic of Mr. Roebuck with regard to competition only worked in large cities. Such concerns as the York Trading Co. could never conduct the regular wholesale business in the country districts.

Mr. Roebuck: "You could get along without selling to department stores better than you could without wholesalers?"

Mr. Hortop: "Yes."

"Could you get along without the wholesalers?"

"No."

"If they cut you off their list would it do you harm?"

"Yes, but there's no fear of them cutting us off."

### Mr. Robson's Evidence

Frederick E. Robson, manager of Loblaw Stores, Ltd., Toronto, next took the stand. He explained that the Loblaw Stores, Ltd., was a limited liability concern with thirty-three stores in Toronto, and doing a chain store business.

Mr. Roebuck: "You have a wholesale warehouse also. What is its size?"

Mr. Robson: "Yes, with about 28,000 sq. feet of floor."

"Is there any difference between the methods of distribution between your wholesale and retail stores and those of any other wholesaler to the retail merchant?"

"No difference."

"As a wholesaler, have you met with any difficulty in buying from any manufacturer?"

"Yes. Some manufacturers will not allow us the jobber's discount. We naturally try to purchase at the lowest price."

"Why cannot you buy from those manufacturers?"

"The chief reason is that they tell us they are short in stocks and do not wish to take on any new accounts."

"Did you apply to E. W. Gillett Co. for goods?"

"Yes, we wrote them and sent them an order, but got no reply. We wrote a number of other firms and some replied they were oversold, and in some cases we got no reply at all."

"Did you write the W. K. Kellogg Cereal Co.?"

"Yes, the reply was they were oversold and had to take care of old customers. We then wrote a letter of protest."

An instance was cited where the Canadian Shredded Wheat Co. had been written with the same result.

### THE OFFICIAL COMPLAINT

"This complaint of the Board of Commerce of Canada as against Balfour Smye & Co., of Hamilton, in the Province of Ontario, wholesale grocers, and others hereinafter named, is made pursuant to Sections 5 and 10 of the Combines and Fair Prices Act, 1919.

"1. The Board has reason to believe that a proceeding by it to restrain or prohibit the operation of a combine or combines to which said Balfour Smye & Co., and the persons and companies hereinafter named or mentioned are parties would be in the public interest.

"2. The said Board further charges on the same complaint said several named associations and committee and the members composing the same and every one of the same, that they or some of them have formed a combine or combines which has or have operated, is or are operating, and is or are likely to operate to the detriment of and against the interest of the public, consumers, producers and others."

"Did you write the Salada Tea Co.?"

"Yes, we took the matter up with them and they put us on the jobbing list. We in turn were to display their tea more so than in the past. Six weeks later we received a letter withdrawing jobbing prices."

"Why?"

"The reason they gave us was that we had not sold enough Salada tea. Our purchases during the intervening time were 2,580 pounds, and we had some of their tea in our warehouse before."

Mr. McKay, counsel for the Wholesale Grocers, objected to this evidence, claiming it had nothing to do with the matter under discussion, but Commissioner O'Connor overruled the objection. "We want to let this investigation go to the utmost limit of examination," he said.

Mr. Roebuck: "What complaint have you in regard to the action of the Salada Tea Co.?"

Mr. Robson: "I wouldn't call it a complaint, but it was an unusual thing to do, particularly as they took no consideration of the fact that we had a quantity of their tea in our warehouse before being placed on their list."

In answer to Commissioner James Murdock, Mr. Robson said the Loblaw Stores made an annual report of costs and receipts and that this report was made on the total business of all their stores, also, that what their wholesale concern sold outside their own business was to other wholesalers, and amounted to about $20,000 last year.

Answering Mr. McKay's question, Mr. Robson said that they did not employ travellers, that their purpose was to purchase goods to sell over their retail counters to consumers. "And at the lowest price," Mr. Robson added. "The best method of doing business is to sell at the lowest price and the consumer comes to you."

"You combine to profit from your business and then serve the public to the best advantage."

"Yes, that's the combination."

### H. C. Beckett Gives Evidence

The next witness was H. C. Beckett, of W. H. Gillard & Co., wholesale grocers, Hamilton.

Mr. Beckett said he had been in the business for forty-two years; that his firm now carried a stock of $250,000.

"Do you carry any exclusive agencies?" Mr. Roebuck asked.

"No."

"Did you ever have the Welch grape juice agency?"

"Yes, when they came on the Canadian market five or six years ago. We kept it for two years. They then asked us if we had any objections to selling other wholesalers; we said no. When they came over here they picked out several wholesale grocers in different centres to represent them."

"So you were commission merchants?"

"No, just distributing agents; we got a discount of 15 per cent."

"You were the exclusive agents for the Rathbun Match Co. at one time?"

"Yes, seven or eight years ago. When the Rathbun matches came on the market they made us an offer, optional with us. We took on the line and undersold Eddy, but the company bust up."

"Then you lost the agency?"

"Naturally."

### Always a Loyal Member

"You are active in the Wholesale Grocers of Ontario?"

"I've always been a loyal member, but held no office until the annual meeting last week, when I was elected vice-chairman to my surprise."

"What is known as the 'Hamilton proposition?'"

"I don't know; give me an idea of what it is about and I'll try to explain it."

It was eventually deduced that this was a platform drawn up for the consideration of the Canadian association at

Ottawa to which the Ontario organization later subscribed.

"You take the ground there cannot be competition in proprietary brands?"

"Yes, that's about it. I advocate that because there is no competition in buying the goods there should be none in selling. The manufacturer suffers. This thing has been the means of building up the mail-order houses at the expense of the towns and villages all over the country. The rural population is gradually disappearing, and the thing is all wrong. We're trying to correct these evils in business."

"Have you any methods of compelling the trade to do as you say?"

"Sorry we have not. One method is to show the manufacturer why we should cut him off. It's the only educative method we know of. We haven't succeeded yet."

"Was this platform sent around among the wholesalers for signature?'

"Yes, it was printed and a copy sent to the Board of Commerce."

Mr. Roebuck here endeavored to get the witness to declare he had fathered some resolution before one of the wholesalers' meetings, but the latter could not recollect it. "Give me a tip as to what it's about," he asked. It was as to whether members should refuse to purchase from manufacturers who sold outside the regular channels of trade.

"I don't know anything about it. I didn't move it. The question may have been discussed."

"Was there a discussion as to cutting off co-operative stores, chain stores, department store, etc.?"

"I don't recollect, but as far as I'm concerned I wouldn't agree to that. I would sell a co-operative store if I thought it was financially sound, but my experience is that most of them fail."

The elusive resolution was hunted up in the minutes by Mr. McKay and handed to Mr. Roebuck to read. In effect it stated that whereas certain manufacturers were selling to large retailers at wholesale prices, etc., it was detrimental to the retail trade in general, and wholesalers should not buy from the manufacturer who does not confine his sales to the legitimate wholesale trade

"I am prepared to endorse that in effect," said Mr. Beckett.

"Did you move a resolution regarding brokers carrying a card of endorsation from the secretary of the Wholesalers' Association after the first of January, 1920?"

"No, I did not. I remember something like that was discussed and opinions expressed. I didn't discuss it and I don't remember whether it was carried or not."

"Would the definition 'legitimate wholesale trade' cut out the department store?"

"Yes."

"Do you remember in October, 1918, the Bowes Co. of Toronto applied for an agreement with the wholesalers?"

"No."

Mr. Roebuck read a circular from the Bowes Co. sent out by A. C. Pyke stating they would confine their sales of manufactured products to the legitimate wholesale trade except Eaton's and Simpson's, and that the committee had expressed approval of this.

"I don't remember that, but I wouldn't approve it," said Mr. Beckett.

### Applying for Membership

"When anyone wants to join your association he signs an agreement under oath and agrees not to sell any aggregation of consumers buying for their own purposes?"

"Yes, but some members, particularly the older ones, do not always keep their agreement. We want the manufacturer to cut off any wholesaler who doesn't live up to the manufacturers' contract or agreement."

The circumstances under which Fearman Bros. became wholesalers and joined the association were brought out. This involved Mr. Porter of the Attorney-General's department, and on the order of Commissioner Murdock Mr. Porter will be summoned.

Mr. Roebuck: "So you are prepared to enter into an agreement with your members to refuse to buy from a manufacturer selling outside the 'ring'?"

"Not altogether," replied Mr. Beckett, "but if the manufacturer sells direct cheaper than we can buy from him I would be prepared to cut him off and let him go direct."

"What about Mr. Morley?"

"Morley gets on any of the jobbing lists he can and sells on a brokerage basis on many lines without seeing the goods. He boasts of a $2,000,000 turnover and $50,000 profits, and only handles a few lines, the cream of the trade, whereas we handle everything; give a real service on all lines and hardly make enough to pay our expenses. I say it's unfair for a manufacturer to sell to a manufacturers' agent like that."

"You are prepared to refuse to buy from any manufacturer who sells to a man like Morley?"

"Not altogether, but I'm opposed to it."

Commissioner O'Connor remarked to Mr. Roebuck that the wholesalers were "working up to the heights to which you and I in our professions have attained. I mean no one but a lawyer may plead a case before the bar, and no one but a physician is permitted to remove an appendix."

Mr. Roebuck remarked "to the depths" rather than to the heights, and he also reserved the right to have his great grandmother prescribe for his appendix. (Laughter).

"But," remarked Mr. O'Connor, "if you had appendicitis this afternoon you wouldn't send for your grandmother." (More laughter.)

"If that principle were to be upheld why hasn't the wholesaler the right to decide not to purchase from a certain manufacturer," put in Mr. McKay.

Getting away again from the appendix discussion, Mr. Beckett cited a sale made by the W. K. Kellogg Cereal Co., Toronto, to the Loblaw Stores and York Trading Co., jointly through Mr. Morley.

These two companies," he said, "worked out a plan to force either one or the other of the cornflake concerns to sell them. They got together and gave an order to Morley for some 1,400 cases, who represented to the W. K. Kellogg Cereal Co. that if they would not deliver the goods he could get them from London. Finally Morley got them and turned them over on a brokerage basis of one to two per cent., perhaps."

Mr. Beckett's conversations with Mr. Morley were also brought out. He told of writing the London firm to see if they were selling Morley after a conversation with Mr. Ware, but received no reply.

"Is your objection to Morley based on the fact that he comes into Hamilton and undersells you?"

"Absolutely no."

"Is it a fact the Hamilton grocery trade has practically stood still for many years?"

"There are peculiar conditions existing to-day. Years ago the Hamilton trade used to cover a very wide territory, but in the past few years wholesale houses have opened in St. Catharines, Brantford, Niagara Falls, etc. Also there are a number of manufacturers' agents in Hamilton selling direct."

Mr. Roebuck recalled the time when Grape Nuts were selling in Hamilton at $8.

"Do you remember," he asked, "holding a meeting deciding the list price should be $3.10?"

"No. We had a discussion and decided we weren't getting enough."

"You agreed to get $3.10?"

"No, it was optional. We never agreed on anything except one time to reduce the price of Old Dutch Cleanser, because it was being sold direct to a few retailers at higher prices than we could; to protect our customers we reduced the price to cost."

Mr. Roebuck produced a letter written by Mr. Beckett to the John MacKay Co., in which he said that Mr. Adams, their agent, "Passes as a wholesale grocer and that we prefer to do our business direct. We note on your letter head that you sell to jobbers only."

"They let us understand that Adams was the agent and that's all there was to it."

### Hamilton Retailers' Meeting

"There was held in Hamilton, not long ago, a meeting of retailers for purpose of forming some sort of organization. Will you tell the court what you know?"

"The retailers were being handicapped by some department stores cutting prices and the retailers met to get some redress. I discussed it with Mr. Hobson. He called the meeting and acted as chairman."

"What was the purpose?"

"It was to organize an association to protect their interests."

"Did you suggest to these retailers that they should fix prices from week to week?"

"No."

"Did anybody suggest fixing prices?"

"The opinion was expressed that it would be alright to discuss establishing a fair price on certain articles which were being cut, so that the retailers would receive a fair profit. There was a reporter there from a Hamilton paper and he got the thing all wrong and that was the cause of this investigation. The meeting was preliminary to one that was to follow for actual organization. The following week a meeting was held and Mr. Hobson felt the objects should be put down in writing, so that no further misrepresentations could be made. That explains why the case was prepared in writing and handed to the press and sent to the Board of Commerce in Toronto."

**Mail Order Business**

Answering Mr. McKay, Mr. Beckett said the practice of manufacturers giving concessions to one retailer and not to another led to retailers in small places not being able to compete with the large mail order houses, which means lack of local support in small towns and is driving the merchants out.

"Farmers don't give right support to the local stores and result is the towns are disappearing. I claim that decaying towns and villages have a bad effect on the farmers and local social life. It makes it extremely unsatisfactory. I know of one merchant near Hamilton who, in one day, sold $800 worth of money orders to Toronto homes when he had all the goods in his own store.

"I saw this thing coming 20 years ago and directed the attention of the Government to it. The mail order business, which is wrecking all towns and villages all over the country, is being given favors in buying goods, in parcel post, etc., and result is they are benefiting at the expense of the retailer.

"We don't object to a manufacturer going direct to the retail trade so long as he doesn't endeavor to pull the wool over our eyes by selling the retailer at less than he asks us to sell him. It's not fair and honest, and that's what we object to."

Mr. Beckett stated that before the establishment of the Railway Board, shippers frequently allowed secret rebates, but that has been discontinued and made illegal. What we want in the wholesale business is the action of the same principle.

Mr. McKay.—"At first retailers' meeting in Hamilton what was done re matter of fixing prices?"

"Nothing was done; one or two members brought up the question as to the right of fixing prices, but it was merely suggested and nothing whatever was done."

**Mr. Adams' Testimony**

A. A. Adams followed Mr. Beckett. Mr. Adams said he was a commission merchant in Hamilton, in business over 7 years. Has a warehouse and carries about $40,000 to $50,000 worth of goods.

"How incomplete is your stock? What lines do you handle?"

"I control as many agencies for Hamilton as I can get. I'm Dominion Match agent, Harvest Co.'s, John MacKay's, Lipton's, Dalton's Wines, Campbell's Soup agent, and others, but I do not handle all grocery lines. I carry many such as figs, baking powders, olives, capers, lobsters, Suchard's cocoa, French peas, etc., etc."

"What are principal lines you don't handle?"

"Salt, molasses, vinegar, lard, sugar."

Mr. Murdock asked for complete line of goods witness handled and a long list was given, perhaps 100 or more; also stated he had 400 customers in Hamilton and over 750 altogether between Hamilton and Windsor. He always carried stocks. He said his turnover was less than $10,000. Mr. Murdock questioned this and witness then said that was a mistake and that he had not intended making such a statement. He finally decided he did not want to give his turnover.

"With regard to the T. A. Lytle Co. I have experienced a little difficulty. When I started in business I had the sub-agency for Snider's catsups. First year I sold over 750 cases and had little support from wholesalers; second year I sold over 1,000 cases; third year I had a special offer to make, but before I sold any the MacLaren Imperial Cheese Co., our principals in Toronto, told me in effect:

" 'The wholesalers have gone against you; you'll have to discontinue selling Snider's goods.' I asked them if Fred Smye had any connection with the matter and Mr. Wilson told me he had. I called up Mr. Smye and he said he knew nothing about it.

"I went to Toronto to see Mr. Henry Wright of the MacLaren Imperial Cheese Co., but he knew nothing about it. He said he would go into the thing and see me in Hamilton next day. He phoned next day to say he had gone into it and that if he did anything it would affect his relations with the Hamilton wholesalers; but he promised me a brokerage during that year on all goods sold in Hamilton. The product is still being sold through the wholesale trade.

"Was this catsup sold at any difference in price after the change in the selling price?"

"No difference in price."

Mr. O'Connor.—"Then the consumer was at no disadvantage."

"What was your discount?"

"12½ per cent. and 5 per cent. brokerage."

"Same as the wholesalers?"

"No, they only got the 12½ per cent."

Mr. Adams got a discount and brokerage on goods sold to the retailer, but only a brokerage on those sold to the wholesaler.

In connection with the T. A. Lytle Co. he reported how he had secured the agency, but last fall they appointed an agent and then wanted to discontinue to sell him.

"However, I went to Toronto and discussed the matter with Lytle's, after which they decided they would sell me, and I'm buying the goods to-day."

"What was the objection? Did Mr. Lytle say anything to you re wholesalers' objections?"

"No."

"What is your experience with Campbell's Soups?"

"I had an order in for 100 cases with Rose & Laflamme, but it was held up, so wrote them. Their reply was there had been an allegation from certain wholesalers that I was cutting prices, and Camden people only wanted to deal with legitimate wholesalers. I went to Montreal to see Rose & Laflamme and I got the goods."

"Did you cut the price?"

"No, I have signed a declaration that I did not and am willing to forfeit $1 per case for any charitable institution if an invoice can be shown where the price was cut."

Mr. Adams wrote in February, 1920, asking Canada Starch Co. to put him on their list. "Prior to that I was buying starch from a firm in Chicago. The tariff is 1½c per lb. plus 7½ per cent., but due to exchange situation I tried to get Canadian goods."

The reply was that they were not able to place Mr. Adams on the list, the reason being that they confined their business to the legitimate wholesaler.

"What were your discounts on the U. S. starch?"

"Ten to 12½ per cent."

Mr. O'Connor.—"Do you sell to the consumer?"

"No."

"Why not; if you do not think you should sell the consumer, then why shouldn't a manufacturer decide not to sell to anyone but a legitimate wholesaler?"

"I don't object to a manufacturer deciding to do that."

Mr. Roebuck.—"What about Maclure & Langley?"

"In 1913 I started to sell Kkovah health salt. I was taken to task by the company for cutting prices alleged by some wholesaler. I gave Mr. Beckett a cheque for $100 if he could find where the price had been cut. He said he didn't know anything about it, neither did any of the other wholesalers. My cheque was returned and I've been buying Kkovah salt since."

Mr. O'Connor pointed out that this witness was not interested in endeavoring to sell lower than the established price, and asked why his evidence was being continued.

Mr. Roebuck said he was endeavoring to show that Mr. Adams was being hampered in his dealings with manufacturers through the operation of the "wholesale grocers' ring."

The enquiry then adjourned till Wednesday morning, when the same witness will be examined by Mr. McKay. Further reports of the proceedings will appear in next week's issue. (A representative of CANADIAN GROCER is attending all sessions.)

# CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

*The Only Weekly Grocer Paper Published in Canada*

JOHN BAYNE MACLEAN - - - - - - - - President
H. T. HUNTER - - - - - - - - Vice-President
H. V. TYRRELL - - - - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1103 Union Trust Bldg.; Telephone 3449. Vancouver—39 Tenth Avenue West.

UNITED STATES—New York, Mrs. E. C. Gibb, Room 1606, St. James Building, 1133 Broadway (corner 26th Street), New York; Telephone 8971 Rector. Chicago—Room 1401, Lytton Bldg., 14 E. Jackson St.; Telephone Harrison 9133. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable address, Atabek, London, England.

SUBSCRIPTION—Canada, $3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4.00 a year. Single copies, 10c., invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

VOL. XXXIV. TORONTO, March 12, 1920 No. 11


## *ALL HAIL TO EARLY CLOSING!*

TORONTO grocery and fruit stores are to close every night, with the exception of Saturday, at seven o'clock. Such is the mandate handed out by Judge Morson in his final decision in the long-drawn-out trial of the City vs. Grocers.

The police are instructed to arrest the owner of any store where the majority of stock is composed of fruit or groceries who keeps his place of business open after seven o'clock in the evening.

The working of this by-law will be watched with interest by every merchant in all lines of business, to see just how the foreign fruiterers will adapt themselves to the new order, as they were the business people who so strenuously fought the early-closing by-law.

All hail to early closing! Who's next to keep the early-closing ball a-rolling?

## *ARE YOU INSURED?*

THE subject of fire insurance is one that every merchant should give a great deal of thought to. Every merchant, for his own protection, should carry fire insurance to at least eighty-five per cent. of the value of his stock and fixtures. The value of the merchandise is greatly increased by the amount of stock that is now being carried in the average grocery store. The merchant owes it to himself, his family, and wholesales to carry sufficient insurance that will amply cover any loss that may occur by the misfortune of a fire. Many grocers are carrying co-insurance. This is a form of insurance that the retail grocer should beware of. The plan of co-insurance is that you must carry at all times insurance to the amount of eighty per cent. of the value of your stock. For example, if you carry a ten thousand dollar stock you must have at least eight thousand dollars' worth of insurance, otherwise, in case of fire, the amount of insurance paid would be in proportion to the amount of stock carried. At the present time co-insurance for the retail grocer is rather risky. The increase in the amount of stock carried and daily fluctuations in prices, which are always upwards, make it so.

## *CLERK READS TRADE PAPER*

MR. DALY, clerk at Dionne & Dionne, grocers, at corner of Drummond and St. Catherine Streets, Montreal, in subscribing for CANADIAN GROCER, said he did so because of the great value contained in the advertising pages. For example he pointed out that a customer came in with a request for Parke's Smoke Essence. Although this is a large and busy branch employing many clerks, none but Mr. Daly knew of the existence of such an article, and all he knew was from what the advertisement contained. Another item is Albatross Pilchards—of which he and others were ignorant until seeing them advertised in CANADIAN GROCER. Mr. Daly declared CANADIAN GROCER is invaluable to the clerk, for it extends his knowledge of grocery lines carried by the trade.

## *LET YOUR CUSTOMER BETTER YOUR STORE*

A SOLUTION to the difficulty every merchant experiences in ascertaining the exact desires to his trade, and one which also will develop many new ideas for a store, can be found by holding a "Store Suggestion Letter" contest. Appoint three judges to decide on the best letter submitted within a limited time, which makes suggestions on any or all of these points: The arrangement of your store, the new line of goods which might be added; how your store service can be improved; way in which your advertisements can be made more interesting; how to decorate your windows, etc.

Write the conditions which are to govern the contest. Allow all to enter without charge. Limit the letters to 500 words. Advertise it by circulars wrapped with store packages and window cards in connection with your regular advertising. If this contest is well advertised, it will intensify the interest in your store, help your sales and bring you some good ideas.

# Bubble of War Trade Shrinking

## Let Us Hope It Won't Burst, But Prepare for the Worst! Then It Surely Won't

Written by HENRY JOHNSTON, Jr.

BY the time this is printed, it may be "old stuff," but no more timely or vital thought could be present in our minds than that evoked by the outlook for deflation of present abnormal values. The merchant with long stocks may well take careful heed for his future. Here is one who is thinking:

Quebec, February 26, 1920.

Dear Sir:—We have read your article: "An Accounting Grocer," with very much interest. The last paragraph, "For the day of reckoning is just ahead," strikes us particularly.

Up to now, we have been indulging in stocking for months, and even years, ahead; but we suppose this practice should be discontinued now. Do you consider it the safest course now to buy for immediate needs only? We are sometimes tempted to buy for future needs, in view of the higher prices which may prevail later on; but, as prices will decline some day, we feel it may be time to change this policy.

We shall watch CANADIAN GROCER for a reply to this, and may say again that your paper is most interesting, and certainly a money-maker for us.

Yours truly,

---

Let me say it as strongly as I can: Not only is it the safest course now, but it is always the safest to buy for immediate needs.

Again, not only is it the safest course always, but it is always the most profitable course.

Taken over a series of years, the merchant who buys for the quick turn, regardless of any outlook for higher prices, has it all over the one who speculates. In fact, business and speculation are two distinct lines of activity. To mix them is so dangerous that men who do the mixing frequently go broke. More important, and less noticed, is the fact that:

Men who speculate in business fail to make as much profit—by a long way—as they would if they bought for immediate, legitimate needs.

### The Point of Quantity Purchases Missed

This does not eliminate the quantity purchase. Such purchases have their uses, but the use is often perverted—in fact, usually. It is all right to buy a quantity at a concession in price, provided it is measured properly in accordance with the turning capacity. Then it should be turned into money at a proportionate concession to customers.

"What do you mean—cut prices?" asks somebody. But that is not the right angle from which to view it. Not cutting prices, but serving our customers to better advantage—for ourselves and for them—is the correct view. For, if we were to concede that prices never are to be varied, the next step is the dictum that service is not to vary. Then initiative, individuality, and all incentive to personal exertion is lost. We should all be planed down to the same level. Note that I say planed down—for such attempts at levelling always take the lowest, least efficient unit as the marker.

So, conceding that merchandise of all kinds, except perishables, may remain in stock thirty days, quantities may be purchased to be sold under pressure within the thirty-day limit. Miscalculations, no matter how careful you may be, will leave ample accumulations of unsold stocks without buying any to put away.

On this plan, quantities never will be purchased for the long pull, for the speculative advances which may never come—and which, if they do come, never offset the lost profits due to the slow turn—but only for the betterment of business and the proper stimulation of growth.

### What Signs and Portents Are There?

Practical students of economics note one sign of coming reaction. That, while prices continue to rise, they rise with retarded speed; and here and there is evidence of a slight slackening of demand. What must that mean? Surely, that the top has been reached, or nearly reached. Once it is touched, decline, more or less precipitate, is certain to occur.

This has always happened. It is a truism that what goes up must come down. We must not permit the steady advances, which, in our generation, is a new experience, during the past four years, to blind us to the logical and inevitable reaction.

If, then, the man who carries long stocks loses out through slow turnover in normal times, what condition will he be in when his stocks shrink daily in value? To ask the question is almost to answer it.

Another sign, which reaches into our stores directly and intimately, is this: People are becoming slack in the payment of their bills!

Easy money, and lots of it, during the war, caused many to live on a scale they never before dreamed of. Larger, finer homes; service; luxurious foods and entertainment were indulged in by everybody. Those to whom such things were novelties went to the limit and beyond, like children with new toys.

They paid as they went, or paid bills promptly. What was money to them? Accustomed to live on $15 per week, they now had $60 to $125. So they paid cash readily, and when they ran bills they paid up without a tremor, because their money supply was so great they could not get rid of it—and few thought of the savings bank as a safe outlet for their surplus!

### Money Not Now So Plentiful

It is hard to demonstrate that money is less plentiful now. The most difficult and abstract science is that of money and exchange values. Most of us must try to read the facts and be content with reasons thought out by others. One fact is that expanded currency leads to depreciated money—a dollar, or pound, or franc, buys progressively less until the expansion is corrected and the balance restored.

And none of us can feel that the value of the pound sterling is nothing in his young life. It is a very vital thing. It affects every cent we own, every purchase we make.

Your average consumer thinks it does not affect him; but he finds money just a trifle less easy and plentiful. He has less of it. The furs he bought his wife when he was flush are not readily convertible. He is used to a more costly plane of living. His thought is apt to be: "Let the grocer wait a while. I have paid him lots of money in the last six months and bought his best goods. He sure must have made a lot out of me—let him accommodate me now for a change."

So payments are less prompt—the most immediate and significant sign of changing conditions.

Think seriously of that fact and look ahead in the light of it. Can you not see what must come? Inevitably contraction, curtailed incomes, hard times. These surely lie ahead unless forestalled by prompt conservation on our part now—and that is not apt to supervene generally enough to prevent the coming of stringency.

### What Must the Merchant Do?

Liquidate, curtail, conserve, collect, save. Those are the merchant's tasks.

Stop buying anything except what you must have for current sales. Sell what you have. Get it out. Push it continually with your utmost skill. Move it. If you find anything that your trade will not absorb readily and you have much of it, seek another outlet. Get it sold to or through a jobber to somebody who wants it—or thinks he does. If needful, take a slight loss to do this—take the loss promptly, while it is moderate. Do not wait until it gets big.

Trim all sails. Curtail all operations.

Conserve all resources. Delay all expansion, such as putting on an extra wing or taking in an extra room. Try to make your present fixtures and appliances do a little longer. Remember, money can be spent any time. It can be saved only while you have it in your hand. As one bank wisely puts it: "Nobody but you can save your money. Anybody can help you spend it."

Collect! Collect! That is the thing to do vigorously and regardless. Get the money. Watch every book account to see that payment is not delayed. If it be delayed, stop the account and get the money as quickly as you can. If necessary to take a loss on a bill, take it now. Stop that account and plug the leak. Extend credit only to those tried and true, safe and sane livers who have not been carried away by this orgy of spending and riotous living, who have saved some money, who habitually pay their bills.

Finally, remember that no storm or stress holds any terrors for the man who does not owe others. Get out of debt and keep out.

This may smell like pretty drastic medicine, but if you take it now, you will be glad you did it, and you will not have to take it under the duress of financial pressure later on.

It is medicine that never in any case, or at any time, or in any circumstances, can do you harm. Think of that while you swallow it!

# Corn Syrups and Starch Reach Higher Levels

## Increase in Exchange and on Corn the Reason, State the Manufacturers

CORN SYRUPS have again advanced to higher levels. The advance registered amounts to 20 to 30 cents per case. Manufacturers state that the reason for this advance is the exchange and the higher cost of American corn. Corn has advanced six cents per bushel; the exchange is equal to five cents a bushel, and add to this the advance cost of boxes and cans which amply takes care of the increase in price of corn syrups.

"Canadian corn is not adapted to the manufacture of syrups and starch. The season here is too short to allow the corn to properly mature, and that is why we must buy American corn," so stated J. Ruddy, manager of the Canada Starch Company, in an interview with CANADIAN GROCER representative. "In twenty years, I only know of one season's crop of Canadian corn being used in our factory, and that was about five or six years ago, when we had a very long hot summer which allowed the corn to mature."

Starch, both laundry and culinary, have advanced one-half cent per pound, and the reason for this is the same as explained for syrups.

The scarcity of sugar is creating a tremendous demand for corn syrup. Manufacturers of candy and confectionery, and also the increased consumption in the homes, have trebled in the past year. Whether any further advances will take place in the future, manufacturers refuse to state, but it is positively stated that lower prices will not prevail for some time to come.

# A Window Display That Sold Lenten Goods

## Displaying Seasonable Goods Profitable—How Selling One Article Suggests the Sale of Another

THE selling power of a window display of goods that are particularly adapted to certain seasons is realized by many merchants. The extra sales and profit obtained through this medium is well worth the time and trouble taken to put in such a display.

T. R. Cresswell, Dundas Street West, Toronto, is a merchant who takes advantage of these seasons. This was demonstrated this last week by a display of Lenten goods. In the centre of the window was a large pile of macaroni, on both sides of which was a large pyramid of canned tomatoes; on each side of the tomatoes were pyramids of canned salmon; in front of these were arranged neat piles of sardines, tuna fish, lobster, fish flakes, shrimps, baked beans, canned spaghetti and canned soup. Each line had its card stating the name of the article and the price. A large card reading "Suggestions for the Lenten Season" was in a prominent position.

In commenting on the merits of the display to CANADIAN GROCER, Mr. Cresswell said: "It is one of the most profitable displays I ever put in. On Saturday we sold three cases of macaroni, six cases of tomatoes, one hundred and seventy-five cans of sardines, besides numerous other lines that are displayed in the window." Mr. Cresswell was very enthusiastic about the macaroni display. "The most interesting feature of this display," continued Mr. Cresswell, "was that when we sold a package of macaroni, we invariably sold a can of tomatoes and a piece of cheese."

### TORONTO GROCERS GET EARLY CLOSING

**All Grocery and Fruit Stores to Close at 7 O'clock Each Night with the Exception of Saturday Night**

Toronto's early closing by-law was upheld in a judgment handed down yesterday by Judge Morson, in the appeal of the city from ruling of Magistrate Kingsford, who held that the by-law was not passed in good faith and refused to sustain it in the Police Court.

Judge Morson finds that the city had directly and exactly followed in good faith the powers conferred upon it by the Legislature under the provisions of the British North America Act, as coming within property and civil rights, and further, that the question of whether the by-law was oppressive and worked hardship and interfered with the liberty of the subject, could not be dealt with by a Magistrate, provided the city had acted strictly in accordance with the provisions of the act. These latter questions, he held, could only be considered on a motion to quash the by-law.

The judgment adds that even had there not been sufficient names appended to the petition to make it obligatory upon the city to pass the by-law the city still had the right to pass the by-law if it so saw fit.

"I do not think there is any evidence," the judgment concludes, "entitling me to find, and I do not find bad faith on the part of the Council, the Board of Control or the Sub-Committee."

### EASTERN CANNERS, LTD., FORMED

Eastern Canneries, Ltd., Fredericton, N.B., is the name of the new firm that has succeeded Searle Provisions, Ltd. Eastern Canneries, Ltd., is the first concern in the Maritime Provinces to become a Government inspected plant. Their instruction number is 42.

A movement has been started among the farmers of the different counties of New Brunswick towards raising larger and better stock. The company have purchased their own green-houses, so as to assist the farmer to secure a healthy plant from good seed and the different associations of United Farmers are favorable to the idea.

The directors of the company are all business men in N. B. The president is D. W. Olts; the vice-president, H. G. Chestnut; secretary-treasurer, J. O. Tingley; managing director, E. E. Brian, and John Camber, John Inch and J. B. Killeen. J. W. Huley is the managing superintendent of the factory. Mr. Huley has had previous experience in Europe, including France and Surrey, England, and North Italy. He was also connected with W. Clark, Ltd., Montreal.

Geo. R. Toggie, of Toggie Sons & Co., Toronto, has returned from an extended trip to the Maritime Provinces. He reports business splendid in that section of Canada, and the merchants are looking forward to a big business year.

# CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

### MARITIME

V. L. Saunders, Bridgewater, N.S., has opened a cash and carry grocery.

### QUEBEC

H. H. Cromwell, of the Canada Starch Company, has returned to the Montreal office, after a business trip to New York.

J. H. Lightbound, of the St. Lawrence Sugar Refineries, Montreal, who has been laid up for a week or so, is sufficiently recovered to be back at his desk.

A fire of unknown origin broke out last evening in the grocery store of T. Lachewinsky, 394 Frontenac Street, and caused about $500 worth of damage.

M. Ste. Marie, sales manager for the Montreal branch of the Salada Tea Co. of Canada, Limited, has been confined to his home through grippe, but is again at his desk.

Fire, which is thought to have originated through an overheated oil stove, drove Francois Faquette and his family from their home in 125 Wellington street, Montreal, the other night, and completely destroyed the stock contained in his grocery store at the front of the building.

### ONTARIO

Wm. Borden has purchased McGaw's grocery in Kincardine.

E. C. Grimes has recently bought the business of J. F. Richardson & Son, Elora.

W. A. Day, St. Thomas, has purchased the grocery business of S. Brickell, 395 Talbot street.

H. McFadyen has opened a grocery at the corner of North and Square streets, Goderich, Ont.

Fire did considerable damage to the grocery owned by A. J. O'Flynn and C. Burgess, Wallaceburg.

Lyon Brothers have opened a cash-and-carry grocery in the store formerly occupied by Mrs. S. M. Smith on Main street, Listowel, Ont.

John MacKenzie has purchased a share in the business of Reeks & Co., grocers, St. Thomas. Mr. MacKenzie will be associate manager of the store.

### PICTURE TAKEN YEARS AGO

In issue of February 27 CANADIAN GROCER, a photograph of John Street, Quebec City, was shown. It should have been stated in the underline that the picture was taken some years ago. Travellers who have been to Quebec City, and those who know the progressiveness of that important centre, realize of course that the days of horse cars there are of the past.

### HUGH BRODIE WAS CALLED VERY UNEXPECTEDLY

Montreal. — Death claimed Hugh Brodie, of the wholesale firm of Brodie and Harvie, Ltd., Bleury street, Montreal, on Wednesday, March 3rd, just as he had reached his favorite club for luncheon. In company with his son, Mr. Brodie had reached the National Club on St. James street, and where he had customarily taken lunch, when, having removed his wraps and taken a seat, he quietly, and without warning, expired.

The late Mr. Brodie was a life-long resident of Montreal, having been born sixty-nine years ago on the Upper Lachine Road, at Coteau St. Pierre, Quebec. At the age of 24—just 45 years ago, he formed, with Robert Harvie, the wholesale flour manufacturing firm of Brodie and Harvie. This partnership continued until 1913, and at which time the name was altered to Brodie and Harvie, Limited, the original partners continuing under the new name. Mr. Brodie closely followed the manufacturing end of the business, the special Self-Raising Flour put up by the firm having his supervision.

In addition to his business activities, Mr. Brodie lent his services, gladly, to hospital work, and was a director, at the time of his decease, of both the Montreal General and Western Hospitals. He was also a member of St. Andrew's Presbyterian Church, Westmount. His funeral was very largely attended by a host of business friends and acquaintances on Friday last.

### WAREHOUSE CHANGES HANDS

Messrs. R. B. Hayhoe and Company, tea, coffee and spice merchants, have sold a portion of their premises on Colborne Street to the firm of August Bolte for about $25,000. The parcel sold is known as No. 47 and is next door to the Bolte warehouse. The building is four storeys high, and has a frontage of about 24 feet by a depth of 80 feet. Mesrs. Hayhoe purchased last month the building at 7 Front street east, occupied by the Red Rose Tea Company, and expect to move to that address in May.

### NEW AGENT FOR KELLOGG'S CORN FLAKES

J. K. McLauchlan, 45 Front St. E., Toronto, has taken over the agency of Kellogg's Toasted Corn Flakes, made by the Battle Creek Toasted Corn Flake Co., London, Ont. This agency was formerly held by the late T. M. Sibbald, whose death was announced in CANADIAN GROCER some weeks ago.

### LOBLAW STORES, LTD., CHANGES HANDS

Further evidence of the tendency toward broad scale operations in the business and industry of this country is contained in the announcement of the purchase of the chain of grocery stores of the Loblaw Stores, Ltd., Toronto, by the Dominion Stores, Limited, of the same city. The deal was consummated on February 22 last, when the Dominion Company took possession of the twenty-three stores of the Loblaw Company, all operating in Toronto. Complete payment was made in cash, but the amount has not been disclosed. It is the intention of the purchasing company to expand their business and open up grocery stores in the various important centres in Ontario and Quebec, and ultimately, although no definite plans have as yet been completed, to extend the chain from coast to coast. Tentative plans have been arranged for a minimum objective of 400 stores in Ontario and Quebec alone.

The Dominion Stores, Limited, is at present operating thirty-five stores in all, one only being situated outside the city of Toronto. The firm has had an interest in the Loblaw Company since last August, when an agreement was entered for the taking over of the company's properties. Wm. J. Pentland, vice-president and general manager of the purchasing firm, assumed the management of the Loblaw stores in October and opened up a number of new stores. At the time the agreement was made the Loblaw Company had nineteen stores in operation, but under the management of Mr. Pentland this number was increased to twenty-three.

### WESTERN

Kost Esepenko has opened a general store at Gorlitz, Sask.

Finucane & Co., Watrous, Sask., have opened a grocery and butcher store on Main Street.

W. Mackay, formerly with Law & Mackay, is now associated with the Biggs Cash Grocery, 2nd Ave. West, Swift Current, Sask.

A new warehouse has been opened at 141 Bannatyne Avenue, Winnipeg, by F. Manley, where he will be able to take care of drop shipments of various goods he is handling.

The Herald Brokerage Co., with offices at 610 McIntyre Block, Winnipeg, have opened offices at 16 Board of Trade Building, Calgary, to take care of their Alberta business. The office at present is in charge of Hugh Strange, assistant manager for Alberta.

### DOMINION CANNERS' PROFITS ARE HIGHER

At the annual meeting of the shareholders of the Dominion Canners, Limited, held at Hamilton on Tuesday last, an increase of $75,000 in profits over last year was shown, and the sales were stated to be about $2,000,000 greater than during the previous year.

The directors declared a dividend of 1¾ per cent. on preferred, payable April 1. The company now his 52 factories. The following directors were elected: President, J. J. Nairn; vice-president and general manager, R. L. Innes; secretary-treasurer, W. R. Drynan; F. R. Lalor and S. Nesbitt.

Profits for the year before deducting bond interest, but after paying for the business profits war tax, were $819,823, as compared with $745,324.

After paying bond interest of $99,797, and dividends of 7 per cent. on the preferred stock, amounting to $160,342, the company was enabled to add to the profit and loss balance the sum of $559,683, as compared with $481,883 in 1918, making the undivided balance now $2,031,905. In addition there is a reserve for insurance of $150,000.

### ROSENBERG'S WESTERN AGENTS

Nicholson & Rankin, Winnipeg, have secured the account of Rosenberg Bros. & Co., of San Francisco, shippers of California raisins, prunes, apricots, peaches, etc. This account has been secured from the Lake Front to the Rockies with the exception of the City of Edmonton.

### CANADA'S OPPORTUNITY IN CUBA

"Canada should be in position to supply Cuba," says the Canadian Trade Commissioner in Havana, "with an increasing proportion of her foodstuffs, such as vegetables, cereals, grains and apples. Canadian exporters to Cuba must always bear in mind, however, that United States goods enter Cuba with the advantage of 10% to 40% reduction of the general tariff rates with the exception of a number of goods on the free list, one of which are foodstuffs."

### CANADIAN FIRMS SHOULD ANSWER ALL LETTERS

One of the Canadian Trade Commissioners in the West Indies writes CANADIAN GROCER as follows:

"I wish you would lay some stress in CANADIAN GROCER on the importance of Canadian firms answering all inquiries from foreign markets. Several firms I have had dealings with here have shown me lists of Canadian firms to whom they have written and received no reply whatever. One important firm wrote in English to about sixty different firms in Canada with the object of importing the products of these Canadian firms. These letters were sent out over two months ago, but so far only two replies have been received. Surely these Canadian firms might at least extend foreign importers the courtesy of a reply, stating they were able or unable to do business with them."

# Exports of Butter and Cheese From Canada

## Large Stocks of Cheese Still Held in Storage

Exports of butter and cheese from Canada in the eight months ended Nov. 30th, 1914, 1918 and 1919 (official figures from Customs Department):

| | | — April 1st to November 30th — | | |
|---|---|---|---|---|
| | | 1914 | 1918 | 1919 |
| | | lbs. | lbs. | lbs. |
| BUTTER—To United Kingdom | | 404,293 | 6,879,466 | 1,958,194 |
| To United States | | 1,126,085 | 811,774 | 7,491,756 |
| To Belgium | | ..... | ..... | 910,274 |
| To other countries | | 541,305 | 512,019 | 671,292 |
| Total | | 2,071,683 | 8,203,259 | 11,031,516 |
| CHEESE—To United Kingdom | | 123,719,787 | 115,757,073 | 74,995,722 |
| To United States | | 230,543 | 49,756 | 5,028,811 |
| To Belgium | | ..... | ..... | 12,150,344 |
| To France | | ..... | ..... | 1,234,169 |
| To other countries | | 1,055,642 | 27,661,956 | 3,065,230 |
| Total | | 125,005,972 | 143,468,785 | 96,474,276 |

The figures for this year's cheese exports are misleading because of the large quantity of cheese that was stored in Canada on Nov. 30th, compared with former years. According to the Dominion Bureau of Statistics there were 27,018,412 lbs. of cheese in Canada on Dec. 1st, 1919, compared with 4,407,552 lbs. the previous year, an increase of 22,610,860 lbs.

### EMBARGOES HOLD RICE SUPPLIES

The present situation on rice is a firm one, and the imports are limited by embargoes, etc., which are imposed by practically all countries of production. Some of these embargoes are said to be absolute, while others are so nearly absolute as to make the procuring of supplies difficult.

CANADIAN GROCER is advised by Montreal importers that there is ample rice supply in Canada to take care of the market needs at the present time. Prices will, however, show no decline in view of the difficulty of supplementing stocks, it is further stated.

### POTATO PRICES LOWERING

Montreal.—In view of the fact that farmers in some parts of the country appear to have been hoarding supplies of potatoes, and with the near approach of spring, prices are showing a decline of considerable amount, and lower quotations have been effected within the last week. It is altogether probable that there will be a revision, downward, from now forward. Montreal potatoes are quoted this week at $3.50 per bag, and New Brunswick at $3.75. A $3 basis may soon be reached, and the tendencies will hardly go the other way for some time—not, probably, until the present stocks are materially reduced in the late spring.

### ENGLAND TO RESUME EXPORTING CONDENSED MILK

Upon the recommendation of the Ministry of Food, England will resume the exporting of unsweetened condensed milk to all countries, with the exception of Belgium. This only applies to the unsweetened; the exporting of sweetened milk will not be allowed. 100,000 cases are to be shipped in the next six months: 50,000 cases are to be shipped at once, and the balance on the 1st May.

Evaporated milk to the extent of 50,000 cases is to be exported to Belgium. It is understood that the Belgium Government is controlling all imports of condensed milk into Belgium.

It has been agreed to permit the export of 150,000 cases of evaporated and 300,000 cases of unsweetened condensed milk to Austria, Germany, Hungary and Poland, for relief purposes.

### PRESIDENT OF KENT-McLAIN FIRM IS DEAD

#### James Gowans Kent Was in Showcase Business for Fifteen Years

James Gowans Kent, president of Kent, McClain, Ltd., passed away at his home, 120 Madison Avenue, on Tuesday last. The late Mr. Kent had been ill for about six months but his end came rather unexpectedly as he had prepared to pay a visit to his office after a long absence.

Born at Selkirk, Ont., sixty-five years ago, the late Mr. Kent moved early to Hamilton where his father was a member of the firm of Gowans Kent, crockery and glassware merchants. This business was later moved to Toronto and Mr. Kent sustained his connection with it until fifteen years ago, when he became president of the Kent, McClain showcase business, Carlaw Avenue. He was an active worker at old St. Andrew's Church, of which he was an elder for many years.

The late Mr. Kent is survived by his wife (nee Caroline Wylie) and three daughters, Mrs. (Dr.) Dalton of Springfield, Mass., Mrs. (Dr.) Riddell of Toronto, Mrs. Hopkins Geoffrey Mill of Montreal, also by his brother, Mr. John G. Kent, general manager of the Canadian National Exhibition, and his sister, Mrs. (Rev.) Robert Hamilton of Brockville.

The funeral took place at 3.30 p.m. on Thursday to Mount Pleasant Cemetery, Toronto.

### WANT BRITISH MARKET

A deputation of tobacco-growers from Kent and Essex Counties will wait upon Hon. Manning Doherty, Minister of Agriculture with respect to the market for Canadian tobacco. The growers feel that they are handicapped by the Canadian tobacco manufacturers in the sale of the crop, and want a market in Britain.

# Two Merchants: One Takes Profit, The Other Burns It

## Turning Waste Into Profit by Selling Waste Paper—$20.00 a Ton for Waste Paper

THERE is a decided shortage of every line of merchandise. Manufacturers, for the most part, are accepting orders without any promise when they will make deliveries of their products. In most cases the reason given for this condition is the shortage of help and raw material. In pre-war times manufacturers state that it was no trouble to get their employees to work overtime during the rush seasons. Now that wages are higher and the hours of labor are shorter, it is about an impossibility to get sufficient help in the day time to turn out enough goods to fill the hungry maw of the world that is clamoring for more goods, and still more goods, to fill the gap caused by the non-productive period of the Great War.

### Shortage is Serious

The shortage on some of these lines is a serious menace to the prosperity of the commercial and industrial life of our fair Canada. There is a world-wide shortage of paper and of the raw materials that go into the manufacture of paper. This is where the law of supply and demand again comes into play. The shortage on newspaper, wrapping paper, cardboard and every grade of paper, has boosted the price fully three hundred per cent. A few months ago, Winnipeg—one of the largest and most progressive cities in the Dominion—the gateway of our magnificent Northwest, was practically cut off from the outer world through the shortage of newspapers, no newspapers being printed in that city for several weeks.

### Waste Turned Into Profit

Material that at one time we considered waste, good for nothing, a nuisance to the community and therefore destroyed, is now being turned back into useful articles.

Paper manufacturers are clamoring for waste paper to be converted into cardboard to be made into biscuit boxes, candy boxes and cartons. The average retail grocery burns, sends to the incinerator, or otherwise destroys, about three to four hundred pounds of waste paper per week. This includes scraps of wrapping paper, newspapers and cartons of all descriptions. In the month of March, 1919—just one year ago—waste paper when baled was worth $6.00 per ton. To-day buyers of waste paper are paying $20.00 per ton and glad to get it. If the paper is sorted a larger amount than this can be realized. Waste newspapers are bringing $25.00 per ton. Books and magazines are worth $30.00 per ton.

### A Paper Baler Soon Pays for Itself

A baler suitable for a retail grocer would cost $30.00 and upwards, according to style of baler—a profitable investment when taken into consideration that it would be paid for out of waste paper in about three months.

The waste paper business is similar to that of other businesses. Certain seasons demand more than others. The spring and fall are the seasons when to dispose of your waste paper, as those are the seasons when there is the greatest demand and the highest prices are paid.

If the merchant bales his paper and holds it until the big seasons he would realize a greater return. The fire risk on baled paper is very light. Baled paper will not burn, it will scorch a little on the outside, and that would be the extent of the damage. But, on the other hand, loose paper thrown into a corner of the cellar or outbuildings is a fire risk that fire insurance underwriters will not put up with.

The cost of baling paper is nil—it takes no extra help or time than it does to gather it up and get it ready for the garbage man.

Quite recently CANADIAN GROCER'S representative was passing a store on King Street West, Toronto, when the garbage was being collected. Large cornflake, shredded wheat and other cartons crammed full of waste paper was being piled in the waggon to be destroyed, to pass into nothing. Another item that helps to keep up the cost of living.

Out of curiosity CANADIAN GROCER'S scribe walked into the store and enquired if they sold the waste paper, and was promptly told "No, it was not worth the trouble."

Leaving this store and going further along the street, he went into the grocery of T. Nolan, at the corner of King and Portland streets, and asked the same question. Mr. Nolan replied: "Sure, we save the waste paper and also bale it." "How long have you had a baler?" he was next asked. "I purchased it about three years ago," replied Mr. Nolan. "I wouldn't be without one. It's shown us a distinct profit of $75.00 per year, and if the price of waste paper keeps as high as it is to-day, our profit will be trebled."

# Trades Mission is Discontinued

## New Department for Canadians is Established in London

THE Canadian Trades Mission in London has been discontinued. In its stead there has been constituted the Special Trade Commission, a branch of the Department of Trade and Commerce. The branch will be known as the Overseas Branch, and will be under the direction of W. C. Noxon, who was chief assistant under Lloyd Harris. With Mr. Nixon will be associated Harrison Watson, Chief Trade Commissioner in the United Kingdom, who will co-ordinate the work of Associated Trade Commissioners with the Overseas Branch.

### Make No Direct Sales

It will not be the duty of the Overseas Branch to make sales or purchases, or negotiate contracts for individuals or corporations. This must be left to their own resources and efforts. The aim of the Overseas Branch will be:

(1) To provide a convenient commercial meeting place for Canadians visiting London for business purposes, where they will be made welcome and can find men ready and willing to give them advice and information.

(2) To have at hand full and pertinent information as to conditions of trade, openings for business, demands for Canadian supplies and possible contracts; to facilitate conferences with business firms, manage introductions to business houses, and in every legitimate way aid Canadians to extend trade.

(3) Conversely, the Overseas Branch will be a Canadian Bureau of Business information as to Canadian products, where persons desirous of doing business with Canadians may find ready answers, careful directions and sound reliable counsel.

### Also Publicity Agency

(4) To give reasonable and uniform publicity to Canadian resources and productions and opportunities.

(5) To establish a wideawake and efficient commercial liaison office between Canadian producers and world buyers in London, and to that end the Overseas Commercial Branch in London will keep in close touch with the commercial intelligence branch of the Department of Trade and Commerce.

Under the new system the activities of the whole body of Canadian Trade Commissioners in Europe will be linked up. None of the trade credits given last year have been renewed.

# What Exporter Should Tell the Buyer

## When Canadian Manufacturer Receives Enquiry From Foreign Country There Are Many Points to Mention in the Reply—Methods of Payment—Letter of Credit Through Confirming House or Bank, and Sight Draft

Written from interview with a British importer

"WHAT information should a Canadian manufacturer give an overseas import company when the manufacturer is asked to submit full particulars about their product with a view to export trade?"

This was a question CANADIAN GROCER asked the representative of a large influential importing house in London, England, who is now on a business trip to Canada.

This firm has been doing business for more than fifty years and has a world-wide connection. The various requirements were enumerated as follows:

1.—Quantity available, on an average.

2.—If the goods are seasonable—that is if they are produced in certain seasons and if so when they are packed.

3.—How long the manufacturer has been in business.

4.—Nationality of the people behind the product. It was explained that this was a very important question since the war.

5.—Whether any member of the staff knows how to ship goods for export trade.

6.—Sample of the goods should be sent.

7.—Nature or character of the contents, quality, etc.

8.—Number of packages to a case.

9.—Weight and outside dimensions of the case in which the goods are packed.

10.—The word "Canada," or Made in Canada should appear prominently on the label, on the case and on the package or container. In fact Great Britain may make it compulsory to have the country of origin stamped on all imported goods in the near future. France has already decided to do this.

11.—In quoting prices these should not be quoted f.o.b. factory. Overseas importers know nothing about size or weight of packages and it is difficult for them to calculate freight from factory to seaport and steamship rates. Prices should be made f.o.b. shipping port, and should, if at all possible, be c.i.f. (cost insurance and freight). If prices are not given c.i.f. the current rate for steamship freight should be given as well as gross weight of case and outside measurement of case. This enables the importer to calculate cost of steamship freight rate from shipping port to the port where the goods are received.

The above are among the most important points the Canadian exporter should consider in sending particulars about his product to an inquirer overseas.

### Keep Up the Quality

Another point made was that manufacturers be sure there is no deterioration in quality of their goods from shipment to shipment. "Nothing," he said, "will give a firm and its brands a black eye more quickly than a poor shipment of goods. I know of an instance in England where it is almost impossible to sell a case of a certain brand of a manufactured product on account of the fact that the product had deteriorated greatly before it reached the ultimate consumer."

In this particular case the deterioration was due to speculators holding the product until the quality had gone bad, but it should be clearly understood that foreign markets want good goods and are willing to pay the price.

### How Exported Goods are Paid For

There are two methods used for payment for goods shipped by the manufacturer to an overseas customer. One is by means of a letter of credit and the other is by sight draft.

In the first place manufacturers should be careful to know they are shipping their goods to reliable firms. It is preferable, too, to connect, where possible, with an importing firm in an overseas market which sells to the wholesale trade rather than with one wholesaler. This means a wider outlet for the goods.

If the Canadian manufacturer does not feel financially strong enough to finance his goods until they reach the foreign market and a sight draft is made with the bill of lading on the importing house, he will probably be able to arrange matters satisfactorily to both parties by pointing this out to the overseas firm. He may say that he wants payment for his goods in Canada. This means that the importer in the foreign market has to make a connection with a confirming house in Canada at the seaport—Montreal, St. John, Halifax, etc.—who will pay for the goods when they are shipped.

### Letter of Credit With Bank

There are, of course, many importing houses who arrange irrevocable letters of credit with their bankers on this side, and the bank pays the Canadian exporter for his goods as soon as they are shipped. This, of course, means that the foreign importer pays for the goods a month or more before he actually receives them, and as business with the wholesale trade in his country is usually done on a 30-day basis, it is at least two months after paying for them before he realizes on these goods. Many reliable importing firms may not always be able to do this.

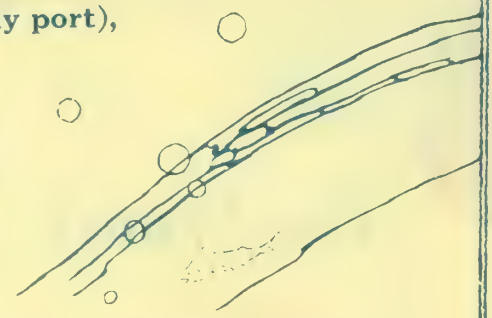
Many houses, particularly at the present time, are anxious to do business on the three-day sight draft plan, which means that the Canadian exporter and the foreign importer each wait one month for their money—calculating that it takes a month for the goods to reach their destination and that the 30-day credit basis prevails.

Some large Canadian houses, of course, have their own agents in the Old Country and other markets to whom they ship direct, or they may ship to the ultimate buyer and the agent receives either salary or commission for looking after their interests.

The above will give Canadian manufacturers some idea of how export business is done. It will be found that once tried out, business can be done smoothly and profitably and the money is received without delay—a fact that many manufacturers do not appreciate before they decide to begin.

# FISH - MILK - FRUIT for EXPORT

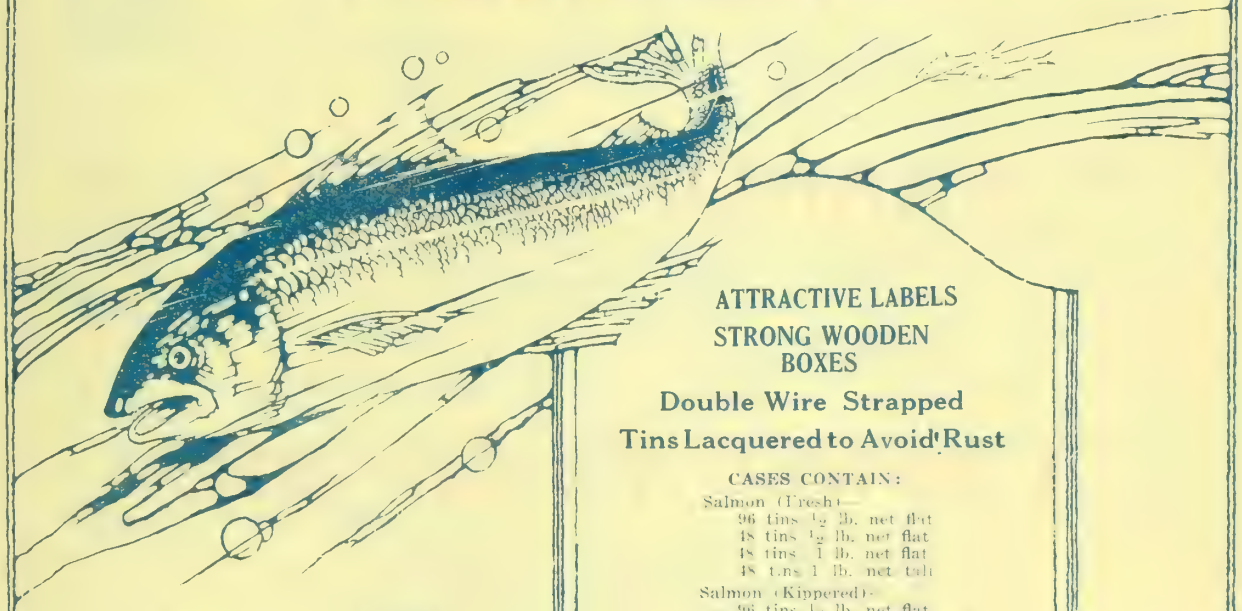
**We can quote attractive prices, C.I.F. (any port), for the prompt shipment of:**



| | |
|---|---|
| CANNED SALMON | (Chum, Whitespring, Pink, Cohoe, Steelhead, Redspring, Chinook, King, Reds, Blueback, Sockeye and Kippered) |
| CANNED PILCHARDS | (Hand-packed) |
| CANNED HERRING | (Plain, Tomato Sauce, Kippered) |
| CANNED CLAMS | (Whole and Minced) |
| CANNED WHALE | (Like Finest Corned Beef) |
| CANNED MILK | (Evaporated, Sterilized; Condensed, Sweetened and Unsweetened) |
| CANNED FRUIT<br>DRIED FRUIT | "Castle" and "Hall" brands of Apples, Apricots, Cherries, Grapes, Peaches, Pears, Plums, Prunes, Raisins, Figs, Currants, Pineapple, Blackberries, Loganberries Raspberries and Strawberries. |

## HARRY HALL & CO. LIMITED

**510 Hastings Street West, Vancouver, Canada, and**
**16 California Street, San Francisco, Cal., U.S.A.**



**ATTRACTIVE LABELS**
**STRONG WOODEN BOXES**
**Double Wire Strapped**
**Tins Lacquered to Avoid Rust**

CASES CONTAIN:

Salmon (Fresh)—
96 tins ½ lb. net flat
48 tins ½ lb. net flat
48 tins 1 lb. net flat
48 tins 1 lb. net tall

Salmon (Kippered)—
96 tins ½ lb. net flat

Pilchards—
96 tins ½ lb. net flat
48 tins 1 lb. net tall

Herring—
96 tins ½ lb. net oval
96 tins ½ lb. net flat
48 tins 1 lb. net oval
48 tins 1 lb. net tall

CORRESPONDENCE SOLICITED

Cable Address:
"HARALL," Vancouver, B.C.

Codes Used:
Western Union 5th Letter
A B C, 5th Edition
Arm by, 1911
Lieber—Bentley—Private

The quality and condition of all shipments is inspected by a reliable independent examiner before labelled and shipped.

A GOOD SELLER

We are exporters of the products of
BRITISH COLUMBIA
ALASKA
WASHINGTON
OREGON
CALIFORNIA

Foreign Buying and Selling Agents

Shipping and Commission Merchants

General Brokers

BEST QUALITY AND SERVICE IS OUR AIM

## For Export

# WALLACE'S

## PINK SALMON

Caught in deep salt water while the salmon is in its prime, and packed ON THE FISHING GROUNDS—A REAL PINK.

## CANNED HERRING

Fat, selected herrings, caught daily in the icy waters of the North, and PACKED IMMEDIATELY AT OUR ADJACENT CANNERY.

Shipping weights—48 1-lb. ovals, 72 lbs.; 96 ½-lb. ovals, 81 pounds.

## CANNED PILCHARDS

One of the most delicious fish that the North Pacific yields; our pilchard cannery is built right on the fishing grounds. They're canned before they lose that zestful, salt water tang.

48 1-lb. talls to the case.

Caught and packed by the **WALLACE FISHERIES, LIMITED**

at their six canneries at the fishing grounds

Head Office:
**VANCOUVER**

MADE-IN-CANADA

# Malcolm Milk Products—

A LINE of superior quality manufactured by an all Canadian Company located in the heart of one of the best dairying districts in Canada.

Made by modern sanitary methods from the milk of Government inspected cows, rich in butter fats and proteids.

These qualities combined with an attractive label will make it *as big a favorite in the European market as it is in Canada.*

We invite correspondence, and will be pleased to submit samples and quotations.

## The Malcolm Condensing Co., Limited

ST. GEORGE, ONTARIO
CANADA

# Worthy of Your Efforts

There is a lot of satisfaction to the dealer in selling a marmalade which draws enthusiastic customers, as well as a mighty nice profit. That's what

**Shirriff's** **(True Seville) Orange Marmalade**

will do. Put an attractive display of Shirriff's in your window or on your shelves. When your customers just ask for "marmalade" give them Shirriff's—next time they will emphasize "Shirriff's Marmalade."

Seville oranges from Spain, pure cane sugar, and many years' experience of specializing in marmalade — that's Shirriff's.

**Place your order to-day**

**Imperial Extract Company Toronto, Ont.**

***Selling Agents for Canada:*** **Harold F. Ritchie & Co., Ltd., Toronto and Montreal**

## C. A. MANN & COMPANY

have a reputation with the Canadian trade for the reliability and uniformity of their Canadian Dairy Produce.

## EGGS

are our specialty. We are in a position to ship you the finest produced in Canada. Every shipment is carefully graded and packed. We will be pleased to quote you our prices F.O.B. seaboard.

## C. A. MANN & COMPANY
### LONDON, CANADA

CABLE ADDRESS: " MANN "

# Nobility Chocolates Limited

## Manufacture a high class all Canadian line of Chocolates and Pan Goods

Our chocolates are made in the unique Canadian way that has proven particularly pleasing to British and European tastes.

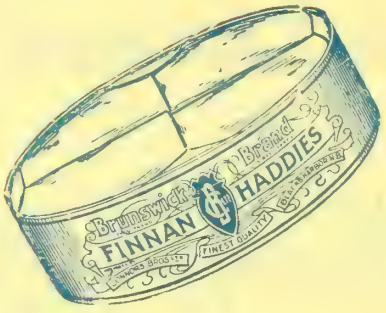
Our pan goods are clear, bright sweets which will hold their consistency during the warm weather.

We will be pleased to furnish quotations upon request.

**Mr. E. A. Langley, our Canadian representative, is in England and can be reached by addressing him c/o American Express, Liverpool.**

# NOBILITY CHOCOLATES LIMITED

**St. Thomas, Ontario**
**CANADA**




# BRUNSWICK

## — Canada's

## The public have confidence in Brunswick Brand

In most every household where quality and perfection in Sea Foods are appreciated Brunswick Brand has won confidence and satisfaction. Prepared from the finest selected catches in an up-to-the-minute plant where "Purity" is the daily watchword, these incomparable Sea Foods are the embodiment of all that is wholesome and delicious.

Stock from the following list:

- ¼ Oil Sardines
- ¼ Mustard Sardines
- Finnan Haddies (Oval and Round Tins)
- Kippered Herring
- Herring in Tomato Sauce
- Clams

# BRAND SEA FOODS

## Best

## Sell Brunswick Brand Sea Foods for Profit and Reputation

Brunswick Brand Sea Foods offer an excellent profit and their great popularity insures grocers of a quick turn over. They have been proven by Government analysis to be more nutritious and less expensive than any imported lines, and it is this reputation for superiority and value that guarantees that perfect customer satisfaction that spells bigger sales and better profits.

## Connors Bros., Limited

BLACK'S HARBOR, N.B.

# An Advertising Moral

Manufacturers who sell to retailers cannot help being impressed with one of the main causes for the downfall of the liquor business. This was the failure of the brewer and the distiller to give constructive attention to the retail end. They concerned themselves with manufacturing. They advertised their goods and carried on publicity propaganda. They worked hard to combat the rising sentiment against liquor. No such widespread institutional advertising reaching out into so many angles ever was done before. And then, after spending millions in making and advertising, they let the retail part take care of itself.

Is not this neglect of the retailer being duplicated in a measure by some manufacturers? They devote time and money to bringing and keeping their goods up to the highest standard. They advertise liberally to increase consumer demand and good-will. Then they do not realize adequate dividends on this because of failure properly to line up the retailer. PRINTERS' INK a few months ago told about an Indiana dealer whose attitude towards a famous nationally advertised talking-machine actully shut that product out from an entire county. This was a case where the dealer was well acquainted with the merits and salability of the machine, but objected to the company's selling proposition.

Almost any manufacturer will wax indignant if told he is neglecting the retailer. But this does not alter the truth of the condition in many instances. The neglect is not intentional, of course. The manufacturer is ready to help, and he does help. But the trouble is the help is not constructive and practical enough.

One big concern advertised broadcast its willingness and preparedness to assist its customers in every phase of their store activities. Then it placed the whole proposition in the hands of one advertising man. This man would have done quite well as advertising counsellor along a variety of lines. He was a clever worker and a good thinker. All he lacked — and this was a fatal lack — was a knowledge of the retail store.

The trouble with much of the service work, as PRINTERS' INK has said several times, is that it often is the product of a desk theorist. You have got to know a lot more than how to make a clever lay-out or write good copy if you want to do something worth while for the retailer. You have got to know the retailer, his problems and his customers. There is no royal road to this sort of knowledge. The best way to get it is to go out and dig for it — to go right to the retail store, work or talk with the retailer, and bring to bear upon his difficulties the fresh viewpoint of the outsider.

Many of the most successful concerns in the country have found that this is the only basis upon which real service to the retailer can be built.

— Editorial, "Printers Ink."

The business newspaper gives you a chance to build business with the merchant who sells your goods.

## MacLEAN PUBLISHING CO., LIMITED

**Montreal Toronto Winnipeg Vancouver**
**Boston New York Chicago**
**London, Eng.**

Publishers of the following specialized business papers:

| | | |
|---|---|---|
| **Hardware and Metal** | **Canadian Grocer** | **Bookseller and Stationer** |
| **Sanitary Engineer** | **Dry Goods Review** | **Druggists' Weekly** |
| | **Men's Wear Review** | |

## AMONG OUR IMPORTATIONS ARE:

BRITAIN: Tartaric Acid Citric Acid Wrapping Twines

FRANCE: French Cream Tartar French Castile Soap

JAPAN, CHINA, STRAITS SETTLEMENTS, WEST INDIES, AUSTRALIA, NEW ZEALAND:

Pepper, Ginger, Cloves, Nutmegs, Sago, Tapioca, Peanuts, Canned Pineapple, Desiccated Cocoanut, Egg Albumen, Isinglass, Essential Oils, Alum

BRITISH COLUMBIA: Herrings Salmon Pilchards

CALIFORNIA: Salt Canned Fruits

Write or wire for prices. It means money to you

## R. G. Bedlington & Co., Ltd., Vancouver

Wholesale Brokers

IMPORTERS Established 1905 EXPORTERS

# BIRKS, CRAWFORD & CO.

## VANCOUVER, B.C.

*DISTRIBUTORS OF*

**British Columbia, Alaska and Puget Sound**

## CANNED SALMON

*All Standard Grades and Sizes*

also

## Herring, Pilchards, Clams

*C.I.F. Prices Quoted on Request*

## Quality Our First Consideration

Cable Address: BIRCRAW All Standard Codes

# GROCERS OF CANADA

**Here is a new Product that will be sold in every Grocery Store**

## Evaporated Bananas

Grown in Jamaica. Packed in Jamaica. Only the best bananas used. Put up in clean, attractive packages. Can be sold at less price than ordinary bananas. From 15 to 18 bananas in every carton. Every family will use them for table dessert, puddings, cakes, pies and many other uses. Be the first grocer in your town to stock this new product, ex the pack of 1920.

***A Pure Fruit Food and Confection***
***all British Product***

First shipment of Wimco Banana Figs will arrive shortly from Jamaica and we would advise placing your orders early. Order from your wholesaler or jobber.

WATT & SCOTT, LIMITED Agents for Canada
TORONTO AND MONTREAL

The West India Mercantile Company, Limited, Kingston, Jamaica, B.W.I.

*Get our prices on Split Peas, Pot and Pearl Barley, Manitoba Blended and Ontario Wheat Flours*

# The Big Seller

This large, attractive moth and dust-proof carton of Quality Rolled Oats has proven itself a profit-earner and a satisfaction-winner of the highest calibre.

# Grocers everywhere report Big Sales of Quality Rolled Oats

And here are just a few reasons why housewives prefer these Supreme Porridge Oats:

1st—They cook quickest because the flakes are rolled thinnest and semi-cooked.

2nd—Our special "Pan-Dried" process gives them a rich, nut-like flavor.

3rd—They are made from the finest Canadian oats, prepared in a sanitary, modern factory and guaranteed to be free from dust and absolutely pure.

Quality Rolled Oats will prove just as great a favorite with **Europeans** as it has with Canadians. Our unsurpassed shipping facilities and our large daily capacity especially equips us to handle European orders with promptness.

## Canadian Cereal & Flour Mills Co., Limited

**TILSONBURG, ONTARIO**

**Head Office - - Stratford, Ont.**

Selling Agents for Ontario:
Cruickshank and Guild - - 32 Front St. West, Toronto

*We are Manufacturers and Exporters of*

# Pure Jams
# Pure Orange Marmalade
# Blended Jams
# Condensed Mince Meat

**Our "WETHEY" and "DOMINION FOODS" labels are well known in Europe.**

*Enquiries solicited.*

**Cable address "WETHEY"**
**Western Union Code**

## J. H. WETHEY, LIMITED
St. Catharines, Canada

# Gosse-Millerd

## The "*Gosse-Millerd*" Products are Tangible Evidence of our Belief in the Triumph of Quality Goods

PACKED
96 ½-lb. Flats per case.
48 1-lb. Flats per case.
48 1-lb. Talls per case.

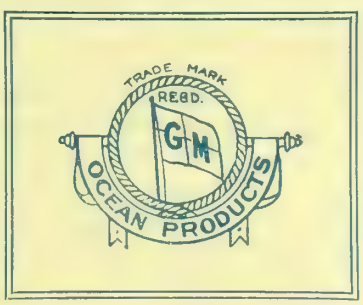
PACKED
96 ½-lb. Flats per case.
48 1-lb. Talls per case

PACKED
96 ½-lb. Flats per case.

96 ½-lb. Flats per case.
48 1-lb. Flats per case.
48 1-lb. Talls per case.

PACKED
96 ½-lb. Flats per case.

PACKED
96 ½-lb. Ovals per case.
48 1-lb. Ovals per case.

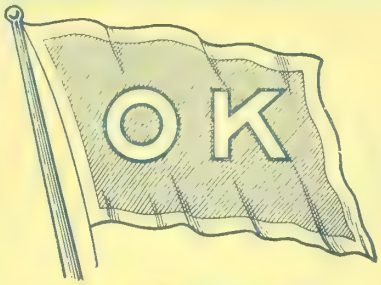


PACKED
96 ½-lb. Ovals per case.
48 1-lb. Ovals per case.

## GOSSE-MILLERD PACKING COMPANY, LIMITED

*Salmon and Herring Canners and Packers*

Head Office, 597 Hastings St., West, Vancouver, B.C., Canada




# O'Loane, Kiely & Co. Limited

*HEAD OFFICE:*
VANCOUVER, CANADA

*ASSOCIATED OFFICES:*

SEATTLE
326 Colman Bldg.

SAN FRANCISCO
514 Robert Dollar Bldg.

## WHOLESALE EXPORTERS FOOD PRODUCTS

### CANNED FISH

**Salmon, Pilchards, Herring, Clams, Fish Paste.**

### PICKLED FISH

HERRING: Scotch Cure—Norway Cure —Split—Round.

PILCHARDS, SALMON: Salt and Mild-cured.

### SMOKED FISH

Herring Chicks: 2½-lb. boxes, 5 in a bundle, each bundle weighs 15 lbs. gross and measures 12″ x 12″ x 6″.

Bloaters: 20-lb. boxes, 24 lbs. gross, 12″ x 18″ x 5″.

Kippers: 20-lb. boxes (same weights, etc., as bloaters).

10-lb. boxes, 12½ lbs. gross, 18″ x 12″ x 3½″.

Smoked Boneless, boxes of 10 lbs. net, crated in fives, each crate weighs 65 lbs. gross, measures 32″ x 14½″ x 6½″.

**We are Proprietors of the following brands:**

| | | |
|---|---|---|
| O.K. | Sockeye | Salmon |
| Victory | Red Spring | Salmon |
| Pacific Chief | Pink | Salmon |
| Equality | Chum | Salmon |
| Sweepstakes | Cohoe | Salmon |
| Sweepstakes | Pilchards | |

Herring and Clams.

PACKED
48 1-lb., shipping weight, 71 lbs.
96 ½-lb. shipping weight, 79 lbs.

PACKED
48 1-lb., shipping weight, 71 lbs.

PACKED
48 1-lb., shipping weight, 71 lbs.

PICKLED HERRING
Barrels, 250 lbs. net, 320 lbs. gross, 21 in. diam. x 31 in. high.
Half barrels, 125 lbs. net, 175 lbs. gross, 18 in. diam. x 24 in. high.

Reference:

**The Dominion Bank Vancouver, Canada.**

48 1-lb. ovals, shipping weight, 72 lbs. 96 1-2 lb. ovals, shipping weight, 81 lbs.

Cable Address:
**BRITSALMON**
**All commercial codes.**

## IMPORTERS

**Oriental Produce including Beans, Peas, Rice, Tapioca, Spice, Peanuts, Walnuts, Oil, Dried Egg Products, Albumen, etc.**

# WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

## THE MARKETS AT A GLANCE

THE markets generally are firm, with a tendency for higher prices. Many lines of commodities have advanced. The butter and egg markets, however, show every indication of weakening and have registered declines in almost every vicinity.

**TORONTO**—The usual quota of advances have been registered this week. Canada Sugar Refinery has advanced sugar 75 cents per hundred; this is still 25 cents below the other refiners. Supplies of icing sugar are very limited. Granulated sugar is coming along a little better this week. Corn syrup has advanced, due to the exchange rate and the higher cost of corn. The market for teas remains about the same. The lower grades with which the market has been especially flush are about cleaned up. Prices on new stocks to arrive will range higher. Java tea that was previously selling to the trade at 38 to 43 cents per pound is now worth around 50 cents. Cornstarch and laundry starch has advanced one-half cent per pound. Cereals are all firm and in active demand. Pearl tapioca has declined, now selling at 12 cents per pound in bag lots. An unsettled condition is manifest in the market for spices. Spot stocks are inadequate to meet present demands. Peppers are scarce, also cloves, ginger and cream of tartar. All spice markets show a distinctly firm undertone. Pure jams in 4-pound tins have advanced 5 cents each and 16-ounce jars are 15 cents per dozen higher. Dried fruits are scarce and an active demand is noted. Shelled nuts are very firm, although no actual change in prices for spot stocks has taken place. An advance can be expected as quotations at primary markets are higher and supplies are difficult to obtain. Prepared icing, Crisco, soap chips, gelatine, health salts, prepared coffee and custard powder have all reached higher levels. New prices on new crop maple syrup and sugar are named; the first shipment expected to arrive the latter part of this month. Hand-picked Ontario beans are quoted at $6.00 per bushel. Oranges, lemons and grapefruit are the feature of the fruit market. The smaller size oranges have advanced 25 cents per case, but the larger size has declined.

The butter market has declined, although a firm tone has developed. The market for eggs is weakening and prices are declining, and as milder weather and as the condition of the roads become better, further declines can be expected. The fish market is very brisk. Supplies are fair and going into consumption very rapidly.

**MONTREAL**—Markets are pretty strong this week and tendencies are toward higher levels. There is practically no change to the sugar situation and prices rule firmly. Canned goods are strong and although no alterations are made to local quotations it is felt that advanced prices are to be expected, particularly in the case of canned tomatoes and general fruit lines. Coffee and cocoa are in good and steady demand and prices are maintained. Advances have been effected on Japan teas, and Javas are stated to be practically exhausted. In view of the bare condition of the tea market it is thought that higher levels will be reached in the very near future. There is practically no change in beans and peas which stand very firm with higher tendencies. Corn syrups are higher and the market is very strong under active demands. Molasses is unchanged. Prices are firm and although the new stocks will be arriving next week, dealers are of the opinion that the high prices will be maintained. Feeds continue strong. Pearl barley and fine oatmeal have advanced and the cereal market stands firm and strong. There is practically no change to report in the spice market. Prices are maintained under fairly good demands. Oats are considerably stronger and advances have been effected on all grades. Dried fruits are strong, although quotations are unchanged. There is a good, steady demand for all nuts and no fresh developments have arisen. Rice is strong with upward tendencies. Package goods are strong and a few minor advances have been effected in some lines. Lemons are considerably easier this week and are selling at $8.00 per case. Florida tomatoes are weaker and are selling at $7.00 per case. Advances have been effected on the following miscellaneous articles: Canned soups, Florida water, matches, gelatine, baking powder and wrapping paper. Cleaned currants have been reduced three cents per pound.

**WINNIPEG**—General grocery markets show a tendency to firmness. Sugar is arriving in better supplies, but is still far short of the necessary quantity. The cereal market is strong with slight advances registered on many lines. Beans are ruling at firm prices and supplies are small. Rolled oats has advanced this past week and further advances are looked for. All confectionery lines show a tendency to reach higher levels. Supplies of dried fruits are almost exhausted and importers are inclined to hold off imports on account of the high prices at primary markets. New Oriental rice has arrived on this market and is being rapidly picked up. Broom corn is higher and brooms are expected to follow.

# QUEBEC MARKETS

MONTREAL, March 12—The condition of the markets this week is fairly strong and advances have been effected on several lines. Business is stated to be very good for the time of year, although lack of supplies in some instances is retarding the volume accomplished. Sugar is strong and sells freely under recently advanced prices. Canned goods are strengthening up very considerably and higher levels may shortly be reached.

## *Sugar Firm Under Advanced Prices*

**Montreal.**

SUGAR.—There is practically no change to the sugar situation, which stands strong under recently advanced prices. Supplies of raws are stated to be coming along with greater freedom and refineries are now working continuously.

| | | |
|---|---|---|
| Atlantic Sugar Co., extra granulated sugar, 100 lbs. | | 16 50 |
| Acadia Sugar Refinery, extra granulated | | 16 60 |
| Canada Sugar Refinery | | 15 50 |
| Dominion Sugar Co., Ltd., crystal granu | | 16 50 |
| St. Lawrence Sugar Refineries | | 16 60 |
| Icing, barrels | 16 70 | 16 90 |
| Do., 25-lb. boxes | .... | 17 10 |
| Do., 50-lb. boxes | .... | 16 90 |
| Do., 50 1-lb boxes | .... | 18 20 |
| Yellow, No. 1 | 15 10 | 16 10 |
| Do., No. 2 (Golden) | 15 00 | 16 00 |
| Do., No. 3 | 14 80 | 15 90 |
| Do., No. 4 | 14 70 | 15 70 |
| Powdered, barrels | .... | 16 60 |
| Do., 50s | 15 80 | 16 80 |
| Do., 25s | 16 00 | 17 00 |
| Cubes and Dice (asst. tea), 100-lb. boxes | 16 10 | 17 10 |
| Do., 50-lb. boxes | 16 20 | 17 20 |
| Do., 25-lb. boxes | 16 40 | 17 40 |
| Do., 2-lb. package | 17 50 | 18 50 |
| Paris lumps, barrels | 16 10 | 17 10 |
| Do., 100 lbs. | .... | .... |
| Do., 50-lb. boxes | 16 30 | 17 30 |
| Do., 25-lb. boxes | 16 50 | 17 50 |
| Do., cartons, 2 lbs. | 17 50 | 18 50 |
| Do., cartons, 5 lbs. | 18 00 | 19 00 |
| Crystal diamonds, barrels | 16 10 | 17 10 |
| Do., 100-lb. boxes | 16 20 | 17 20 |
| Do., 50-lb. boxes | 16 30 | 17 30 |
| Do., 25-lb. boxes | 16 50 | 17 50 |
| Do., cases, 20 cartons | 17 25 | 18 25 |

## *Canned Goods Strong; Prices Unchanged*

**Montreal.**

CANNED GOODS.—The position of canned goods is unaltered as far as quotations are concerned, but the undertone is decidedly stronger and advanced prices may be expected. Canned tomatoes are especially strong. Canned fruits will probably attain higher levels in the very near future. Dealers state that stocks are now practically depleted. The smaller retailer has not been buying freely of late and his small stocks are about exhausted. With the opening of navigation a very brisk business in all canned goods is anticipated.

CANNED VEGETABLES

| | | |
|---|---|---|
| Asparagus (Amer.), mammoth green tips | 4 50 | 4 85 |
| Asparagus, imported (2½s) | 5 50 | 5 55 |
| Beans, Golden wax | 2 00 | 2 00 |
| Beans, Refugee | .... | 2 00 |
| Beets, new, sliced, 2-lb. | .... | 1 35 |
| Corn (2s) | .... | 1 80 |
| Carrots (sliced), 2s | 1 45 | 1 75 |
| Corn (on cob), gallons | 7 00 | 7 50 |
| Spinach, 3s | 2 85 | 2 90 |
| Squash, 2½-lb., doz. | .... | 1 50 |
| Succotash, 2 lb., doz. | .... | 1 80 |
| Do., Can. (2s) | .... | 1 80 |
| Do., California, 2s | 3 15 | 3 50 |
| Do. (wine gals.) | 8 00 | 10 00 |
| Sauerkraut, 2½ lb. tins | .... | 1 60 |
| Tomatoes, 1s | 1 45 | 1 50 |
| Do., 2s | .... | 1 80 |
| Do., 2½s | 1 80 | 1 85 |
| Do., 3s | 1 90 | 2 15 |
| Do., gallons | 6 50 | 7 00 |
| Pumpkins, 2½s (doz.) | 1 50 | 1 55 |
| Do., gallons (doz.) | .... | 4 00 |
| Peas, standards | 1 85 | 1 90 |
| Do., Early June | 1 92½ | 2 05 |
| Do., extra fine, 2s | .... | 3 00 |
| Do., Sweet Wrinkle | .... | 2 00 |
| Do., fancy, 20 oz. | .... | 1 57½ |
| Do., 2-lb. tins | .... | 2 75 |
| Peas, Imported— | | |
| Fine, case of 100, case | .... | 27 50 |
| Ex. Fine | .... | 30 00 |
| No. 1 | .... | 23 00 |

## *Coffee and Cocoa in Good Demand*

**Montreal.**

COFFEE.—Coffee continues strong under ever-increasing demands, and although nothing definite is given, the tendency is toward higher rather than lower levels. Taken altogether, coffee is in a very firm position.

COCOA.—Prevailing prices hold unchanged. Supplies are found quite adequate to meet the heavy demands, and a good general business is being transacted in the local markets.

| | | |
|---|---|---|
| COFFEE— | | |
| Rio, lb. | 0 33½ | 0 35½ |
| Mexican, lb. | 0 50 | 0 51 |
| Jamaica, lb. | 0 46 | 0 48 |
| Bogotas, lb. | 0 49 | 0 51 |
| Mocha (types) | 0 50 | 0 52 |
| Santos, Bourbon, lb. | 0 47 | 0 49 |
| Santos, lb. | 0 47 | 0 48 |
| COCOA— | | |
| In 1-lbs., per doz. | .... | 5 80 |
| In ½-lbs., per doz. | .... | 3 00 |
| In ¼-lbs., per doz. | .... | 1 60 |
| In small size, per doz. | .... | 1 15 |

## *Japan Teas Advanced; Javas Are Exhausted*

**Montreal.**

TEAS.—As CANADIAN GROCER has pointed out for the past few weeks, teas are in a very strong position owing to the bare condition of the markets. Advances are effected this week on Japan early picking, which is quoted in the local market at from 75 to 85 cents per pound. There are practically no Javas on the market. The position is very strong and even higher levels will shortly be reached. The congested condition of the European ports is largely responsible for the present situation, and it is stated that there is no immediate prospect of improvement. In the meantime markets are bare and demands for this beverage are exceptionally heavy.

| | | |
|---|---|---|
| JAPAN TEAS— | | |
| Choice (to medium) | 0 65 | 0 75 |
| Early picking | 0 75 | 0 85 |
| Finest grades | 0 80 | 1 00 |
| Javas— | | |
| Pekoes | 0 46 | 0 48 |
| Orange Pekoes | 0 49 | 0 51 |
| Broken Orange Pekoes | 0 48 | 0 50 |

**Inferior grades of broken teas may be had from jobbers on request at favorable prices.**

## *Beans and Peas Stand Unchanged*

**Montreal.**

BEANS.—There is practically no change to the position of the market this week. Prices are maintained under steady demands and the undertone is firm.

PEAS.—There is manifest in the market a steady demand for peas, although no definite price changes are recorded. Supplies are stated to be fairly good, and sufficient to meet all demands. The position is decidedly firm.

| | | |
|---|---|---|
| BEANS— | | |
| Canadian, hand-picked, bush. | 5 75 | 6 00 |
| Japanese | 5 50 | 5 75 |
| Japanese Lima, per lb. (as to quality) | 0 10 | 0 12 |
| Lima, California | .... | 0 20 |
| PEAS— | | |
| White soup, per bush. | 4 80 | 5 00 |
| Split, new crop (98 lbs.) | 8 25 | 9 00 |
| Boiling, bushel | 4 80 | 5 00 |
| Japanese, green, lb. | 0 10½ | 0 11 |

## *Corn Syrups Higher; Molasses Strong*

**Montreal.**

CORN SYRUP.—Advances have been effected on all lines of corn syrups, and, in view of the increased prices of commodities largely used in its manufacture, it is felt that higher levels may be reached. One dealer stated to CANADIAN GROCER that corn alone has advanced 10 cents per bushel and this is bound to have an effect on prices. A brisk business is reported in all lines of syrup and the position is very strong, with higher tendencies.

MOLASSES.—There is little or no change to the position of molasses. Stocks continue very low, and although new stocks are expected upon the market next week, importers state that no quotations have been given. It is felt, however, that the tendency is upward.

| | | |
|---|---|---|
| Corn Syrups— | | |
| Barrels, about 700 lbs., per lb. | .... | 0 09 |
| Half barrels | .... | 0 09¼ |
| Kegs | .... | 0 09¾ |
| 2-lb. tins, 2 doz. in case, case | .... | 5 90 |
| 5-lb. tins, 1 doz. in case, case | .... | 6 85 |
| 10-lb. tins, ½ doz. in case, case | .... | 6 55 |
| 2-gal. 25-lb. pails, each | .... | 2 85 |
| 3-gal. 38½-lb. pails, each | .... | 4 25 |
| 5-gal. 65-lb. pails, each | .... | 6 85 |
| White Corn Syrup— | | |
| 2-lb. tins, 2 doz. in case, case | .... | 6 50 |
| 5-lb. tins, 1 doz. in case, case | .... | 7 45 |
| 10-lb. tins, ½ doz. in case, case | .... | 7 15 |
| **Cane Syrup (Crystal) Diamond—** | | |
| case (2-lb. cans) | .... | 8 50 |
| Barrels, per 100 lbs. | .... | 12 25 |
| Half barrels, per 100 lbs. | .... | 12 50 |
| **Glucose, 5-lb. cans (case)** | .... | 4 80 |

| | Prices for Island of Montreal | |
|---|---|---|
| **Barbadoes Molasses—** | | |
| Puncheons | 1 30 | 1 35 |
| Barrels | 1 33 | 1 36 |
| Half barrels | 1 35 | 1 40 |
| Fancy Molasses (in tins)— | | |
| 2-lb. tins, 2 doz. in case, case | .... | 6 00 |
| 3-lb. tins, 2 doz. in case, case | .... | 8 25 |
| 5-lb. tins, 1 doz. in case, case | .... | 6 80 |
| 10-lb. tins, ½ doz. in case, case | .... | 6 65 |

**Note—Prices on molasses to outside points average about 3c per gallon less. In gallon lots 2c above ½ barrel prices.**

## *Steady Demand For All Feeds*

**Montreal.**

FEEDS.—The steady demands for all feeds is continued and prices are maintained. Dealers state that there is still a very marked shortage of supplies and

prospects for the immediate future are not encouraging. The market is firm with higher tendencies.

| FEEDS— | | |
|---|---|---|
| Bran, mixed cars | .... | 45 00 |
| Shorts, mixed cars | .... | 52 00 |
| **Crushed oats** | 63 00 | 71 00 |
| Barley chop | .... | .... |
| Special Middlings | .... | .... |
| **Feed Flour, 98 lbs.** | .... | 3 80 |
| Gluten Feed— | | |
| F.o.b. Cardinal | .... | 66 00 |
| F.o.b. Fort William | .... | 64 00 |

## *Pearl Barley and Oatmeal Advanced*

**Montreal.**

CEREALS.—Cereals are strong, and several advances have been effected during the week. Pearl barley has advanced to from $8 to $8.25 per bag of 98 pounds, and pot barley has advanced 50 cents per bag. Standard granulated and fine oatmeal has also reached higher levels, selling at from $6 to $6.75 per bag. The market is firm under very brisk demands.

| CEREALS— | | |
|---|---|---|
| Cornmeal, golden granulated | .... | 5 50 |
| Barley, pearl (bag of 98 lbs.) | 8 00 | 8 25 |
| Barley, pot (98 lbs.) | .... | 7 25 |
| Barley (roasted) | .... | .... |
| Buckwheat flour, 98 lbs. (new) | .... | 6 00 |
| Hominy grits, 98 lbs. | .... | 6 50 |
| Hominy, pearl (98 lbs.) | .... | 6 25 |
| Graham flour | .... | 6 00 |
| Do., barrel | .... | 13 25 |
| Oatmeal (standard granulated) | 6 00 | 6 75 |
| Rolled Oats (bulk), 90s | 5 50 | 5 75 |

## *Nutmegs Strong; Ginger Very Firm*

**Montreal.**

SPICES.—Nutmegs are stated to be very strong and very scarce in all grades. Current prices are unchanged but dealers are of the opinion that advances may be expected in the very near future. Ginger, both African and Jamaicas, are also very scarce, with higher tendencies. Spices generally rule very firm, and lower prices do not appear probable for some time to come. Trade is fairly good. Supplies are coming along in better volume but there is still a noticeable shortage on many lines.

| | | |
|---|---|---|
| **Allspice** | .... | 0 22 |
| **Cassia (pure)** | 0 33 | 0 35 |
| **Cocoanut, pails, 20 lbs., unsweetened, lb.** | .... | 0 46 |
| **Do., sweetened, lb.** | .... | 0 36 |
| **Chicory (Canadian), lb.** | .... | 0 20 |
| **Cinnamon—** | | |
| **Rolls** | .... | 0 35 |
| **Pure, ground** | 0 35 | 0 40 |
| **Cloves** | 0 85 | 0 90 |
| **Cream of tartar (French pure)** | 0 75 | 0 80 |
| **American high test** | 0 80 | 0 85 |
| **Ginger** | .... | 0 40 |
| **Ginger (Cochin or Jamaica)** | .... | 0 31 |
| **Mace, pure, 1-lb. tins** | .... | 1 00 |
| **Mixed spice** | 0 30 | 0 32 |
| **Do., 2½ shaker tins, doz.** | .... | 1 15 |
| **Nutmegs, whole** | 0 60 | 0 70 |
| **64, lb.** | .... | 0 45 |
| **80 lb.** | .... | 0 42 |
| **100, lb.** | .... | 0 40 |
| **Ground, 1-lb. tins** | .... | 0 65 |
| **Pepper, black** | 0 38 | 0 40 |
| **Do., special** | .... | 0 32 |
| **Do., white** | .... | 0 50 |
| **Pepper (Cayenne)** | 0 25 | 0 27 |
| **Pickling spice** | 0 28 | 0 30 |
| **Paprika** | 0 65 | 0 70 |
| **Tumeric** | 0 28 | 0 30 |
| **Tartaric acid, per lb. (crystals or powdered)** | 1 00 | 1 10 |
| **Cardamon seed, per lb., bulk** | .... | 2 00 |
| **Carraway (nominal)** | 0 30 | 0 35 |
| Cinnamon, China, lb. | .... | 0 30 |
| **Do., per lb.** | .... | 0 35 |
| **Mustard seed, bulk** | 0 35 | 0 40 |
| **Celery seed, bulk (nominal)** | 0 75 | 0 80 |
| Pimento, whole | 0 18 | 0 20 |

**For spices packed in cartons add 4½ cents a lb., and for spices packed in tin containers add 10 cents per lb.**

## *Oats Stronger; Advanced Prices*

**Montreal.**

HAY AND GRAIN.—An advance of 1½ cents per pound has been effected on all grades of oats and the position is considerably stronger, with higher tendencies. Trade is stated to be very dull. Buyers appear unwilling to purchase large stocks and are living practically from hand to mouth. Barley is strong and very scarce, and advances are to be expected. There is little or no movement manifest at the present time in the hay market. Prices are maintained, and dealers state that although there is a good demand for hay from America, cars in which to ship are not available.

| | | |
|---|---|---|
| Hay— | | |
| **Good, No. 1, per 2,000 lb. ton.** | .... | 28 00 |
| Do., No. 2 | .... | 27 00 |
| Do., No. 3 | .... | 24 00 |
| Straw | .... | 15 00 |
| Oats— | | |
| No. 2 C.W. (34 lbs.) | .... | 1 17½ |
| No. 3 C.W. | .... | 1 13½ |
| Extra feed | .... | 1 13½ |
| No. 1 feed | .... | 1 12½ |
| No. 2 feed | .... | 1 10½ |
| Tough 3 C.W. | .... | 1 11½ |
| Barley— | | |
| No. 3 C. W. | .... | .... |
| No. 3 | .... | .... |
| No. 4 C.W. | .... | .... |
| Feed barley | .... | 1 60 |

Prices are at elevator.

## *Figs and Raisins Selling Freely*

**Montreal.**

DRIED FRUIT.—Conditions in the dried fruit market are practically unchanged. Prices are maintained. An increased demand for figs is manifest, and although quotations are unaltered it is felt that the trend is toward higher levels. Turkish raisins are selling very freely although supplies leave much to be desired. Stocks are on the way but in the meantime business is somewhat held up by poor supplies. Dealers state that business is fairly good and prices decidedly firm.

| | | |
|---|---|---|
| **Apricots, fancy** | .... | 0 40 |
| Do., choice | .... | 0 34 |
| Do., slabs | .... | 0 30 |
| **Apples (evaporated)** | 0 23½ | 0 24 |
| Peaches, (fancy) | 0 28 | 0 30 |
| **Do., choice, lb.** | .... | 0 29 |
| **Pears, choice** | 0 30 | 0 35 |
| Drained Peels— | | |
| Choice | .... | 0 26 |
| Ex. fancy | .... | 0 30 |
| Lemon | .... | 0 45 |
| Orange | .... | 0 46 |
| Citron | .... | 0 68 |
| Peels (cut mixed), doz. | .... | 3 25 |
| Raisins (seeded)— | | |
| Choice, bulk, 25-lb. boxes, lb. | .... | 0 22 |
| Muscatels, 2 Crown | .... | 0 23 |
| Do., 1 Crown | .... | 0 25 |
| Do., 3 Crown | .... | 0 24 |
| Do., 4 Crown | 0 19½ | 0 20 |
| Fancy seeded (bulk) | .... | 0 23 |
| Do., 16 oz. | 0 24 | 0 25 |
| Cal. seedless, cartons, 12 ounces | 0 21 | 0 23 |
| Do., 16 ounces | 0 26 | 0 28 |
| Cal. Seedless, loose | 0 26 | 0 28 |
| Currants, loose | 0 19 | 0 22 |
| Do., Greek (16 oz.) | .... | 0 24 |
| **Dates, Excelsior (36-10s), pkg.** | .... | 0 15½ |
| Fard, 12-lb. boxes | .... | 3 25 |
| Packages only | 0 19 | 0 20 |
| Do., Dromedary (36-10 oz.) | .... | 0 19 |
| Packages only, Excelsior | .... | 0 20 |
| Loose | 0 16 | 0 17 |
| **Figs (layer), 10-lb. boxes, 2s, lb.** | .... | 0 40 |
| Do., 2¼s, lb. | .... | 0 45 |
| Do., 2½s, lb. | .... | 0 49 |
| Do., 2¾s, lb. | .... | 0 50 |
| **Figs, white (70 4-oz. boxes)** | .... | 5 40 |
| Figs, Spanish (cooking), 22 lbs. boxes, each | .... | 0 12 |
| Figs, Turkish, 3 crown, lb. | .... | 0 44 |
| Do., 5 Crown, lb. | .... | 0 46 |
| Do., 7 Crown, lb. | .... | 0 52 |
| Figgs, mats | .... | 4 75 |
| Do. (25-lb. boxes) | .... | 2 75 |
| Do. (12 10-oz. boxes) | .... | 2 20 |
| Prunes (25-lb. boxes)— | | |
| 20-30s | .... | 0 33 |
| 30-40s | .... | 0 30 |
| 40-50s | .... | 0 27 |
| 50-60s | .... | 0 23 |
| 60-70s | .... | 0 22 |
| 70-80s (25-lb. box) | .... | 0 20 |
| 80-90s | .... | 0 19 |
| 90-100s | .... | 0 17½ |
| 100-120s | 0 16 | 0 17 |

## *Almonds and Walnuts Are Good Sellers*

**Montreal.**

NUTS.—There is practically no change in the market as far as prices are concerned, and prevailing prices denote no fluctuations. A good steady business is reported on all lines and the position is decidedly firm. Tarragona almonds are selling at from 32 to 33 cents per pound and are in good demand.

| | | |
|---|---|---|
| **Almonds, Tarragona, per lb.** | 0 32 | 0 33 |
| **Do., shelled** | .... | 0 60 |
| **Do., Jordan** | .... | 0 75 |
| **Brazil nuts (new)** | .... | 0 28 |
| **Chestnuts (Canadian)** | .... | 0 27 |
| **Filberts (Sicily), per lb.** | 0 28 | 0 29 |
| **Do., Barcelona** | 0 25 | 0 26 |
| **Hickory nuts (large and small), lb.** | 0 10 | 0 15 |
| **Pecans, No. 4, Jumbo** | .... | 0 35 |
| **Peanuts, Jumbo** | .... | 0 24 |
| **Do., "G"** | 0 13 | 0 20 |
| **Do., Coons** | .... | 0 16 |
| **Do., Shelled, No. 1 Spanish** | 0 24 | 0 25 |
| **Do., Salted, Spanish, per lb.** | 0 29 | 0 30 |
| **Do., Shelled, No. 1, Virginia** | 0 16½ | 0 18 |
| **Do., No. 1 Virginia** | .... | 0 14 |
| **Peanuts (Salted)—** | | |
| **Fancy wholes, per lb.** | .... | 0 38 |
| **Fancy splits, per lb.** | .... | 0 33 |
| **Pecans, new Jumbo, per lb.** | 0 32 | 0 35 |
| **Do., large, No. 2, polished** | 0 32 | 0 35 |
| **Do., Orleans, No. 2** | 0 21 | 0 24 |
| **Do., Jumbo** | .... | 0 60 |
| **Pecans, shelled** | 1 60 | 1 70 |
| **Walnuts** | 0 29 | 0 35 |
| **Do., new Naples** | .... | 0 34 |
| **Do., shelled** | 0 75 | 0 80 |
| **Do., Chilean, bags, per lb.** | .... | 0 33 |

**Note—Jobbers sometimes make an added charge to above prices for broken lots.**

## *Rice Strong With Upward Tendency*

**Montreal.**

RICE.—There is practically no change in the local market although dealers state that the Eastern markets are considerably firmer. Supplies are beginning to come along better and brisk business is being transacted. Quotations hold unchanged for the time being but the general opinion of the trade is that advances may be looked for in the very near future.

| RICE— | | |
|---|---|---|
| Carolina, ex. fancy | 19 00 | 21 00 |
| Do. (fancy) | .... | 18 00 |
| Rangoon "B" | .... | 14 50 |
| Rangoon "CC" | .... | 14 25 |
| Broken rice, fine | .... | 14 00 |
| Tapioca, per lb. (seed) | 0 12½ | 0 13 |
| Do. (pearl) | 0 12½ | 0 13 |
| Do. (flake) | 0 11 | 0 12½ |

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

## *Corn Starch Advanced; Laundry Starch Also*

**Montreal.**

PACKAGE GOODS.—Higher prices prevail for prepared corn starch and also laundry starch, both of which have advanced ½ cent. In view of the increased price of corn, dealers state that

higher prices appear inevitable. Other package goods are very firm with higher tendencies under active demands.

| PACKAGE GOODS | | | |
|---|---|---|---|
| Breakfast food, case 18 | .... | | 2 85 |
| Cocoanut, 2 oz. pkgs., doz. | .... | | 0 78½ |
| Do., 20-lb. cartons, lb. | .... | | 0 36 |
| Corn Flakes, 3 doz. case | 3 50 | 3 66 3 50 | 4 25 |
| Oat Flakes, 20s | .... | | 5 40 |
| Rolled oats, 20s | .... | | 6 50 |
| Do., 18s | .... | | 2 42½ |
| Do., large, doz. | .... | | 3 00 |
| Oatmeal, fine cut, pkgs., case | .... | | 6 75 |
| Puffed rice | .... | | 5 70 |
| Puffed wheat | .... | | 4 25 |
| Farina, cass | .... | | 2 35 |
| Hominy, pearl or granu., 2 doz. | .... | | 3 65 |
| Health bran (20 pkgs.), case | .... | | 2 60 |
| Scotch Pearl Barley, case | .... | | 2 60 |
| Pancake Flour, case | .... | | 3 60 |
| Pancake Flour, self-raising, doz. | .... | | 1 50 |
| Wheat food, 18-1½s | .... | | 3 25 |
| Buckwheat Flour, case | .... | | 3 60 |
| Wheat flakes, case of 2 doz. | .... | | 2 95 |
| Oatmeal, fine cut, 20 pkgs. | .... | | 6 75 |
| Porridge wheat, 36s, case | .... | | 7 80 |
| Do., 20s, case | .... | | 7 50 |
| Self-raising Flour (3-lb. pack.) doz. | .... | | 3 05 |
| Do. (6-lb. pack.), doz. | .... | | 6 00 |
| Corn starch (prepared) | .... | | 0 12½ |
| Potato flour | .... | | 0 16 |
| Starch (laundry) | .... | | 0 10¾ |
| Flour, Tapioca | 0 15 | | 0 16 |

## *Flour Market Remains Unchanged*

**Montreal.**

FLOUR.—No new feature has developed in the flour market and prices are maintained. Business is stated to be very good and all demands can be filled without difficulty.

| | | |
|---|---|---|
| **Standard Wheat Flours—** | | |
| **Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.** | .... | 13 25 |
| Per bbl., in(2)cotton bags, 98 lbs. | .... | 13 45 |
| **Small lots, per bbl. (2) jute bags, 98 lbs.** | .... | 13 55 |
| Winter wheat flour (bbl.) Jute bags | .... | .... |

## *Lemons Weaker; Apples Are Strong*

**Montreal.**

FRUIT. — Lemons are considerably easier this week and have declined to $8 per case. Oranges (California navels) are selling at from $8 to $9 per case and are very strong. Apples in boxes are higher, being quoted at from $5 to $5.50 per box. Dealers state that but little business is being transacted at the present time and do not look for much improvement before the spring.

| | | |
|---|---|---|
| Apples— | | |
| Baldwins | 7 50 | 8 00 |
| Ben Davis, No. 1 | 6 00 | 7 00 |
| Greenings | 7 50 | 8 00 |
| Gravenstein | .... | .... |
| Spies | .... | 10 00 |
| Winter Reds | 6 50 | 7 00 |
| Apples in boxes | 5 00 | 5 50 |
| Bananas (as to grade), bunch | 6 00 | 7 00 |
| Cranberries, bbl. | .... | 11 00 |
| Do., gal. | .... | 0 60 |
| Grape, Emperor, kegs | .... | 13 00 |
| Grapefruit, Jamaican, 64, 80, 96 | .... | 4 25 |
| Do., Florida, 54, 64, 80, 96 | .... | 4 25 |
| Lemons, Messina | .... | 8 00 |
| Pears, Cal. | .... | 5 00 |
| Pomegranates (boxes of about 80), box | .... | 3 00 |
| Oranges, Cal., Valencias | .... | 7 00 |
| Cal. Navels | 8 00 | 9 00 |
| Florida, case | .... | 6 00 |

## *Some Lines Have Advanced*

**Montreal.**

MISCELLANEOUS.—Advanced prices have been effected on Campbell's soups during the week, and are now quoted at $2 per dozen, showing an advance of 35 cents over former quotations. Dominion matches have advanced recently 30 cents per case, and are selling in the local market at $6.25, plus excise tax. Knox's gelatine has advanced 35 cents per dozen and is now quoted in the market at $2.25. Current quotations show an advance of ½ cent per pound over former prices. Grey-brown wrapping paper in rolls is selling at 7 cents per pound, and manila is quoted at 7¼ cents. Higher quotations rule on Florida water, which sharply advanced during the week. Large size is selling at $7.25 per dozen and the small size shows an increase of 80 cents, being quoted at $3 per dozen.

## *Cleaned Currants Are Reduced*

**Montreal.**

CURRANTS.—A reduction of 3 cents per pound has been effected on cleaned currants during the week. Patras are quoted at 23 cents and Filiatras are selling at the same price.

## *Florida Tomatoes Selling $7 Per Case*

**Montreal.**

VEGETABLES.—Florida tomatoes are not so strong this week and have declined $1 per case, being quoted in the local market at $7. Celery and cucumbers are also marked lower, while new beets have advanced $2.50 per bag. There is no new development to record in the market. Prices are pretty steady and business is not at all brisk.

| | | |
|---|---|---|
| Florida tomatoes, crate (40 lbs) | .... | 7 00 |
| **Beans, new string (imported) hamper** | .... | 7 00 |
| Beets, new, ba g(Montreal) | .... | 2 50 |
| Cucumbers (hothouse), doz. | .... | 3 00 |
| Chicory, doz. | .... | 0 50 |
| Cauliflower, Am., doz. dble crate | .... | 7 00 |
| Do., single crate | .... | 3 50 |
| Cabbage (Montreal), barrels | .... | 4 50 |
| Carrots, bag | .... | 1 75 |
| Garlic, lb. | .... | 0 50 |
| Horseradish, lb. | .... | 0 20 |
| Lettuce (Boston), head crate | .... | 3 00 |
| Leeks, doz. | .... | 4 00 |
| Mint | .... | 0 60 |
| Mushrooms, lb. | .... | 1 00 |
| Onions, Yellow, 75-lb. sack | .... | 8 50 |
| Do., red, 75 lbs. | 8 50 | 9 00 |
| Do., crate | .... | 3 00 |
| Do., Spanish, case | .... | 8 50 |
| Oyster plant, doz. | .... | 0 50 |
| Parsley (Canadian) | .... | 1 00 |
| Peppers, green, doz. | .... | 0 50 |
| Parsnips, bag | .... | 1 75 |
| Potatoes, Montreal (90-lb. bag) | .... | 3 50 |
| Do., New Brunswick | .... | 3 75 |
| Do., sweet, hamper | 3 50 | 3 75 |
| Radishes, American, doz. | .... | 0 75 |
| Spinach, barrel | .... | 6 00 |
| Turnips, Quebec, bag | .... | 2 00 |
| Do., Montreal | 1 50 | 1 75 |
| Tomatoes, hothouse, lb. | .... | 0 40 |
| Florida lettuce (hamper) | .... | 6 00 |
| American parsley, doz. | .... | 2 00 |
| Florida celery (4-doz. crate) | .... | 6 50 |

# ONTARIO MARKETS

TORONTO, March 12—All grocery lines continue to be firm. The usual quota of advances has been registered Corn syrups are up 20 to 30 cents per case. Crisco, which declined last week 50 cents per case, has now advanced 50 cents per case. New prices are named on new crop maple syrup. Starches, both laundry and culinary, have advanced one-half cent per pound. The spice market is unsettled owing to difficulty in getting supplies. The fruit market is firm. The smaller size oranges are 25 cents per case higher, but the larger sizes are cheaper. Potato supplies are light, quoted at $4.25 to $4.50 per bag.

## *Icing Sugar in Scant Supply*

**Toronto.**

SUGAR.—Canada Sugar Refinery has advanced sugar 75 cents per hundred. This is still 25 cents below other refiners. Supplies of icing sugar are very limited. Granulated is coming along a little better, but is being distributed to retailers very carefully.

| | |
|---|---|
| St. Lawrence, extra granulated, cwt. | 16 71 |
| Atlantic, extra granulated | 16 71 |
| Acadia Sugar Refinery, extra granulated | 16 71 |
| Dom. Sugar Refinery, extra granulated | 16 71 |
| Dom. Sugar Refinery, extra granulated | 15 50 |

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c ;No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

## *Corn Syrups Again Advanced*

**Toronto.**

SYRUPS.—Corn syrups have advanced 20 to 30 cents per case. This is the second advance in the last three weeks.

| | | |
|---|---|---|
| Corn Syrups— | | |
| Barrels, about 700 lbs., yellow | .... | 0 09 |
| Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls. | | |
| Cases, 2-lb. tins, white, 2 doz. in case | .... | 6 50 |
| Cases, 5-lb. tins, white, 1 doz. in case | .... | 7 45 |
| Cases, 10-lb. tins, white, ½ doz. in case | .... | 7 15 |
| Cases, 2-lb. tins, yellow, 2 doz. in case | .... | 5 90 |
| Cases, 5-lb. tins, yellow, 1 doz. in case | .... | 6 85 |
| Cases, 10-lb. tins, yellow, ½ doz. in case | .... | 6 55 |
| **Cane Syrups—** | | |
| **Barrels and half barrels, lb.** | 0 08 | .... |
| **Half barrels, ¼c over bbls.; ¼ bbls., ½c over.** | | |
| **Cases, 2-lb. tins, 2 doz. in case** | .... | 7 00 |
| Molasses— | | |
| **Fancy, Barbadoes, barrels** | .... | .... |
| Choice Barbadoes, barrels | .... | .... |
| West India, bbls., gal. | .... | 0 56 |
| West India, No. 10, kegs | .... | 6 50 |
| West India, No. 5, kegs | | 3 00 |
| Tins, 2-lb., table grade, case 2 doz., Barbadoes | .... | .... |
| Tins, 3-lb. table grade, case 2 doz. Barbadoes | .... | .... |
| Tins, 5-lb., 1 doz. to case, Barbadoes | .... | .... |
| Tins, 10-lb., ½ doz. to case, Barbadoes | .... | .... |
| **Tins, No. 2, baking grade, case** | | |

| | | |
|---|---|---|
| 2 doz. | .... | 4 00 |
| Tins, No. 3, baking grade, case of 2 doz. | 4 70 | 6 50 |
| Tins, No. 5, baking grade, case of 1 doz. | 3 75 | 6 20 |
| Tins, No. 10, baking grade, case of ½ doz. | 3 60 | 6 00 |
| West Indies, 1½s, 48s | 4 60 | 6 95 |

## *Lower Price Teas About Cleared Up*

**Toronto.**

TEAS.—The market for teas remains about the same. Lower grades, with which the market has been especially flush, are about cleared up. Prices on new stocks to arrive will range higher. Java tea, that was previously quoted to the trade at 38 to 43 cents per pound, is now worth around 50 cents per pound.

| | | |
|---|---|---|
| Ceylons and Indians— | | |
| Pekoe Souchongs | 0 48 | 0 54 |
| Pekoes | 0 52 | 0 60 |
| Broken Pekoes | 0 56 | 0 64 |
| Broken Orange Pekoes | 0 58 | 0 66 |
| Javas— | | |
| Broken Orange Pekoes | 0 58 | 0 65 |
| Broken Pekoes | .... | 0 50 |
| Japans and Chinas— | | |
| Early pickings, Japans | 0 63 | 0 65 |
| Do., seconds | 0 50 | 0 55 |
| Hyson thirds | 0 45 | 0 50 |
| Do., pts. | 0 58 | 0 67 |
| Do., sifted | 0 67 | 0 72 |

Above prices give range of quotations to the retail trade.

## *Coffee Market is Very Strong*

**Toronto.**

COFFEE.—No new developments are reported in the coffee market this week. Spot stocks are low, and supplies to arrive will be higher, due to the exchange rate. The demand, at the present time, is very heavy.

| | | |
|---|---|---|
| Java, Private Estate | 0 51 | 0 52 |
| Java, Old Government, lb. | .... | .... |
| Bogotas, lb. | 0 49 | 0 50 |
| Guatemala, lb. | 0 48 | 0 52 |
| Mexican, lb. | .... | 0 55 |
| Maracaibo, lb. | 0 47 | 0 48 |
| Jamaica, lb. | 0 45 | 0 46 |
| Blue Mountain Jamaica | .... | 0 52 |
| Mocha, lb. | .... | 0 55 |
| Rio, lb. | 0 35 | 0 37 |
| Santos, Bourbon, lb. | 0 46 | 0 47½ |

## *Starches Have Advanced*

**Toronto.**

PACKAGE GOODS.—Both laundry and corn starch have advanced one-half cent per pound. Puffed rice is again on the market, and quoted at $5.70 per case. All other lines of package goods are firm at prices quoted.

**PACKAGE GOODS**

| | | |
|---|---|---|
| Rolled Oats, 20s, round, case | .... | 6 50 |
| Do., 20s, square, case | .... | 6 50 |
| Do., 36s, case | .... | 4 85 |
| Do., 18s, case | .... | 2 42½ |
| Corn Flakes, 36s, case | 4 00 | 4 25 |
| Porridge Wheat, 36s, regular, case | .... | 6 00 |
| Do., 20s, family, case | .... | 6 80 |
| Cooker Package Peas, 36s, case | .... | 4 20 |
| Cornstarch, No. 1, lb. cartons | .... | 0 12½ |
| Do., No. 2, lb. cartons | .... | 0 11 |
| Laundry starch | .... | 0 10¾ |
| Laundry starch, in 1-lb. cartons | .... | 0 12¾ |
| Do., in 6-lb. tin canisters | .... | 0 14¼ |
| Do., in 6-lb. wood boxes | .... | 0 14¼ |
| Potato Flour, in 1-lb. pkgs | .... | 0 16 |
| Fine oatmeal, 20s | .... | 6 75 |
| Cornmeal, 24s | .... | 3 65 |
| Farina, 24s | .... | 2 90 |
| Barley, 24s | .... | 2 60 |
| Wheat flakes, 24s | 5 60 | 6 00 |
| Wheat kernels, 24s | .... | 4 50 |
| Self-rising pancake flour, 24s | .... | 3 70 |
| Buckwheat flour, 24s | .... | 3 70 |
| Two-minute Oat Food, 24s | .... | 3 75 |
| Puffed wheat, case | .... | 4 60 |
| Puffed Rice, case | .... | 5 70 |
| Health Bran, case | .... | 2 60 |
| F.S. Hominy, gran., case | .... | 3 65 |
| Do., pearl, case | .... | 3 65 |
| Scotch Pearl Barley, case | .... | 2 60 |

## *Rolled Oats Firm; Corn Meal Also*

**Toronto.**

CEREALS.—The rolled oats market is ruling firm at the advance registered last week. Some wholesalers are still selling at the old price until stock is exhausted. Cornmeal is also firm, and quoted at $5.50 to $6 per bag of 98 pounds. Other lines remain unchanged.

| | Single Bag Lots F.o.b. Toronto | |
|---|---|---|
| Barley, pearl, 98s | .... | 8 50 |
| Barley, pot, 98s | .... | 7 25 |
| Barley Flour, 98s | .... | 4 50 |
| Buckwheat Flour, 98s | .... | 6 25 |
| Cornmeal, Golden, 98s | 5 50 | 6 00 |
| Do., fancy yellow, 98s | .... | 6 50 |
| Hominy grits, 98s | 5 50 | 6 00 |
| Hominy, pearl, 98s | 5 25 | 5 75 |
| Oatmeal, 98s | 5 75 | 6 00 |
| Oat Flour | .... | .... |
| Corn Flour, 98s | .... | 5 50 |
| Rye Flour, 98s | .... | 5 90 |
| Rolled Oats, 90s | 5 60 | 6 00 |
| Rolled Wheat, 100- lb. bbl. | .... | 8 00 |
| Cracked wheat, bag | .... | 6 50 |
| Breakfast food, No. 1 | .... | 7 75 |
| Do., No. 2 | .... | 7 75 |
| Rice flour, 100 lbs. | .... | 10 00 |
| Linseed meal, 98s | .... | 6 75 |
| Peas, split, 98s | .... | 0 08½ |
| Blue peas, lb. | 0 09 | 0 10 |
| Marrowfat green peas | .... | 0 11¾ |
| Graham Flour, 98s | .... | 7 00 |
| Farina, 98s | .... | 6 20 |

## *Tapioca Declines; Rices Unchanged*

**Toronto.**

RICE AND TAPIOCA.—Tapioca is quoted at 12 cents per pound in bag lots, and one-half cent per pound over this for broken lots. The situation in the market for rice remains unchanged. Southern rices that are arriving are mostly poor quality, being mostly rain-damaged.

| | | |
|---|---|---|
| Honduras, fancy, per 100 lbs. | .... | .... |
| Blue Rose, lb. | 0 20 | 0 20½ |
| Siam, fancy, per 100 lbs. | 15 00 | 16 00 |
| Siam, second, per 100 lbs. | 13 50 | 14 50 |
| Japans, fancy, per 100 lbs. | .... | 17 00 |
| Do., seconds, per 100 lbs. | .... | 15 00 |
| Fancy Patna | .... | 17 00 |
| White Sago | 0 13½ | 0 14 |
| Do., Pakling | .... | 14 00 |
| Chinese, XX., per 100 lbs. | .... | .... |
| Do., Simiu | .... | .... |
| Do., Mujin, No. 1 | .... | .... |
| Tapioca, pearl, per lb. | 0 12 | 0 12½ |

## *Jams Are Higher; Canned Goods Firm*

**Toronto.**

CANNED GOODS.—There is a steady demand for canned goods. All lines are fairly well represented. Prices are unchanged.

JAMS.—A further advance is noted on Pure Jams; 4-pound tins are 5 cents higher, and 16-ounce jars are 15 cents per dozen higher. Red Seal Jams, in 12-ounce jars, are quoted at $2.65 per dozen.

| | | |
|---|---|---|
| Salmon— | | |
| Sockeye, 1s, doz. | .... | 4 75 |
| Sockeye, ½s, doz. | .... | 2 75 |
| Alaska reds, 1s, doz. | 4 25 | 4 50 |
| Do., ½s | .... | 2 50 |
| Lobsters, ½ lb., doz. | .... | 6 50 |
| Do., ¼-lb. tins | .... | 3 90 |
| Whale Steak, 1s, flat, doz. | 1 75 | 1 90 |
| Pilchards, 1-lb. talls, doz. | 1 75 | 2 10 |
| Canned Vegetables— | | |
| Tomatoes, 2½s, doz. | 1 95 | 2 00 |
| Peas, Standard, doz. | 2 25 | 2 50 |
| Do., Early June, doz. | .... | 2 40 |
| Do., Sweet Wrinkle, doz. | 2 50 | 2 70 |
| Beets, 2s, dozen | .... | 1 45 |
| Do., extra sifted, doz. | 2 77½ | 2 82½ |
| Beans, golden wax, doz. | .... | 2 00 |
| Asparagus tips, doz. | 4 25 | 4 75 |
| Asparagus butts, 2½s, doz. | .... | 2 50 |
| Canadian corn | 1 75 | 2 10 |
| Pumpkins, 2½s, doz. | .... | 1 35 |
| Spinach, 2s, doz. | .... | 2 15 |
| Do., 2½s, doz. | 2 62½ | 2 80 |
| Do., 10s, doz. | .... | 10 00 |
| Pineapples, sliced, 2s, doz. | 4 75 | 5 25 |
| Do., shredded, 2s, doz. | 4 75 | 5 25 |
| Rhubarb, preserved, 2s, doz. | 2 07½ | 2 10 |
| Do., preserved, 2½s, doz. | 2 65 | 4 62½ |
| Do., standard 10s doz. | .... | 5 00 |
| Apples, gal., doz. | | 6 25 |
| Peaches, 2s, doz. | 3 55 | 3 90 |
| Pears, 2s, doz. | 3 00 | 4 25 |
| Plums, Lombard, 2s, doz. | 3 10 | 3 25 |
| Do., Green Gage | 3 25 | 3 40 |
| Cherries, pitted, H. S. | 4 35 | 4 40 |
| Blueberries, 2s | 2 25 | 2 40 |
| Strawberries, 2s, H. S. | 4 90 | 5 25 |
| Blueberries, 2s | 2 35 | 2 45 |
| Jams— | | |
| Apricoats, 4s, each | .... | 1 08 |
| Black Currants, 16 oz., doz. | .... | 5 00 |
| Do., 4s, each | .... | 1 30 |
| Gooseberry, 4s, each | .... | 1 03 |
| Do., 16 oz., doz. | .... | 4 25 |
| Peach, 4s, each | .... | 1 02 |
| Do., 16 oz., doz. | .... | 4 15 |
| Red Currants, 16 oz., doz. | .... | 4 30 |
| Raspberries, 16 oz., doz. | .... | 5 05 |
| Do., 4s, each | .... | 1 35 |
| Strawberries, 16 oz., doz. | .... | 5 25 |
| Do., 4s, each | .... | 1 35 |

## *Market For Spices Very Unsettled*

**Toronto.**

SPICES.—An unsettled condition is manifest in the market for spices. Spot stocks are inadequate to meet present demands. Peppers are scarce, also cloves, nutmeg, ginger and cream of tartar. All markets show a distinctly firm undertone.

| | | |
|---|---|---|
| Allspice | 0 23 | 0 25 |
| Cassia | 0 35 | 0 40 |
| Cinnamon | .... | 0 55 |
| Cloves | 0 85 | 0 90 |
| Cayenne | 0 35 | 0 37 |
| Ginger | 0 32 | 0 40 |
| Herbs — sage, thyme, parsley, mint, savory, Marjoram | 0 40 | 0 70 |
| Pastry | 0 35 | 0 38 |
| Pickling spices | 0 22 | 0 30 |
| Mace | 0 95 | 1 00 |
| Peppers, black | 0 39 | 0 41 |
| Peppers, white | 0 50 | 0 52 |
| Paprika, lb. | 0 80 | 0 85 |

## *Dried Fruit Supplies Are Scarce*

**Toronto.**

DRIED FRUITS.—Scarcity of supplies and higher prices to come is the report from the dried fruit market. Spanish mat figs appear to be a slump on the market; wholesalers are quoting them at 11 cents per pound, and should be good buying at this price.

| | | |
|---|---|---|
| Evaporated apples | .... | 0 24 |
| Apricots, cartons, 11 oz., 48s | .... | 4 55 |
| Candied Peels, American— | | |
| Lemon | 0 44 | 0 46 |
| Orange | 0 44 | 0 46 |
| Currants— | | |
| Grecian, per lb. | 0 22 | 0 24 |
| Australians, 3 Crown, lb. | 0 18 | 0 23 |
| Dates— | | |
| Excelsior, pkgs., 3 doz. in case | .... | 6 00 |
| Dromedary, 9 doz. in case | .... | 7 75 |
| Fard, per box, 12 to 13 lbs. | .... | 3 50 |
| New Hallowee dates, per lb. | 0 21 | 0 23 |
| Figs— | | |
| Taps-Comarde, lb. | .... | 0 17 |
| Layer, lb. | 0 35 | 0 40 |
| Comarde figs, mats, lb. | .... | .... |
| Smyrna figs, in bags | 0 16 | 0 18 |
| Cal., 6 oz., 50s, case | .... | 4 50 |
| Cal., 8 oz., 20s, case | .... | 2 50 |
| Col., 10 oz., 12s, case | .... | 2 00 |
| Prunes— | Per lb. | |
| 30-40s, 25s | .... | 0 31 |
| 40-50s, 25s | .... | 0 28 |

| | | |
|---|---|---|
| 50-60s, 25s | .... | 0 24 |
| 60-70s, 25s | .... | 0 22 |
| 70-80s, 25s | .... | 0 21½ |
| 80-90s, 25s | .... | 0 20 |
| 90-100s, 25s | .... | .... |
| Sunset prunes in 5-lb. cartons, each | .... | 1 15 |
| Peaches— | | |
| Standard, 25-lb. box, peeled | 0 26½ | 0 28 |
| Choice, 25-lb. box, peeled | 0 27 | 0 30 |
| Fancy, 25-lb. boxes | 0 29 | 0 30 |
| Raisins — | | |
| California bleached, lb. | .... | .... |
| Extra fancy, sulphur blch., 25s | .... | 0 28½ |
| Seedless, 15-oz. packets | .... | 0 26½ |
| Seedless, 15-oz. packets | 0 24 | 0 25½ |
| Seedless, Thompson's, bulk | 0 25 | 0 26 |
| Crown Muscatels, No. 1s, 25s | .... | 0 25 |
| Turkish Sultanas | 0 25½ | 0 28½ |

## *Shelled Nuts to Be Higher*

**Toronto.**

NUTS.—There is practically no demand for nuts in the shell. Shelled nuts are very firm, and the market is active. Although no actual change in prices for spot stocks have taken place, an advance can be expected, as quotations at primary markets are higher and supplies are difficult to obtain.

| | | |
|---|---|---|
| Almonds, Tarragonas, lb. | 0 31 | 0 33 |
| Butternuts, Canadian, lb. | .... | 0 06 |
| Walnuts, Cal., bags, 100 lbs. | 0 40 | 0 45 |
| Walnuts, Bordeaux, lb. | 0 28 | 0 30 |
| Walnuts, Grenobles, lb. | .... | 0 33 |
| Do., Marbot | .... | 0 30 |
| Filberts, lb. | .... | 0 25 |
| Pecans, lb. | 0 30 | 0 32 |
| Cocoanuts, Jamaica, sack | .... | 10 50 |
| Cocoanut, unsweetened, lb. | 0 40 | 0 43 |
| Do., sweetened, lb. | .... | 0 45 |
| Peanuts, Spanish, lb. | .... | 0 26½ |
| Brazil nuts, large, lb. | 0 32 | 0 33 |
| Mixed Nuts, bags 50 lbs. | .... | 0 32 |
| Shelled— | | |
| Almonds, lb. | 0 62 | 0 65 |
| Filberts, lb. | 0 45 | 0 50 |
| Walnuts, Bordeaux, lb. | 0 78 | 0 80 |
| Do., Manchurian | .... | 0 68 |
| Peanuts, Spanish, lb. | .... | 0 25 |
| Do., Chinese, 30-32 to oz. | .... | 0 20 |
| Brazil nuts, lb. | .... | .... |
| Pecans, lb. | .... | 1 10 |
| Do., Java | .... | 0 19½ |

## *Many Lines Have Advanced*

**Toronto.**

MISCELLANEOUS. — This week shows its usual quota of advances. Cowan's Prepared Icing has advanced to $1.85 per dozen. Crisco is up 50 cents per case. Princess Soap Chips are selling in 25-pound boxes at 26 cents; in 130-pound barrels, at 25 cents per pound; and in cases of 36 packages, at $4 per case. Knox's Gelatines are quoted at $2.25 per dozen. Kellogg's Krumbles have advanced to $4.15 per case. McKay's Cream of Barley is $6 per case.

## *Soluble Coffee Has Advanced*

**Toronto.**

SOLUBLE COFFEE.—George Washington Coffee has advanced. The prices now quoted: Small, $5.15 per dozen; Medium, $10.10 per dozen; Large, $15.80 per dozen; and the Hotel size, $4.85 per tin.

## *Kkovah Products Are Higher*

**Toronto.**

HEALTH SALTS.—Kkovah products have advanced. Kkovah Health Salts have advanced to $1.60 per dozen; Custard Powder is up to $1.45 per dozen; No. 25 Lemonade and Orangeade is up to $3 per dozen; No. 15 Lemonade and Orangeade $1.60 per dozen.

## *New Prices Named on Maple Syrup*

**Toronto.**

MAPLE SYRUP.—The first shipment of new maple syrup from Quebec is expected to arrive the latter part of the month. The prices quoted are as listed below:

| | | |
|---|---|---|
| MAPLE SYRUP— | | |
| 2½-lb. tins, 24 to case | .... | 17 35 |
| 5-lb. tins, 12 to case | .... | 17 35 |
| 8-lb. tins, 10 to case | .... | 19 95 |
| 10-lb. tins, 6 to case | .... | 15 75 |
| 5 gal. Imp. tin, 1 to case | .... | 14 70 |
| 15 gal. keg, per gal. | .... | 2 90 |
| Pure Maple Sugar, 1-lb. blocks, 50s | .... | 0 35 |

## *Hand-picked Beans Are $6.00 Per Bushel*

**Toronto.**

BEANS.—Some good hand-picked Ontario beans have arrived, and are quoted at $6 per bushel. This grade of beans have practically been off the market for several weeks.

| | | |
|---|---|---|
| Ontario, 1-lb. to 2-lb. pickers, bus. | .... | 5 50 |
| Do., hand-picked, bus. | .... | 6 00 |
| Marrowfats, bus. | 6 00 | 6 50 |
| Japanese Kotenashi, per bus. | 4 50 | 5 00 |
| Rangoons, per bus. | 3 00 | 3 50 |
| Limas, per lb. | 0 16 | 0 17 |
| Madagascars, per lb. | 0 14 | 0 15 |

## *Oranges and Lemons in Active Demand*

**Toronto.**

FRUIT.—Oranges, lemons and grapefruit continue to be firm, and stocks are going into consumption immediately upon arrival. The large size oranges are somewhat cheaper, but the medium and smaller sizes are quoted 25 cents per case higher. California lemons have declined about 50 cents per case. The sale for apples is steady, and prices are unchanged.

| | | |
|---|---|---|
| Cal. Navel Oranges | | |
| 80s, per case | .... | 5 75 |
| 100s, per case | .... | 6 75 |
| 126s, per case | .... | 7 50 |
| 150s, per case | .... | 8 25 |
| 176s, 200s, 216s, 250s, per case | .... | 9 00 |
| Florida Oranges— | | |
| 126s, 150s, 176s, 200s, 216s, 250s | 8 00 | 8 75 |
| Bananas, Port Limons | .... | 0 08½ |
| Lemons, Cal., 300s, 360s | 6 50 | 7 50 |
| Do., Messinas, 300s | .... | .... |
| Grapefruit, Florida— | | |
| 36s, 46s, 54s | .... | 6 00 |
| 64s, 70s, 80s, 96s, 126s | .... | 6 50 |
| Grapefruit, Cuban— | | |
| 54s, 64s, 70s, 80s, 96s | .... | 5 50 |
| Apples, Nova Scotia— | | |
| Baldwins, bbl. | 4 50 | 7 00 |
| Starks | 4 50 | 6 75 |
| Fallawatus | .... | 6 75 |
| Peewaukie | 6 25 | 7 00 |
| Kings | 4 50 | 5 00 |
| Other varieties | 4 50 | 7 00 |
| Apples, Ontario— | | |
| Spys, No. 1, bbl. | .... | 11 00 |
| Do., Nos. 2 and 3 | 6 50 | 9 00 |
| Baldwins | 6 00 | 7 00 |
| Rome Beauty, sizes 88s, 96s, 104s, 113s, 125s, 138s, 150s | 3 75 | 4 00 |
| Cal. Pears | .... | 5 50 |
| Florida Tangarines, 144s, 168s, 196s, 216s, 224s | .... | .... |
| Grapes, Spanish Malagas, keg | 15 00 | 17 00 |
| Cranberry, Cape Cod, bbl. | .... | 13 50 |
| Do., half bbl. | .... | 7 50 |
| Do., boxes | .... | 4 50 |

## *Potato Stocks Are Light*

**Toronto.**

VEGETABLES.—Canadian cabbage is not being quoted this week, none being offered. Florida cabbage, in hampers containing about a half barrel, is quoted at $3.75. Potato stocks are very light barely enough to meet demands, and are selling at $4.25 to $4.50 per bag.

| | | |
|---|---|---|
| Cabbage, bbl. | .... | 6 00 |
| Carrots, per bag | .... | 2 25 |
| Parsnips, per bag | .... | 2 75 |
| Radishes, Cal., doz. | .... | 0 75 |
| Cabbages, Cal., ½ bbl. hampers. | .... | 3 75 |
| Onions, Yellow Danvers, 100 lb. sacks | .... | 8 00 |
| British Columbia Onions, 75 lb. sacks | .... | 7 50 |
| Spanish Onions, large cases | .... | 7 50 |
| Do., small crates | .... | 2 75 |
| Onions, white, large sacks | .... | 8 50 |
| Celery, Florida, 3 to 4 doz. crates | .... | 6 50 |
| Cauliflower, Cal., standard case | 5 50 | 6 00 |
| Potatoes— | | |
| Ont., 90-lb. bags | 4 25 | 4 50 |
| Quebec, 90-lb. bags | 4 25 | 4 50 |
| Jersey Sweet, hamper | .... | 3 75 |
| Turnips, bag | .... | 1 25 |
| Mushrooms, 4-lb. basket | .... | 4 00 |
| Lettuce, Cal., head, 4 to 5 doz. cr. | 4 50 | 5 00 |
| Do., leaf, doz. | 0 35 | 0 50 |
| Cabbage, Florida, hamper | .... | 3 75 |
| Do., Domestic, doz. bunches | .... | 0 40 |
| Hothouse Tomatoes, lb. | .... | 0 45 |
| Green Peppers, doz. | .... | 1 00 |
| Rhubarb, doz. bunches | .... | 1 35 |
| Parsley, per dozen | 1 00 | 1 25 |

# WINNIPEG MARKETS

WINNIPEG, March 12—General grocery markets show a tendency to firmness. Sugar is arriving in better supplies. The cereal market is strong with slight advances on many lines. Beans are ruling at firm prices and supplies are limited. The market for rolled oats has advanced this past week and further advances are looked for. All confectionery lines show a tendency to reach higher levels. Supplies of dried fruits are almost exhausted and importers are holding off imports mostly on account of the high prices which prevail in primary markets.

## *Sugar Supplies Are Improving*

**Winnipeg.**

SUGAR.—Sugar supplies are greatly improved for Manitoba and Saskatchewan. Many cars have reached jobbers the past week. It is estimated that at least 100 cars are required to fill the many gaps caused by the shortage. Since the advance of last week, the market has been quite steady but firm.

Redpath, $16.55 per cwt.; St. Lawrence, $17.55; Atlantic, $17.55; Acadia, $17.70.

## *Cereals Are Strong; Some Advances*

**Winnipeg.**

CEREALS.—The cereal market is very strong, with slight advances showing on many lines.

Barley (Ontario)—Pot, 98-lb. sacks, $6.75; 49-lb. sacks, $3.45; 24-lb. sacks, $1.80.

Barley (Ontario)—Pearl, 98-lb. sacks, $8.00; 49-lb. sacks, $4.05; 24-lb. sacks, $2.05.

Oatmeal—Granulated, 98s, $6.00; 49s, $3.08; 24s, $1.55.

Oatmeal—Standard, 98s, $6.00; 49s, $3.08; 24s, $1.55.

Wheat Granules—98s, $7.50; 49s, $3.80; 24s, $1.95.

Corn Meal—49s, $2.40; 24s, $1.25; 10-lb. bags, 10 to bale, $5.60.

## *Beans Are in Active Demand*

**Winnipeg.**

BEANS.—Beans are holding very firm. The market, in fact, has stiffened considerably since last report, caused by heavy export orders being placed by European countries.

White Beans (in 100-lb. bags)—Extra fancy hand-picked, $8.50; fancy, hand-picked, $7.75.

Lima Beans—Per lb., 13c.

Lentils—Per lb., 16c.

## *Rolled Oats Firm; Prices Quoted Higher*

**Winnipeg.**

OATMEAL.—Rolled oats are stronger. The market has been advancing steadily for some time. The past week has seen a still firmer tendency. The price to-day is around $4.75; but it is stated that goods purchased on to-day's market would be 25 cents above this quotation.

## *Confectionery Likely to Be Higher*

**Winnipeg.**

CONFECTIONERY.—All confectionery lines are very strong. Further advances are looked for in both confectionery and fancy biscuit lines. Manufacturers state they are yet much below prices which raw material warrants.

## *Dried Fruits Are in Scant Supply*

**Winnipeg.**

DRIED FRUIT.—Dried fruit of all descriptions are in very scant supply. Market is very firm. Fruit bought on to-day's market for import will cost from ten to fifteen per cent. higher. Buyers have been holding off generally on account of the high prices. The exchange on American funds is also deterring Canadian buying.

| | | |
|---|---|---|
| Evaporated Apples— | | |
| Choice No. 1 stock— | | |
| 50-lb. boxes, faced, per lb. | | 0 25½ |
| 25-lb. boxes, faced, per lb. | | 0 26 |
| 3-lb. cartons, 16 to cs., carton | | 0 85 |
| Apricots, extra choice, 5-lb. cartons, per carton | | 1 85 |
| Currants— | | |
| Australian, 3 crowp, half case, per lb. | | 0 27½ |
| Greek Filiatras, dry cleaned, lb | | 0 24¼ |
| Dates— | | |
| Royal Excelsior, 10 oz., case | | 0 18½ |
| Do., broken cases, per pkg. | | 0 19 |
| Dromedary, 10 oz., case lots | | 0 22 |
| Do., less quantities | | 0 23 |
| Fard, 12-lb. boxes, per box | | 3 15 |
| Figs— | | |
| Spanish cooking, recleaned, mats, lb. | | 0 16½ |
| Black, in cartons, 5 lbs., carton | | 1 16 |
| California White Roedings, 25-lb. case, lb. | | 0 23 |
| Grapes, dried, black, 25-lb. boxes, per lb. | | 0 17 |
| Peaches, peeled, 25-lb. boxes, lb. | | 0 27½ |
| Peaches, choice, 25s | | 0 27½ |
| Do., fancy, 25s | | 0 32 |
| Do., unpitted, 25s | | 0 28 |
| Do., peeled, 10-lb. cartons | | 1 35 |
| Pears, extra choice, 25-lb. boxes, lb. | | 0 28 |
| Prunes— | | |
| 90-100, 25-lb. case, per lb. | 0 20 | 0 20½ |
| 80-90, 25-lb. case, per lb. | 0 21 | 0 21½ |
| 70-80, 25-lb. case, per lb. | 0 24 | 0 25 |
| 60-70, 25-lb. case, per lb. | 0 25 | 0 26 |
| 50-60, 25-lb. case, per lb. | 0 26 | 0 27 |
| 40-50, 25-lb. case, per lb. | 0 30 | 0 31 |
| Raisins— | | |
| Cal. Muscatels, 3 crown, 25s, lb. | | 0 16 |
| Cal. package seeded, 11 oz., pkg. | 0 14 | 0 15 |
| Do., 15 oz., pkg. | | 0 22 |
| Do., seedless, 11-oz. pkg. | | 0 18 |
| Do., 15-oz., pkg. | | 0 24½ |
| Cal. bulk, seedless, 25-lb. boxes, per lb. | | 0 24 |
| Cal. bleached Sultanas, 25-lb. box, per lb. | | 0 31 |

## *New Oriental Rice Quoted Higher*

**Winnipeg.**

RICE.—New Oriental rice which has just reached this market is very high, but is being picked up freely, on account of the barrenness o fthe market. So far, Siam rice, American styles, has come to hand. The American market is very strong.

## *Vegetables Are Unchanged*

**Winnipeg.**

VEGETABLES.—Vegetables are in heavy demand, with scant supplies. Prices are steady but firm.

| | | |
|---|---|---|
| Beets, per lb. | | 0 04 |
| Turnips, per lb. | | 0 03 |
| Carrots, per lb. | | 0 04 |
| Cabbage, per lb. | | 0 08 |
| Potatoes, per bushel | 2 75 | 3 00 |
| B.C. Onions, per lb. | | 0 08 |
| Head Lettuce, per doz. | | 2 00 |
| Leaf Lettuce, per doz. | | 0 75 |
| Cucumbers, per doz. | | 6 35 |

## *Laundry Soap Very Firm*

**Winnipeg.**

SOAPS.—Laundry soap is very much firmer. An advance is looked for at any time. Toilets are also due for an advance.

## *Brooms Will Be Higher*

**Winnipeg.**

BROOMS.—Broom corn has been fluctuating so much recently that it has been impossible to keep track of the market. Recent reports show an advance of 5 cents on all grades. Brooms being sold to-day are below to-day's values.

## *Flour is Firm; Millfeeds and Hay Also*

**Winnipeg.**

FLOUR.—The flour is firm, with an upward tendency.

White Flour—98s, $6.57½; 49s (2), $6.67½; 24s (4), $6.80.

Rye Flour White rye, 98s, $5.00; straight grade, 98s, $4.75; dark rye, 98s, $3.75; rye meal, 98s, $4.00.

Millfeed—Bran, $39.00 per ton, car lots; shorts, $46.00 per ton, car lots; small lots, $1.00 per ton additional.

Hay—No. 1 timothy, per ton, $31.00; No. 2 timothy, $29; No. 1 red top, $26; No. 2 red top, $24; No. 2 upland, $22; No. 1 upland, $21.

# VANCOUVER MARKETS

VANCOUVER, March 12—The markets are generally firm with an upward tendency. Sugar is arriving in better quantities. Corn syrups are up 20 to 30 cents per case. Sago and tapioca market has weakened and quotations are lower. Biscuits, starch, shoe polish and toilet soaps are higher. A good demand is noted for marmalade oranges, apples and all citrus fruits. A great deal of interest is shown on the potato market, although prices remain unchanged.

## *Sugar Supplies Have Improved*

**Vancouver.**

SUGAR.—The trade is now able to get more sugar than for some time past. There is still, however, a very real limit to the amount that each customer can have. The average price the grocers are charging for 2 lb. lots of white sugar is 35c. Brown sells around 16c.

## *Sago Declines; Tapioca, Also*

**Vancouver.**

TAPIOCA AND SAGO.—The market for sago and tapioca has considerably weakened. Tapioca is quoted at 9½c and sago at 10½c per pound.

## *Corn Syrups Have Advanced*

**Vancouver.**

CORN SYRUP.—Corn syrups have advanced 20 to 30 cents per case. A big business is reported in this line.

## *Marmalade Oranges Are Selling*

**Vancouver.**

FRUITS.—The demand is brisk for both oranges and lemons. With sugar now obtainable, there will be, and has been, a good demand for marmalade oranges.

With sugar more plentiful here a brisker movement should be felt in apples. While selling steadily, the sugar

Continued on page 52

# WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

## *Saskatchewan Markets*

FROM REGINA, BY WIRE.

Regina, Sask., March 12.—Regina markets for the past week have been firm with few changes in prices, some of the staples going up slightly and a number declining. The sugar situation is better with a visible supply in sight. Eastern sugar sold here during the week at $18.24, while the Vancouver product was sold at $15.35. Cheese is down to 30½ cents per pound. Potatoes are lowering, with an average price of $2 per bushel. Kellogg's cornflakes have declined 55 cents per case.

| | | |
|---|---|---|
| **Beans, small white, Japans, bus.** | .... | 4 50 |
| **Beans, Lima, per lb.** | .... | 0 12½ |
| **Rolled oats, brails** | .... | 5 00 |
| Rice, Siam, cwt. | .... | 13 00 |
| **Sago, lb.** | .... | 0 11¾ |
| **Flour** | .... | 5 40 |
| **Tapioca, lb.** | .... | 0 14 |
| **Sugar, pure cane, gran., cwt.** | .... | 15 55 |
| Cheese, No. 1, Ontario, large | .... | 0 30½ |
| Butter, Creamery | .... | 0 65 |
| **Lard, pure, 3s, per case** | .... | 21 60 |
| Bacon, lb. | 0 50 | 0 55 |
| **Eggs**, new laid | 0 72 | 0 75 |
| **Tomatoes, 2½s, standard case** | .... | 4 47 |
| **Corn, 2s, standard case** | .... | 3 96 |
| **Peas, 2s, standard case** | .... | 4 30 |
| **Apples, gal.** | .... | 3 25 |
| **Apples, evaporated, per lb.** | .... | 0 26 |
| **Strawberries, 2s, Ont., case** | .... | 9 75 |
| **Raspberries, 2s, Ont., case** | .... | 9 75 |
| **Peaches, 2s, Ontario, case** | .... | 7 85 |
| **Plums, 2s, case** | .... | 5 00 |
| Salmon, finest Sockeye, tall, case | .... | 18 80 |
| Salmon, pink, tall, case | .... | 11 25 |
| Peaches, Cal., 2½s | .... | 7 00 |
| Potatoes, bushel | 2 00 | 2 75 |

## *New Brunswick Markets*

FROM ST. JOHN, BY WIRE.

St. John, N.B., March 12.—A good business is reported on all lines. The markets are firm and showing few changes. Molasses are lower, being quoted at $1.25. Creamery butter is firmer, being quoted at 68 cents. Eggs have declined; new-laids quoted at 70 cents and storage at 58 cents per dozen. Breakfast bacon is down to 42 cents per pound.

| | | |
|---|---|---|
| **Flour, No. 1 patents, bbls., Man.** | .... | 14 90 |
| Cornmeal, gran., bags | .... | 6 25 |
| Cornmeal, ordinary | .... | 4 10 |
| Rolled oats | .... | 12 50 |
| Rice, Siam, per 100 lbs. | .... | 14 75 |
| Tapioca, 100 lbs. | 13 50 | 15 00 |
| Molasses | .... | 1 25 |
| Standard, granulated | .... | 16 60 |
| Sugar | | |
| No. 1, yellow | .... | 16 10 |
| **Cheese, New Brunswick** | .... | 0 32 |
| Cheese, Ont., twins | .... | .... |
| Eggs, fresh, doz. | .... | 0 70 |
| Lard, pure, lb. | 0 33 | 0 33½ |
| Lard, compound | 0 30 | 0 30½ |
| American, clear pork | 56 00 | 60 00 |
| Tomatoes, 2½s, standard case | .... | 4 25 |
| Beef, corned, 1s | 4 00 | 4 20 |
| Eggs, storage | .... | 0 58 |
| Breakfast bacon | 0 40 | 0 42 |
| Butter, creamery, per lb. | .... | 0 68 |
| Butter, dairy, per lb. | .... | 0 63 |
| Butter, tub | 0 58 | 0 60 |
| **Raspberries, 2s, Ont., case** | 4 40 | 4 45 |
| Peaches, 2s, standard, case | 7 30 | 7 40 |
| Corn, 2s, standard, case | .... | 3 80 |
| Peas, standard, case | .... | 4 15 |
| Apples, gal., N.B., doz. | 4 75 | 5 00 |
| **Strawberries, 2s, Ont., case** | .... | .... |
| **Salmon, Red Spring, flats, cases** | .... | 19 50 |
| Pinks | 11 00 | 11 50 |
| Cohoes | 15 00 | 15 50 |
| Chums | .... | 9 00 |
| Evaporated Apples, per lb. | 0 22½ | 0 23 |
| Peaches, per lb. | 0 27½ | 0 28 |
| Potatoes, Natives, per bbl. | .... | 7 25 |
| Onions, Can., 100-lb. bag | .... | 8 00 |
| Lemons, Cal., case | .... | 10 00 |
| Grapefruit, Cal., case | 7 00 | 10 00 |
| Grapefruit, Cal., case | .... | |
| Apples, Western, box | 4 75 | 6 50 |
| **Bananas, per lb.** | 0 10 | 0 11 |
| **Grapes, Malaga, keg** | 11 00 | 13 00 |

## *Alberta Markets*

FROM CALGARY, BY WIRE.

Calgary, Alta., March 12.—Corn syrup advanced 30 cents per case. Laundry starch is ½ cent per pound higher. Crisco is up 50 cents per case. Black Jack stove polish and Two-in-One shoe polish is 20 cents per dozen higher. Knox gelatine, bran and barley are also higher. Sago and tapioca quoted from 10 to 13 cents per pound. Some brands of marmalade have advanced. Squirrel peanut butter is up 1½ cents per pound.

| | | |
|---|---|---|
| **Flour, 96s, per bbl.** | .... | 12 95 |
| Beans, B.C. | 8 00 | 8 50 |
| Rolled oats, 80s | .... | 4 90 |
| Rice, Siam | 12 75 | 14 75 |
| Japan, No. 1 | 16 50 | 17 50 |
| Tapioca, lb. | .... | 0 12 |
| Sago, lb. | 0 12 | 0 14 |
| **Sugar, pure cane, granulated, cwt** | .... | 15 35 |
| Cheese, No. 1, Ont., large | 0 29 | 0 30 |
| Butter, creamery, lb. | .... | 0 65 |
| Do., dairy, lb. | 0 50 | 0 55 |
| Lard, pure, 3s | 18 60 | 20 40 |
| Eggs, new laid, local, case | 16 00 | 17 50 |
| Do., No. 1, storage, case | 15 00 | 17 00 |
| Tomatoes, 2½s, standard, case | 4 50 | 4 75 |
| Corn, 2s, case | 4 00 | 4 45 |
| Peas, 2s, standard, case | 4 20 | 4 75 |
| **Strawberries, 2s, Ontario, case** | .... | 10 30 |
| **Raspberries, 2s, Ontario, case** | .... | 10 30 |
| **Cherries, 2s, red, pitted** | 9 00 | 9 50 |
| Apples, evaporated | 0 22½ | 0 25½ |
| Do., 25s, lb. | .... | 0 26¾ |
| Peaches, evaporated, lb. | .... | 0 25¾ |
| Do., canned, 2s | .... | 7 50 |
| Prunes, 90-100s | .... | 0 18 |
| Do., 70-80s | .... | 0 19 |
| Do., 50-60s | .... | 0 20 |
| Do., 30-40s | .... | 0 30 |
| Do., 20-30s | .... | 0 33 |
| **Raisins, bleached Sultanas** | .... | 0 27 |
| Do., bulk, seedless | .... | 0 21 |
| Do., package, 11 oz. | .... | 0 16½ |
| Filiatras Currants, lb. | .... | 0 26 |
| **Salmon, pink tall, case** | .... | 10 25 |
| Do., Sockeye, tall, case | .... | 17 50 |
| Do., halves | 18 00 | 19 00 |
| Potatoes, Alta., per ton | .... | 75 00 |
| Oranges | 7 25 | 9 00 |
| Lemons | 8 50 | 9 00 |
| Grapefruit | .... | 9 00 |

### VANCOUVER MARKETS

Continued from page 51

shortage has undoubtedly curtailed the sale of apples. The prices prevailing are as follows:

| | | |
|---|---|---|
| Apples— | | |
| Cooking, box | .... | 1 75 |
| Baldwin, box | .... | 2 75 |
| Delicious, box | .... | 4 50 |
| Spitzenberg, box | 3 50 | 3 75 |
| Winesaps, box | 3 25 | 3 75 |
| Winter Bananas, box | .... | 3 00 |
| Newtons, box | .... | 3 50 |
| King David, box | .... | 2 75 |
| Jonathans, box | 2 75 | 3 00 |
| Grapefruit, Florida | .... | 11 00 |
| Do., California | .... | 4 25 |
| Do., Arizona | .... | 5 00 |
| Oranges, Navels | 5 00 | 8 25 |
| Lemons | 7 00 | 8 00 |

## *Biscuits Are Quoted Higher*

**Vancouver.**

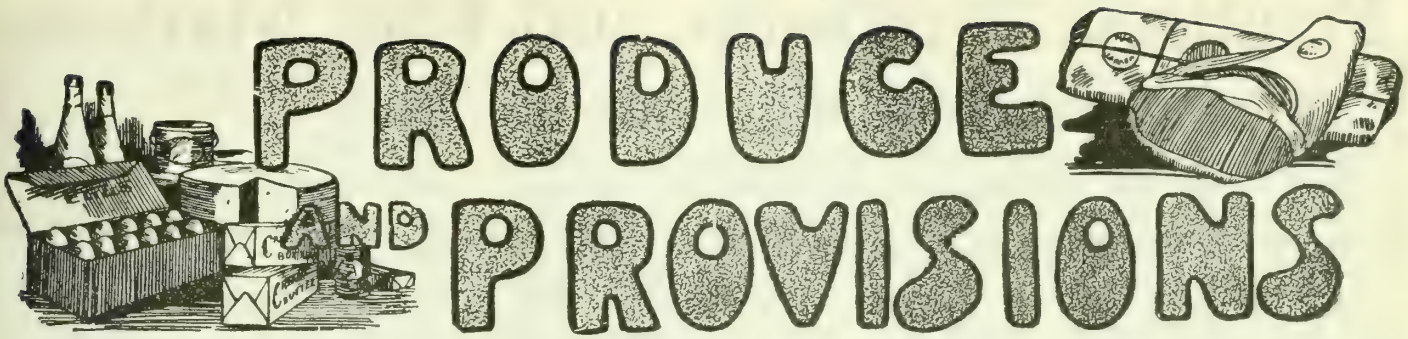
MISCELLANEOUS. — Soda biscuits are up one cent per pound. Two-in-One and Nugget shoe polishes have advanced 5 cents per dozen. Local toilet soap is up 50 cents per case. Starches have advanced one-half cent per pound.

## *Potatoes Are In Active Demand*

**Vancouver.**

VEGETABLES.—Prices on vegetables from the South show slight declines this week over last. Green peas quote at 28c; flat Dutch cabbage sells from 7 to 9c as against 10c for Winningstadt; parsley sells at 45 to 50c; radishes, 55 to 60c; hothouse tomatoes, in 20 lb. crates, $5.50; 30 lb. lug boxes sell at $8.50; grapefruit moves at $4.25. Although the price is the same on potatoes, there is more interest shown than in the past few weeks. The presence of American buyers, who are after white seed stock, is given as the reason.

| | | |
|---|---|---|
| Potatoes, Ashcroft | .... | 90 00 |
| Do., Mainland, ton | 70 00 | 80 00 |
| Do., local | 70 00 | 75 00 |
| Carrots, per lb. | .... | 0 03½ |
| **Beets, per lb.** | .... | 0 03 |
| **Turnips, per lb.** | .... | 0 02½ |
| Cabbage, per lb. | .... | 0 05 |
| Onions, B.C., sack | .... | 8 50 |
| Do., Man., sack | .... | .... |
| Valencia Onions, sack | .... | 9 00 |
| Head lettuce, Cal., case | .... | 7 25 |
| Do., leaf, per doz. | .... | 0 70 |
| **Tomatoes, per case** | .... | 15 00 |
| **Celery, per dozen** | .... | 3 00 |
| **Cauliflower** | .... | 4 25 |




# Selling 240 Dozens of Eggs in Four Days

## Making a Specialty of Eggs by Getting Them Direct From the Farm

EGGS are one of the most palatable, nourishing and convenient of foods containing all the essentials necessary for body building, and have been an important article of food since the early ages. No article of food is more universally eaten or served in such a variety of ways as eggs. The average housewife views the egg with suspicion, and the desire and craving for eggs is very often blighted by the uncertain quality.

W. R. McCaw, Roncesvalles Avenue, Toronto, is a merchant who, realizing this, has made a special bid for the egg business in his locality.

When CANADIAN GROCER representative walked into his store, he was attracted by two large baskets of nice clean eggs on the counter. Upon commenting on this display, Mr. McCaw remarked: "I always make it a special business to sell eggs that I can recommend as being strictly new laid. I have made arrangements with several farmers to supply me with eggs that are never more than a few days old, so I can guarantee every egg." There was also a nice display of eggs in one of the windows, with a card stating: "Direct from the Farm—85 cents per dozen."

Mr. McCaw further stated: "A great many people come here for eggs, because they know that the quality can be depended upon. The last four days we sold eight cases, or 240 dozen, and when the price comes down we will about double that figure."

### NO LOW-PRICED BEANS LIKELY

Montreal.—While the present condition of the bean market is quiet, CANADIAN GROCER is informed that there is much firmness of undertone, and that there is not the remotest probability of prices being low, that is, on the better grades of white beans. This is explained as due to a somewhat limited supply of the better grade beans in the hands of the Ontario growers, and who, because of this, are holding out for full prices. The market could absorb more beans, and would, but producers are holding out for full prices for what they have, and are unlikely to relinquish them in view of the fact that the imports of beans from Japan, and other points are light, due, in large measure to transportation and exchange conditions. The quietness in the Canadian market is attributed to the refusal, for the time being, of the trade to pay full prices asked.

### MUCH MOLASSES TO ENGLAND

The present condition of the molasses market is a strong one and the undertone suggests a continued high price basis.

"Prices have advanced in the 'Island,' and are bound to be high," said a heavy importer to CANADIAN GROCER.

"What of supplies in hand at the present time?" was asked.

"It is hard to say just what stocks there are, but they are not excessive. It will be some time—probably six weeks or two months before new crop molasses is received from the producers. The arrivals will be much delayed this year. England is buying a great deal of molasses and they are paying the price over there for this."

### HAS THE CREST OF HIGH PRICES BEEN REACHED?

Montreal, March 5. — In spite of the fact that the price of sugar is no longer controlled and the retailer is entitled to charge all he is able to get, one retailer at least is of the opinion that things are not as bad as they seem and that lower levels will be reached within the very near future.

CANADIAN GROCER'S informant, who is the manager of one of the busiest grocery stores on St. Catherine St., Montreal, went on to state that the approach of the maple sugar season will be a very important factor in the situation.

Previous to the new ruling, retailers generally were of the opinion that supplies had been held back in the hope of something like this cropping up and in consequence stocks were never very plentiful. With a de-controlled market has come increased deliveries and no trouble is experienced in securing necessary supplies. At the time, prices are advanced, but as soon as the maple sugar puts in its appearance, Mr. —— declares emphatically that prices will take a very considerable drop.

### WEDNESDAY BARGAIN DAYS

Regina Trading Company has instituted special Wednesday bargain days in all departments.

# Can Manufacturers Are Still Supplying Trade With Containers

## Plate Mills Are Four to Five Months Behind on Deliveries—Some Concern Expressed Regarding the Outlook

MONTREAL.—While the outlook shows no improvements, the trade is being supplied with fair quantities of tin containers.

"But the plate mills are four to five months behind on deliveries and cannot better the situation," said Fred B. Wittall, managing director of the A. R. Whittall Can Co., Limited, Montreal, to position is little changed from what it was several weeks ago.

Mr. Whittall expressed some concern regarding the outlook, in view of the near approach of the coming season. This industry, in Canada, takes a great deal of tinplate, and the manufacturer must plan well ahead to provide for this trade.

"Even now," he said, "we are having to cut down bigger plates to get out stock, and this is really 'butchering' tinplate. But we are taking care of our customers, and will hope to give them deliveries during the season."

# Produce, Provision and Fish Markets

## QUEBEC MARKETS

MONTREAL, March 12—Montreal markets are pretty steady this week, with higher tendencies. The hog market is very firm and slight advances are recorded. Beef is considerably stronger and general advances are quoted on practically all cuts. The position is strong and dealers state that higher quotations may be looked for. Barrelled beef is easier this week and had declined to $28.00 per barrel. It is felt, however, that in view of the position of beef at the present time, prices are apt to react. Cooked meats are steady and prevailing prices are unchanged. The tendency is firm with higher prices. Bacon has advanced in the market this week and is selling at 34 cents per pound for cottage rolls. Margarine stands steady under a very limited demand and prices are unchanged. Lard stands firm and some dealers are of the opinion that higher levels may be reached in the near future. Shortening is stronger and has advanced about one-half cent per pound. No changes are reported in the butter market, although a better feeling has been manifested during the past week. New-laid eggs have again declined and are selling at from 66 to 68 cents per dozen with promise of further reductions in the near future. Cheese is practically unchanged. Poultry is strong and advances may be expected owing to the fact that demands are considerably in advance of available supplies. Live lobsters have reached record prices, selling at $1.00 per pound. Trade in frozen fish is stated to be very good and prices are comparatively low. Demands for shell and bulk oysters are very slow and prices are easier.

### *Hog Market Very Firm*

**Montreal.**

FRESH MEATS.—HOGS.—The local market for live hogs is very firm and slight advances over last week's quotations have been effected. Live hogs (selects) are quoted at from $19.50 to $19.75. Dressed hogs are also very firm, but owing to the fact that the demand for supplies is somewhat limited on account of the milder weather, trade is rather quiet.

BEEF.—Beef is considerably stronger and advances are noted on practically all cuts. Trade, however, is not very brisk, although the market stands very firm, with higher tendencies.

FRESH MEATS

| | |
|---|---|
| Hogs, live (selects) | 19 50 19 75 |
| Hogs, dressed— | |
| Abattoir killed, 65-90 lbs. | 23 50 24 50 |
| Fresh Pork— | |
| Leg of Pork (foot on) | 0 31½ |
| Loins (trimmed) | 0 35 |
| Loins (untrimmed) | 0 32 |
| Bone trimmings | 0 18 0 21 |
| Trimmed shoulders | 0 25 |
| Untrimmed | 0 23 |
| Pork Sausage (pure) | 0 23 |
| Farmer Sausages | 0 18 |
| Fresh Beef— | |
| (Cows) (Steers) | |
| $0 19 $0 22 Hind quarters | $0 24 $0 27 |
| 0 12 0 14 Front quarters | 0 15 0 18 |
| 0 27 Loins | 0 40 0 42 |
| 0 22 Ribs | 0 30 |
| 0 12 Chucks | 0 16 |
| 0 18 Hips | 0 23 |
| Calves (as to grade) | 0 22 0 28 |
| Lambs, 50-80 lbs. (whole carcass), lb. | 0 28 |
| No. 1 Mutton (whole carcass), 45-50 lbs., lb. | 0 18 |

### *Plate Beef Prices Decline*

**Montreal.**

BARRELLED MEATS. — Barrelled beef (plate) is easier this week and a decline of $2.00 is shown over quotations prevailing last week. Beef is selling in the local market at $28.00 per barrel.

Bean pork is stronger and has advanced to $50.00 per barrel, showing an advance of $2.00 over former prices. Trade is not very active and supplies are found to be sufficient for all local demands.

BARRELLED MEATS

| | |
|---|---|
| **Barrel Pork— —** | |
| **Canadian short cut (bbl.), 25-35 pieces** | **54 00** |
| **Clear fat backs (bbl.), 40-50 pieces** | **55 00** |
| **Heavy mess pork (bbl.)** | **52 00** |
| Plate Beef | 28 00 |
| Mess Beef | 25 00 |
| Bean Pork | 50 00 |

### *Pork Sausage is Good Seller*

**Montreal.**

COOKED MEATS.—No appreciable change has been manifest in the local market this week. Pork sausage has advanced to 26c per pound, and is in very active demand. Prices otherwise are held without change and the undertone is firm, with somewhat higher tendencies.

| | |
|---|---|
| Jellied pork tongues | 0 46 |
| **Jellied Pressed Beef, lb.** | **0 32** |
| **Ham and tongue, lb.** | **0 30** |
| **Veal and tongue** | **0 23** |
| Hams, cooked | 0 47 |
| Shoulders, roast | 0 50 |
| Shoulders, boiled | 0 43 |
| Pork pies (doz.) | 0 75 |
| Blood pudding, lb. | 0 12 |
| Mince meat, lb. | 0 15 0 19 |
| Sausage, pure pork | 0 26 |
| Bologna, lb. | 0 14 0 15 |

### *Bacon Advances in Firmer Market*

**Montreal.**

HAMS AND BACON. — Bacon is stronger this week, and advances have been effected in the local markets. Cottage rolls are quoted at 34 cents per pound, and business is stated to be somewhat brisker. Hams (picnic) also show advanced prices, and are selling at about 34 cents per pound.

| | |
|---|---|
| **Hams—** | |
| **Medium, smoked, per lb.—** | |
| (Weights) 8-10 lbs. | 0 35 |
| **12-14 lbs.** | **0 36** |
| **14-20 lbs.** | **0 35** |
| **20-25 lbs.** | |
| **25-35 lbs.** | **0 30** |
| **Over 35 lbs.** | **0 28½** |
| **Boneless (for slicing), 4c advance over above prices.** | |
| **Bacon—** | |
| Breakfast | 0 48 |
| Cottage Rolls | 0 34 |
| Picnic Hams | 0 28 |

### *Margarine Steady; Prices Unchanged*

**Montreal.**

MARGARINE.—Practically no change is manifest in this market, and prevailing prices rule steady under limited demands. Prints are quoted at 37 cents per pound.

| | |
|---|---|
| MARGARINE— | |
| Prints, according to quality, lb. | 0 37 |
| Tubs, according to quality, lb. | 0 31 0 35 |

### *Lard Steady With Firmer Tendency*

**Montreal.**

LARD.—The lard situation is practically unchanged as far as prices are concerned, but a firmer undertone is manifest in the market, and, in view of the light strengthening of hogs, it is felt in some quarters that advances may be expected. In the meantime a fairly active business is being transacted under prevailing prices.

| | |
|---|---|
| LARD— | |
| Tierces | 0 29½ 0 30½ |
| Tubs | 0 29¾ 0 30¾ |
| Pails | 0 30 0 31 |
| Bricks | 0 32 0 33 |

### *Poultry Strong and Very Firm*

**Montreal.**

POULTRY.—Under demands that are considerably in excess of available supplies, poultry stands very firm, and although no price changes are effected in the local market, appearances indicate that higher levels may shortly be reached.

| | |
|---|---|
| **POULTRY (dressed)—** | |
| **(Selling Prices)** | |
| **Chickens, roasting (3-5 lbs.)** | **0 37 0 40** |
| Chickens, roasting (milk fed) | 0 42 0 44 |
| Ducks— | |
| Brome Lake (milk fed green) | 0 46 |
| Young Domestic | 0 42 |
| Turkeys (old toms), lb. | 0 55 |
| Do. (young) | 0 58 |
| Geese | 0 34 |

| | | |
|---|---|---|
| Old fowls (large) | 0 34 | 0 36 |
| Do., (small) | 0 32 | 0 33 |

## *Shortening Stronger With Slight Advances*

**Montreal.**

SHORTENING. — Shortening in tierces (400 pounds) has recently advanced one-half cent per pound, and is now selling at 29 cents. The undertone is considerably firmer, although the volume of trade is not heavy for the time of year.

| SHORTENING— | |
|---|---|
| Tierces, 400 lbs., per lb. | 0 29 |
| Tubs, 50 lbs., per lb. | 0 28¾ |
| Pails, 200 lbs., per lb. | 0 29 |
| Bricks, 1 lb., per lb. | 0 31 |

## *Butter Steady and Firmer*

**Montreal.**

BUTTER. — Butter stands fairly strong and somewhat firmer, although prevailing prices show no change from those of last week. On account of the fact that a lot of surplus stock has been disposed of, a better feeling prevails in the market. Creamery solids are quoted at from 60 to 61 cents per pound.

| BUTTER— | | |
|---|---|---|
| Creamery, prints, qual. storage | 0 61 | 0 62 |
| Creamery, solids, quality storage | 0 60 | 0 61 |
| Dairy, in tubs, choice | 0 48 | 0 55 |
| Dairy, prints | | 0 50 |
| Bakers' | | 0 45 |

## *Further Declines Noted in Egg Market*

**Montreal.**

EGGS.—Further declines have been effected during the week on new laid eggs, which are quoted at from 66 to 68 cents per dozen. Dealers state that supplies from the American market are pretty steady, and even lower levels may be reached in the very near future. Very few Canadian eggs are on the market.

| EGGS— | | |
|---|---|---|
| New laids | 0 67 | 0 68 |

## *Old Cheese is Advanced 1c Lb.*

**Montreal.**

CHEESE.—But little movement is manifest in the cheese market this week, and although an advance of 1 cent per pound is recorded on old cheese, trade is very dull and prices appear steady. Old cheese is now quoted at 34 cents.

| CHEESE— | |
|---|---|
| New, large, per lb. | 0 29½ |
| Twins, per lb. | 0 30 |
| Triplets, per lb. | 0 32 |
| Stilton, per lb. | 0 36 |
| Fancy, old cheese, per lb. | 0 34 |

## *Lobsters Reach Record Prices*

**Montreal.**

FISH.—Live lobsters have reached the record price of $1 per pound, and dealers state that there is practically a famine of these crustaceans. Trade in frozen fish is very good, on account of the cold weather, and stocks of frozen haddock and herrings are found to be getting pretty low.

# ONTARIO MARKETS

TORONTO, March 12—The market for produce and provisions show little change. Hogs have a firmer tendency. Live hogs are quoted at $19.25 on the fed and watered basis. Yearling lamb is quoted at 32 to 34 cents per pound. Cooked hams are higher. The market for butter, although declining, has a firm tone. Eggs are easier and prices will shortly be lower. Cheese market is reported very slow and prices are easier. A brisk business is noted on fish. Poultry supplies are light.

## *Tenderloins Are 52 Cents Per Pound*

**Toronto.**

FRESH MEAT.—Live hogs are quoted at $19.25 on the fed and watered basis, and dressed hogs are $24 to $26 per hundred. Tenderloins have advanced to 52 cents per pound. Yearling lamb is quoted at 32 to 34 cents per pound.

FRESH MEATS

| | | |
|---|---|---|
| **Hogs—** | | |
| Dressed, 70-100 lbs., per cwt. | 24 00 | 26 00 |
| Live off cars, per cwt. | | 19 50 |
| Live, fed and watered, per cwt. | | 19 25 |
| Live f.o.b., per cwt. | | 17 50 |
| Fresh Pork— | | |
| Legs of pork, up to 18 lbs. | | 0 31 |
| Loins of pork, lb. | | 0 38 |
| Tenderloins, lb. | | 0 52 |
| Spare ribs, lb. | | 0 25 |
| Picnics, lb. | | 0 24 |
| New York shoulders, lb. | | 0 28 |
| Boston butts, lb. | | 0 32 |
| Montreal shoulders, lb. | | 0 29 |
| Fresh Beef—from Steers and Heifers— | | |
| Hind quarters, lb. | 0 22 | 0 25 |
| Front quarters, lb. | 0 14 | 0 16 |
| Ribs, lb. | 0 24 | 0 28 |
| Chucks, lb. | 0 14 | 0 16 |
| Loins, whole, lb. | 0 32 | 0 36 |
| Hips, lb. | 0 20 | 0 22 |
| **Cow beef quotations about 2c per pound below above quotations.** | | |
| Calves, lb. | 0 22 | 0 26 |
| Spring lamb, lb. | | |
| Yearling lamb | 0 32 | 0 34 |
| Sheep, whole, lb. | 0 12 | 0 20 |
| **Above prices subject to daily fluctations of the market.** | | |

## *Cooked Hams Are Quoted Higher*

**Toronto.**

COOKED MEATS. — Cooked hams have increased one to two cents per pound, and an active demand is noted for this line. Jellied tongue is also selling well, being quoted at 55 to 60 cents per pound. Headcheese is a good seller at 13 cents per pound.

| | | |
|---|---|---|
| Boiled hams, lb. | 0 50 | 0 53 |
| Hams, roast, without dressing, lb. | 0 51 | 0 54 |
| Shoulders, roast, without dressing, lb. | | |
| Headcheese, 6s, lb. | 0 12 | 0 13 |
| Choice jellied ox tongue, lb. | 0 55 | 0 60 |
| Jellied pork tongue | 0 49 | 0 50 |

Above prices subject to daily fluctuations of the market.

## *Hams and Bacon Hold Steady*

**Toronto.**

PROVISIONS.—There is little marked change in the provision list this week. Hams are quoted about one cent per pound higher. Boneless back bacon is quoted at 53 to 56 cents per pound, and the best trimmed breakfast bacon is bringing 48 to 52 cents per pound.

| | | |
|---|---|---|
| Hams— | | |
| Medium | 0 35 | 0 37 |
| Large, per lb. | 0 30 | 0 31 |
| Heavy | 0 28 | 0 29 |
| Backs— | | |
| Skinned, rib, lb. | 0 49 | 0 50 |
| Boneless, per lb. | 0 53 | 0 56 |
| Bacon— | | |
| Breakfast, ordinary, per lb. | 0 40 | 0 45 |
| Breakfast, fancy, per lb. | 0 48 | 0 52 |
| Roll, per lb. | 0 29 | 0 30 |
| Wiltshire (smoked sides), lb. | 0 33 | 0 35 |
| Dry Salt Meats— | | |
| Long clear bacon, av. 50-70 lbs. | | 0 27 |
| Do., av., 80-90 lbs. | | 0 25 |
| Clear bellies, 15-30 lb. | | 0 28 |
| Sausages in brine, keg, 35 lbs. | | 7 35 |
| Fat backs, 16-20 lbs. | | 0 20 |
| **Out of pickle prices range about 2c per pound below corresponding cuts above.** | | |
| Barrel Pork— | | |
| Mess pork, 200 lbs. | | 42 00 |
| Short cut backs, bbl. 200 lbs. | | 50 00 |
| Picked rolls, bbl., 200 lbs.— | | |
| Heavy | | 50 00 |
| Lightweight | | 60 00 |
| **Above prices subject to daily fluctuations of the market.** | | |

## *Butter Has Declined*

**Toronto.**

BUTTER.—The market for butter, although registering a decline, has a firm tone. Creamery butter is offered at 62 to 65 cents per pound. Dairy prints quoted at 55 cents and dairy solids at 54 cents.

| BUTTER— | | |
|---|---|---|
| Creamery prints (fresh made) | 0 62 | 0 65 |
| Dairy prints, fresh, lb. | | 0 55 |
| Dairy prints, No. 1, lb. | | 0 54 |

## *The Egg Market is Weakening*

**Toronto.**

EGGS.—A considerable lowering of egg prices is noted for this week. New laids are quoted at 65 cents per dozen. American eggs are arriving very freely, and prices quoted in Chicago are lower. Not many local eggs are being offered as yet, but just as soon as the roads are in better condition supplies will be coming forward in larger quantities.

| EGGS— | |
|---|---|
| Fresh | 0 65 |
| Fresh selects in cartons | 0 68 |

Prices shown are subject to daily fluctuations of the market.

## *Shortening Steady; Unchanged Prices*

**Toronto.**

SHORTENING. — The market for shortening is unchanged. Prices are ruling steady at 28 cents per pound tierce basis.

| SHORTENING— | | |
|---|---|---|
| 1-lb. prints | 0 29½ | 0 30 |
| Tierces, 400 lbs. | 0 28 | 0 28½ |

## *Cheese Market Slow; Quotations Are Lower*

**Toronto.**

CHEESE.—The cheese market continues to show very little life. Ontario stocks are very large, some 25,419 boxes

held in storage on the 1st of March, compared with 13,145 boxes a year ago. Quotations are one to two cents per pound lower.

| CHEESE— | | |
|---|---|---|
| Large | 0 28 | 0 30 |
| Stilton | 0 35 | 0 36 |

Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.

## *Margarine Moves on Fair Basis*

**Toronto.**

MARGARINE.—There seems to be a very fair demand for margarine, which is being filled from ample stoc. Quotations are as listed below:

| MARGARINE— | | |
|---|---|---|
| 1-lb. prints, No. 1 | 0 37 | 0 38½ |
| Do., No. 2 | 0 34 | 0 37 |
| Do., No. 3 | 0 30 | 0 34½ |
| Nut margarine, lb. | 0 34 | 0 35 |

## *Lard is in Good Demand*

**Toronto.**

LARD.—The price for lard remains at 31 cents per pound tierce basis. There is a steady demand.

| | | |
|---|---|---|
| Tierces, 400 lbs., lb. | 0 30½ | 0 31 |

In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces.

## *Oysters Arriving; Fillets Are Scarce*

**Toronto.**

FISH.—The Lenten season is bringing an active and interesting business in fish. The stormy weather is causing a temporary shortage on some lines, but this is expected to be only a matter of a few days. Oysters are arriving. Smoked fillets are scarce. Prices are as listed.

| FRESH SEA FISH. | | |
|---|---|---|
| Cod Steak, lb. | 0 11 | 0 13 |
| Do., market, lb. | 0 4½ | 0 07 |
| Haddock, heads off, lb. | .... | .... |
| Do., heads on, lb. | .... | 0 09 |
| Halibut, chicken | 0 15 | 0 20 |
| Do., medium | .... | 0 19 |
| Fresh Whitefish | .... | .... |
| Fresh Herring | .... | .... |
| Flounders, lb. | .... | .... |
| Oysters, glass jars, 13 oz., doz. | .... | 5 05 |
| Do., No. 3 can | .... | 10 50 |
| Do., No. 5 can | .... | 17 00 |
| Blue Point oysters, 800s | .... | 15 75 |
| Do., 1000s | .... | 14 00 |
| **FROZEN FISH** | | |
| Salmon, Red Spring | .... | 0 24 |
| Do., Cohoe | 0 20 | 0 22 |
| Do., Qualla | 0 10 | 0 11 |
| Halibut, chicken | .... | 0 15 |
| Do., medium | 0 18 | 0 19 |
| Do., jumbo | 0 19 | 0 20 |
| Whitefish, lb. | .... | 0 13 |
| Herring | .... | 0 09½ |
| Mackerel | 0 12 | 0 13 |
| Flounders | 0 10 | 0 11 |
| Trout | 0 17 | 0 18 |
| Pickerel, dressed | 0 14 | 0 15 |
| Smelts | 0 15 | 0 25 |
| Spanish Mackerel | .... | 0 30 |
| Pike, round | .... | 0 08 |
| Do., headless and dressed | .... | 0 09 |
| **SMOKED FISH** | | |
| Haddies, lb. | .... | 0 18 |
| Fillets, lb. | .... | 0 18 |
| Kippers, box | .... | 2 40 |
| Bloaters, box | .... | 2 25 |
| Ciscoes, lb. | .... | 0 20 |

## *A Short Market On Fresh Poultry*

**Toronto.**

POULTRY.—Fresh poultry is in scant supply, and is going very quickly into consumption. Storage supplies are heavy, but are rapidly moving out. Prices are unchanged.

Prices paid by commission men at Toronto:

| | Live | Dressed |
|---|---|---|
| Turkeys, old, lb. | -$0 35 | -$0 45 |
| Do., young, lb. | - 0 55 | - 0 55 |
| Roasters, lb. | - 0 27 | 0 30- 0 37 |
| Fowl, over 5 lbs. | - 0 40 | - 0 40 |
| Fowl, 4 to 5 lbs. | - 0 37 | - 0 37 |
| Fowl, under 4 lbs. | - 0 25 | - 0 35 |
| Ducklings | - 0 40 | - 0 40 |
| Geese | - 0 25 | - 0 28 |
| Guinea hens, pair | - 1 25 | - 1 50 |
| Spring chickens, live | - 0 30 | - 0 35 |

Prices quoted to retail trade:—

| | Dressed | |
|---|---|---|
| Hens, heavy | .... | 0 42 |
| Do., light | 0 28 | 0 40 |
| Chickens, spring | 0 28 | 0 40 |
| Ducklings | 0 40 | 0 45 |
| Geese | .... | 0 33 |
| Turkeys | 0 50 | 0 60 |

# WINNIPEG MARKETS

WINNIPEG, March 12—The produce and provision market shows an upward tendency this week. Hogs are quoted 50 cents higher, but supplies are arriving fairly well. Supplies of new-laid eggs are very light. The market for cheese is unchanged with a good demand reported. Butter is ruling firm at unchanged prices.

## *Hogs Are Quoted Higher*

**Winnipeg.**

FRESH MEAT.—Liberal supply of hogs found the market firm, and quotations advanced 50 cents per cwt.

| HOGS— | |
|---|---|
| Selected, cwt. | $19 25 |
| Heavy, cwt. | 17 25 |
| Light, cwt. | 18 50 |

## *Cheese Market Remains Firm*

**Winnipeg.**

CHEESE.—Cheese remains unchanged. Market is very firm with a good demand reported.

| CHEESE— | |
|---|---|
| Ontario, large, per lb. | $0 33 |
| Do., twins, per lb. | 0 33¼ |
| Do., triplets, per lb. | 0 34¼ |
| Manitoba, large, per lb. | 0 31 |
| Do., twins, per lb. | 0 31½ |

## *Eggs Scarce; Market Unchanged*

**Winnipeg.**

EGGS.—Eggs are very scarce; supplies held are very light.

| EGGS— | | |
|---|---|---|
| New laid, doz. | $0 80 | $0 85 |
| Storage, doz. | 0 48 | 0 50 |
| New laid from farmers | 0 75 | 0 80 |

## *Butter Ruling Firm at Unchanged Prices*

**Winnipeg.**

BUTTER.—Butter remains firm in price. Supplies of dairy butter are very scarce. Creamery butter is in better supply.

| BUTTER— | |
|---|---|
| Finest creamery, 1s | $0 65 |
| Do., solids | 0 64 |
| Do., choice | 0 64 |
| Do., solids | 0 63 |
| Dairy, finest No. 1, prints | 0 62 |
| Do., solids | .... |
| Margarine, 1s | 0 38 |

# VANCOUVER MARKETS

VANCOUVER, March 12—Local butchers are declining to handle any more American mutton on account of the exchange. A shipment of Australia mutton arrived this week; the quality is excellent. The butter and egg market has weakened considerably. Cheese is firm at unchanged prices as also is lard and margarine.

## *Australia Mutton Is Arriving*

**Vancouver.**

FRESH MEATS.—For a while all the mutton used on this market came from across the line, and, owing to the exchange, the local butchers were declining to buy or handle mutton. However, considerable frozen mutton arrived on the last boat from Australia, and mutton is moving freely in all stores.

| | |
|---|---|
| Beef steers | 0 22 |
| Do., cow | 0 21 |
| Lamb | 0 40 |
| Mutton | 0 38 |
| Pork | 0 33 |

## *Butter Market Has Weakened*

**Vancouver.**

BUTTER.—Butter continues to become easier, the price now standing at 70 cents. In many cases the quality is indifferent.

## *Fresh Eggs Have Declined*

**Vancouver.**

EGGS.—Local fresh eggs are declining. Quotations this week is 57 cents per dozen.

## *Lard is Again In Active Demand*

**Vancouver.**

LARD.—A good demand is noted for lard. The prices now stand: Pure lard, 36 cents per pound; compound lard, 30½ cents per pound.

## *Cheese Firm; Prices Unchanged*

**Vancouver.**

CHEESE.—The market for cheese is firm at unchanged prices.

| CHEESE— | |
|---|---|
| British Columbia | 0 32½ |
| Ontario, solids | 0 33½ |
| Do., twins | 0 33¾ |
| Stilton | 0 38 |

DAVIES QUALITY PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED TORONTO

# THIS is

## A Real Quality Product--
## Davies Pure Lard

"Quality": Something that every dealer wants. Something every housewife demands. Something we have and something we can give you.

Davies Pure Lard measures up in quality to the highest standard set for Canadian Pure Lard. It is fine in texture, smooth of grain and white in color.

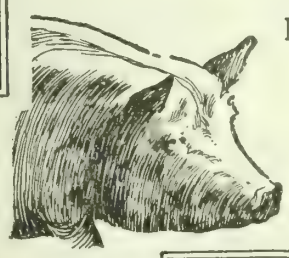
You will find it well worth your while to feature Davies Pure Lard, for, when once taken into a home, it is asked for again.

Can be had in convenient packages for household use. 10-lb., 5-lb. and 3-lb. pails, or in 1-lb. sanitary cartons.

Write us direct, or, if our salesman is calling upon you, give him your order.

Special attention always given orders received by mail.

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO
MONTREAL CHICAGO



# Junket
MADE *with* MILK

## ....a 'real' seller

Junket is a delicious, economical dessert that is highly nutritious and quickly prepared.

It is sold in a 10-tablet package that retails at 15c with an excellent profit.

Junket can be prepared in an almost endless variety of dainty, wholesome dishes. Ask your jobber for Junket or write direct to us.

**NESNAH**—a Junket in powdered form, the quick dessert, made in a jiffy. Comes in four flavors in attractive packages and sells for 15c. Your customers will like this easy way of providing delicious desserts, at small cost.

**Chr. Hansen's**
**Canadian Laboratory**
**Toronto, Canada**

*SELLING AGENTS FOR CANADA:*
**LOGGIE, SONS and CO.**
**32 FRONT ST. WEST TORONTO**

# INDEX TO ADVERTISERS


A
Armour & Co. ..... 63
Arnett, Thos. Lewis ..... 78
Aron & Co., Inc., J. ..... 3
Abbey Salt Co. ..... 24
Acadia Sugar Refinery ..... 64

B
Bain & Co., Donald H. ..... 12
Baker & Co., Ltd., Walter ..... 80
Bedlington, P. G. ..... 42
Birks, Crawford & Co. ..... 42
Borden Milk Co. ..... 1
Bowron Bros. ..... 69
Bradstreets ..... 96
Braid & Co., Wm. ..... 70
Brantford Scale ..... 61
British Columbia Hop Co. ..... 10
Brodie & Harvie ..... 67
Buffalo Specialty ..... 18, 19

C
California Associated Raisin Co. 9
Canada Nut Co. ..... 11
Canadian Cereal ..... 45
Canadian Importations ..... 72
Carnation Milk ..... 74
Clark Ltd., W. ..... 2
Clayoquot Sound Canning Co. ... 11
Climax Baler ..... 9, 79
Columbia Macaroni Co. ..... 11
Connors Bros. ..... 40, 41
Cosgraves Pure Malt Vinegar .. 72
Cowan Co. .....Inside front cover
Cruickshank & Guild ..... 15

D
Davies Co., Wm. ..... 57
Dayton Sale Co. .....Back cover
Diamond Dyes ..... 73
Dodwell & Co. ..... 10
Dominion Canners Ltd. ..... 75

E
Eckardt & Co., H. P. ..... 59
Edgett Ltd., E. ..... 11
Eddy, E. B. .....Front cover
Escott Co., Ltd., W. H. ..... 14
Estabrooks, T. H. ..... 23
Eureka Refrigerator Co. ..... 22

F
Fidelity Collection Agency .... 79
Freeman & Co., W. A. ..... 74

G
Gaetz & Co. ..... 16
Gauvreau, Paul F. ..... 16
Gosse-Millerd ..... 47
Grant Co., C. H. ..... 12
Gray & Co., John ..... 66

H
Hall Co., Harry ..... 35
Hanson & Co., J. H. ..... 77
Hardie & Co., H. D. ..... 9
Hansen's Lab., Chris. ..... 58
Hargraves, Ltd. ..... 15
Hay, A. H. M. ..... 16
Henderson Brokerage, B. M. .... 12
Heinz Co. ..... 62
Howe, McIntyre & Co. ..... 16
Huntley & Palmers, Ltd. ..... 8

I
Imperial Extract ..... 38
Imperial Grain & Milling Co. .... 10
Imperial Oil Ltd. ..... 5

J
Jeyes Fluid ..... 17
Joyce, S. H. ..... 16

K
Keatings Ltd. ..... 14

L
Lanka Tea ..... 70
Le Fils de Ath Floros & Co. .... 15
Lemon Bros. ..... 78
Levant American Mercantile Co. 16
Loggie, Sons & Co. ..... 15
Lund & Co., Peter ..... 11

M
McArthur, Irwin Ltd. ..... 4
McCormick Mfg. Co. .....
Inside back cover
McDavid & Co. ..... 16
McLauchlin, J. K. ..... 15
McLay Brokerage Co. ..... 12
Macdonald Regd., W. C. ..... 68
Mackenzie, W. L. ..... 12
Maclure & Co., A. M. ..... 12
Maclure & Langley ..... 13
Magor, Son & Co., Ltd. ..... 24
Malcolm Condensing ..... 37
Mann & Co., C. A. ..... 38, 79
Marsh Grape Juice Co. ..... 76
Marshall, H. D. ..... 15
Megantic Broom Co. ..... 76
Mickle, George T. ..... 79
Moore & Co., R. M. ..... 79
Morris Co., C. ..... 15
Morris & Co. ..... 62
Mount Royal Milling Co. ..... 64

N
Nagle Mercantile Agency ..... 80
National Biscuit Co. ..... 11
Nelson, C. T. ..... 11
Norcanners, Ltd. ..... 10
North-West Trading Co. ..... 11
Nobility Chocolates ..... 39

O
Oakey & Sons, Ltd., John ..... 16
Oceanic Oyster Co. ..... 15
O'Loane, Kiely ..... 48
Olivier & Co., G. F. ..... 79

P
Pacific Cartage Co. ..... 12
Parke & Parke Ltd. ..... 80
Parker & Sons, A. L. ..... 6
Pastene, P. ..... 16
Patrick & Co., W. G. ..... 15
Pennock & Co., Ltd., H. P. ..... 13
Perry & Co., H. L. ..... 13

R
Red Rose Tea ..... 23
Richardson & Green ..... 12
Rock City Tobacco Co. ..... 66
Rose & Laflamme ..... 15

S
St. Arnaud Fils Cie ..... 16
Salada Tea Co. ..... 21
Sarnia Paper Box Co. ..... 79
Schneider & Son, J. M. ..... 61
Scott-Bathgate Co., Ltd. ..... 14
Sheely-Mott Co. ..... 16
Sherer-Gillett Co. ..... 71
Silcocks & Drew ..... 16
Simmers Ltd., J. A. ..... 73
Sloan & Co., John ..... 15
Smalls Ltd. ..... 53
Smith & Proctor ..... 64
So-Clean, Ltd. ..... 79
Solman, C. M. ..... 16
Spratt's Patent Ltd. ..... 9

T
Tanglefoot ..... 79
Thompson & Co., J. C. ..... 16
Toronto Pottery Works ..... 79
Toronto Salt Works ..... 79
Trent Mfg. Co. ..... 79

U
Uptons Ltd. ..... 75

W
Wagstaffe Ltd. ..... 7
Walker & Son, Hugh ..... 77
Wallace Fisheries, Ltd. ..... 36
Watson & Truesdale ..... 13
Wells & Richardson Ltd. ..... 73
Western Canada Flour Mills Co., Ltd. ..... 65
West India Mercantile Co. ..... 44
Western Transfer & Storage, Ltd. ..... 12
Wethey Ltd., J. H. ..... 46
White & Co. ..... 77
White Cottell's ..... 79
White Swan Spices & Cereals Co. ..... 67
Whittall Can Co., A. R. ..... 65
Williams Storage Co. ..... 13
Wiley, Frank H. ..... 13
Woods & Co., Walter ..... 77

# Diamond Crystal

We have received a letter from the Diamond Crystal Salt Co. of St. Clair, Mich., of which the following is an extract.

> "In order to assist our Canadian friends in avoiding the high exchange rates between the two countries at this time we are arranging to accept payment on all Canadian accounts in Canadian funds, to accumulate these funds in the Bank of —— and as they accumulate to purchase Canadian Government Bonds, and if necessary to use these bonds as a collateral against loans in this country until the exchange rate improves."

You will observe that these people appreciate the serious exchange situation and are willing to directly assist in rectifying this unsatisfactory condition. We would also like the trade to know that this offer came to us unsolicited. This action of theirs will enable us to materially reduce prices of the finest salt produced on this continent, and now quote:-

| | | | |
|---|---|---|---|
| Bbls. | Diamond Crystal, | 120-2½s, | 7.65 |
| " | Diamond Crystal, | 75-4s, | 7.55 |
| " | Diamond Crystal, | 60-5s, | 7.25 |
| " | Diamond Crystal, | 24-12s, | 7.45 |
| " | Diamond Crystal, | 75-2s and 37-4s, | 7.70 |
| Bags | Diamond Crystal, Dairy, 28s, | | .65 |
| " | Diamond Crystal, Dairy, 56s, | | 1.15 |
| Shaker Salt, Case 2 dozen, | | | 2.95 per case |

*SEND US A TRIAL ORDER*

**H. P. ECKARDT & CO**

**WHOLESALE GROCERS**

CHURCH STREET & ESPLANADE TORONTO

# Ice Cream Cones

## Mr. Jobber

## We Are Booking Orders for 1921

No Middlemen's or Distributors' Profits. We Sell Direct from the Manufacturer to

# YOU

## Can Save $ $ $ $ Buying Through Us

Our Principals are pleased to sell you direct

*Place Your Orders With Us*

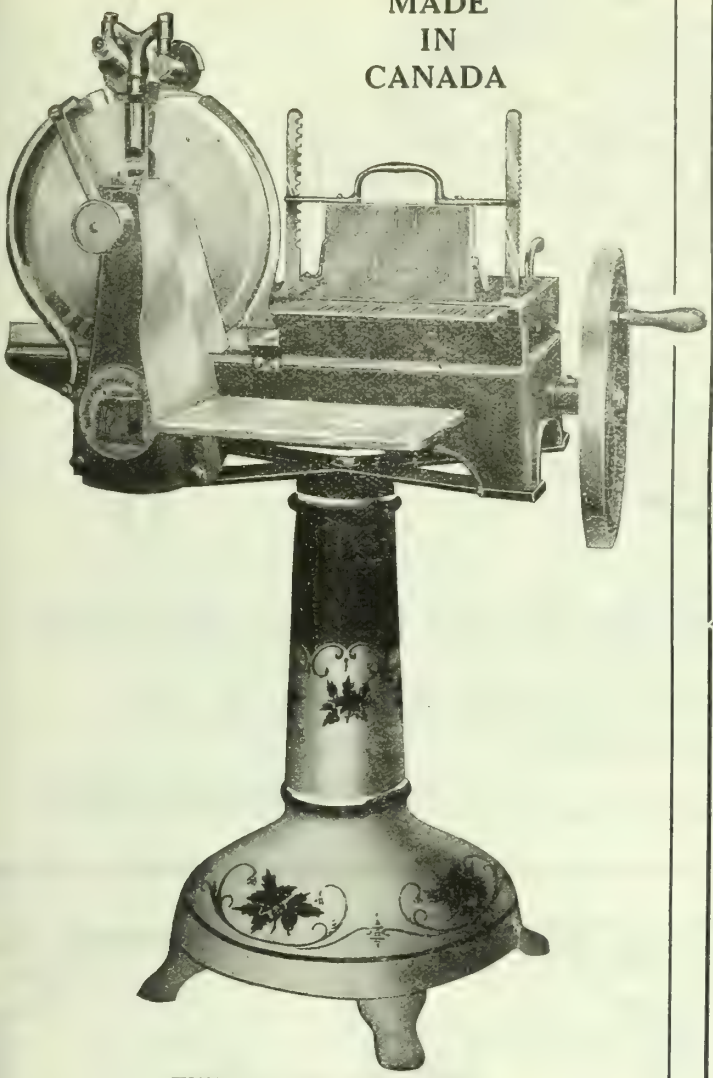
*Only the Very Best Products Sold*

## Martin M. Sichel and Co.

BROKERS

212 McGill Street Montreal

MADE
IN
CANADA



THE BRANTFORD SLICER

# The best "buy" in the Slicer "World"

Ask any one of the thousands of grocers or butchers who are users of the famous Brantford Slicer and they will tell you the above statement is absolutely correct.

There are so many patented, exclusive features on Brantford Slicers—each one a money-saver—that it will pay you to write for our illustrated booklet and be convinced of Brantford superiority, before you buy.

**The Brantford Computing Scale Co.**
**Brantford, Canada.**

**Offices and showrooms in the larger centres**

# You take no chances selling guaranteed products

Such as Schneider's "Pure Meat" Sausage and Schneider's Bacon. Both these lines are guaranteed by us to give absolute customer satisfaction.

## Schneider's Guaranteed Bacon

will back your highest recommendation to the limit. The wholesome flavor will be greatly appreciated by your customers and repeats will be the rule.

Schneider's Guaranteed Bacon is specially prepared for particular buyers who demand superior quality.

**Send for a trial order and get our quotations on Smoked Meats**

**J. M. Schneider & Son, Ltd.**
KITCHENER, ONTARIO

*Drop us a Card for Sausage and Smoked Meat Quotations.*
*Satisfaction guaranteed on all mail orders.*

MARIGOLD

MARIGOLD

**"The Greatest Seller of Its Kind in the World"**

MORRIS & COMPANY, Chicago, U. S. A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

**"The Grocer's Encyclopedia"**

This book gives concisely the history of all kinds of foodstuffs from A to Z. Well illustrated by half tones, many of them in color.

Contains 478 pages.
Is 11 x 9 inches in dimensions and 2 in. thick and well bound.

Gives you the information you want to know about the growth, origin, harvesting, etc., of all domestic and foreign goods sold in grocery stores.

Will assist you and your clerks in buying and selling.

**Price is $10.50**

**Sole Agents for Canada**

**MacLean Publishing Co., Limited**

143-153 University Ave., Toronto

57 57

Heinz Pickles in bottles are especially cultivated cucumbers, cured when fresh from the vines and preserved in fine old Heinz vinegar.

A half century of pickling experience is embodied in every bottle of Heinz Pickles.

**H. J. HEINZ COMPANY**

Pittsburgh Toronto Montreal

57 57

*For Your Easter Trade*

# ARMOUR'S Veribest Ham

*The Ham What Am*

Easter is the beginning of the big ham-consuming season. *Veribest* Ham —The Ham What Am—introduced a few years ago—has already established such a favorable reputation that to-day it is a big seller wherever handled.

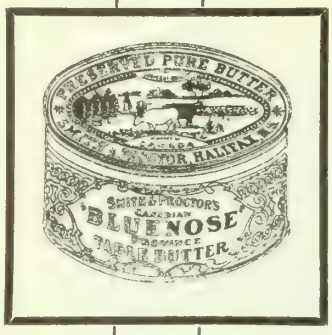
Ham has a firm grain, an appetizing appearance — and the stockinet covering definitely retains the original fine flavor and prevents shrinkage.

Take advantage of this sales opportunity — stock *Veribest* Ham as a special Easter offering. Write us for prices—or ask the Armour salesman to give you additional details.

**ARMOUR AND COMPANY**

**General Offices and Plant:**
**Hamilton, Ontario**

**Branch Offices:**
**Toronto** **Montreal**
**Sydney, N.S.** **St. John, N.B.**




## Have No Hesitation

in choosing

# 'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR : HALIFAX, N.S.

**SMITH AND PROCTOR**

SOLE PACKERS

Halifax - N.S.

# Uniformly Good

ROYAL ACADIA SUGAR

The goodness of Royal Acadia Sugar never varies.

The quality is ever the same—

***Every Grain***
***Pure Cane***

always. So you are justified in recommending Royal Acadia—it never fails to satisfy.

Sold in 2 and 5 lb. cartons, 10, 20 and 100-lb. bags, half-barrels and barrels.

## The Acadia Sugar Refining Co., Ltd.

HALIFAX, CANADA

# RICE
# RICE FLOUR
# RICE MIDDLINGS

## Mount Royal Milling and Mfg. Coy., Limited

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
*Agents*
MONTREAL

# WHITTALL CANS

*for*

**Meats Vegetables Milk**
**Syrup Fish Paint Etc.**

*PACKERS' CANS*

**Open Top Sanitary Cans**
**and**
**Standard Packer Cans**
**with Solder-Hemmed Caps**

## A. R. Whittall Can Company Ltd.

Sales Office:
202 Royal Bank Bldg.
TORONTO
G. A. Willis, Sales Mgr.
Phone Adel. 3316

MONTREAL
*Established 1888*

Sales Office:
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna

## Empty Your Shelves and Fill Them Up Again

The oftener a grocer sells flour, the oftener he has to keep filling up his shelves with fresh, new goods of many other lines.

# PURITY FLOUR

is a selling agent for sugar, yeast, baking powder, fruits and peels, butter, eggs, shortening, canned goods and everything that goes with flour.

Purity Flour is a strong, Western wheat flour, perfectly milled and widely advertised. Push it.

## Western Canada Flour Mills Co., Limited

HEAD OFFICE: TORONTO, ONT.

Branches at: Victoria, Nanaimo, Vancouver, Prince Rupert, New Westminster, Nelson, Courtenay, Rossland, Calgary, Edmonton, Brandon, Winnipeg, Goderich, Ottawa, Montreal, St. John, N.B.

# JAMS
# MARMALADES
# PEELS

## John Gray & Co., Ltd., Glasgow

**Established over a Century**

**Cable : Lamberton, Glasgow.**
**Codes : A.B.C. 4th and 5th Edition.**

# CONFECTIONERY
# MARZIPAN
# CHOCOLATE

***Agents:***

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto

Order from your wholesaler.

# Master Mason

## Canada's joy smoke

For a real good smoke recommend to your customers Master Mason.

Made from the finest leaf, fully matured, perfectly aged tobacco.

You can build up a good tobacco trade by selling Master Mason.

## Rock City Tobacco Co.

**Limited**

**QUEBEC and WINNIPEG**

# Two White Swan Favorites

"White Swan Pancake Flour" and "White Swan Mustard" are two lively sellers that will guarantee complete satisfaction and a worth-while profit.

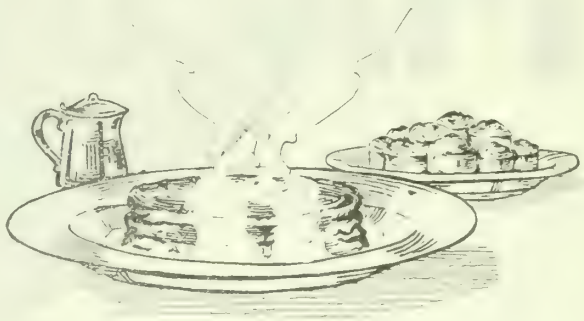
*"It Has The Nip"*

You're playing safe when you stock "White Swan Products" because there are no "shelf warmers" in the White Swan Family. See our ads. in the daily papers.

**White Swan Spices and Cereals, Limited**
TORONTO, CANADA

# Makes delicious Pancakes

Brodie's "Self-Raising" Flour is an ideal flour for making tempting pancakes, muffins, biscuits, doughnuts, etc. It's fine, uniform texture and superior quality insures perfect results.



## For Lenten Baking

Always have a good supply of Brodie's Self-Raising Flour on hand and keep it well displayed. This is the big selling season and the profits will handsomely reward any extra selling effort on your part.

**BRODIE & HARVIE, LIMITED, MONTREAL**

# THE RETAILER'S BEST SELLING LINE

W. C. MACDONALD

All over Canada they are asking for

*"The Tobacco with a heart"*

Do you get your share of the profits?

# MACDONALD'S CUT PLUG

## W. C. MACDONALD, REG'D.

INCORPORATED

MONTREAL

# HIP-O-LITE MARSHMALLOW CREME

*(Ready-to-use)*

## *Now Made in Canada by Bowron Bros.*

| 1 Gal—160 oz. | 32 oz. | 16 oz. | 1 Pt. | Half Pint. |
|---|---|---|---|---|
| Lacquered can, 4 tins to case. | Screw Top Jar, 1 doz. to case. | Mason Jar Screw Top 1 doz. to case. | Fibre Carton, 1 doz. to case. | Fibre Carton, 4 doz. to case. |
| Wt. 27 lbs. per case | Wt. 18 lbs. per case | Wt. 19 lbs. per case | Wt. 10 lbs. per case | Wt. 20 lbs. per case |
| $19.00 doz. | $5.50 doz. | $3.50 doz. | $2.60 doz. | $1.75 doz. |

ALL SIZES QUOTED ARE IMPERIAL MEASURE

An exquisite Marshmallow of spreadable consistency, light, tender and short. It is used for desserts, cake fillings, frostings, sauces and a hundred and one delicious dishes. Always ready for use—no cooking and the contents of these handy containers will not spoil after opening.

**HIP-O-LITE** offers an excellent profit. Take for instance the 16 oz. size jar (the big family size seller), this costs you 30c and sells for 40c.

A national advertising campaign in leading magazines is daily creating a demand for **HIP-O-LITE** — the delicious Marshmallow Cream that is "different."

On drop shipments of 100 lbs. or over we pay the freight. Send for our free booklets on simplified candy-making, dessert recipes, etc. A post card brings any quantity you wish. Order **HIP-O-LITE** from your wholesaler or send his name to us with your order and we will ship direct.

## BOWRON BROS., Limited

**Hamilton, Canada**

# How We Back LANKA

WE have put the highest power selling force in the world behind Lanka Tea, the power of forcible advertising. We employ magazines, newspapers and farm papers to carry these printed synonym salesmen into the best class of city and country homes.

The aggregate circulation of the publications on the Lanka list is over a million. The actual number of readers averaging five.

This million multiplied by five sees a succession of Lanka advertisements — an active bombardment, each advertisement making a different appeal.

A stock of Lanka on your shelves is the round-up to this gigantic selling campaign.

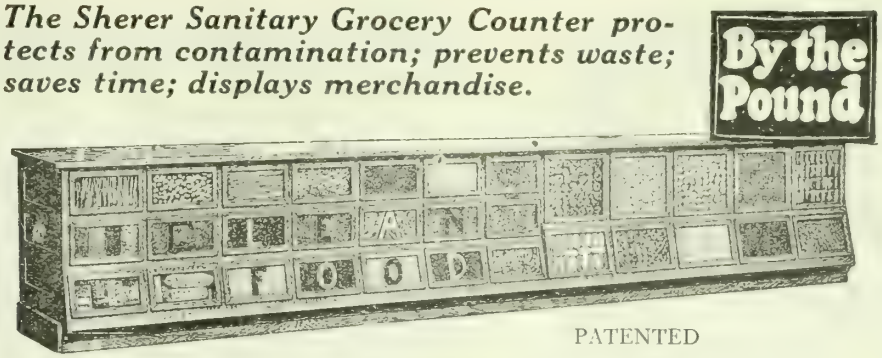
The sight of the handsome package reminds your customers what they had been reading about Lanka. They at once buy a pound to try — and then Lanka quality converts them into permanent users.

For Lanka Tea is the best value that the world produces, the finest quality of Ceylon tea sold at a popular price. 75 cents a pound suits all pocketbooks as well as Lanka quality tea pleases all tastes. Be sure that your stock is ample and well displayed. Order from your jobber today.

Lanka Tea is imported and packed by
WM. BRAID & COMPANY, Vancouver, Canada

S. H. Moore & Company, Ontario Agents
704 Excelsior Life Bldg., Toronto

*The Sherer Sanitary Grocery Counter protects from contamination; prevents waste; saves time; displays merchandise.*




PATENTED

# "Bulk goods will always Predominate in Retail Markets"

—"Any elimination of them tends to make the Retailer *less a merchant*, and to increase sharply the *cost* to consumer. *So the container for bulk foods becomes a factor worthy of prime consideration.*"

## The Sherer Sanitary Grocery Counter

## Is the Prime Factor in Cleanly Service of Bulk FOODS—In Selling Them

In our No. 66 (illustrated) there are 31 miniature *show windows*, offering zestful suggestion to every customer entering the store. Your clerks may forget to ask customers if they need this or that; or be too busy to do so; but your Sherer Counter is always on the job, showing the merchandise itself.

Not the least of many advantages is the economy, cleanliness, and sanitary storage space provided.

**Sherer-Gillett Company**

***Patentees and Manufacturers***

**GUELPH, ONTARIO**

### "Sell by the Pound"

This should be the slogan of every retail grocer. It means that you are building a business on your own name. You *make* 12 per cent. better profit on the average, and save your customers 35 per cent. in selling bulk goods instead of similar merchandise unnecessarily and extravagantly packaged.

**Cut Out and Mail**

THE SHERER-GILLETT COMPANY
Dept. 57, Guelph, Ont.

Kindly send us pamphlet mentioned in your ad—and also information about the counter.

Name .....

Store Name.....

Street Address.....

City .....Province.....

*It's Profitable Because—*

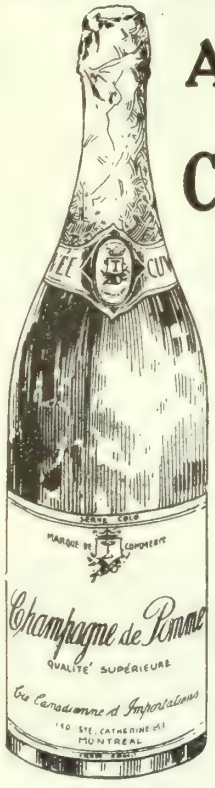
**100% PURE**

**COSGRAVE'S PURE MALT Vinegar**

Better to sell this branded, bottled vinegar than the bulk article. No waste — no loss — no deterioration. Easily handled—makes fine display. Quality guaranteed.

**RETAILS**
**15c and 25c**
**WELL ADVERTISED**
Write us or ask your jobber for trade prices.






# A New Drink

# Champagne de Pomme

Made from the juice of Canadian apples. A most delicious and refreshing drink.

Put up in pints, bottles or splits.

Every grocery store in Canada can sell this delicious beverage.

Packed 2 doz. to the case.

Order from your wholesaler or direct to

**Cie Canadien Importations**
**140 St. Catherine St. E., Montreal**


### CROWN BRAND CORN SYRUP

| | |
|---|---|
| 2-lb. tins, 2 doz. in case | $ 5 45 |
| 5-lb. tins, 1 doz. in case | 6 95 |
| 10-lb. tins, ½ doz. in case | 5.75 |
| 20-lb. tins, ¼ doz. in case | 5.70 |
| (Prices in Maritime Provinces 10c per case higher.) | |
| Barrels, about 700 lbs. | 0 08¼ |
| Half bbls., about 350 lbs. | 0 08½ |

### LILY WHITE CORN SYRUP

| | |
|---|---|
| 2-lb. tins, 2 doz. in case | $5 95 |
| 5-lb. tins, 1 doz. in case | 6 55 |
| 10-lb. tins, ½ doz. in case | 6 25 |
| 20-lb. tins, ¼ doz. in case | 6 20 |
| (5, 10, and 20-lb. tins have wire handles.) | |

### GELATINE

| | |
|---|---|
| Cox's Instant Powdered Gelatine (2-qt. size), per doz. | $1 75 |

### INFANTS' FOOD
MAGOR, SO N& CO., LTD.

| | Doz. |
|---|---|
| Robinson's Patent Barley— | |
| 1-lb. | $4 00 |
| ½-lb. | 2 00 |
| Robinson's Patent Groats— | |
| 1-lb. | 4 00 |
| ½-lb. | 2 00 |

### BLUE

| | |
|---|---|
| Keen's Oxford, per lb. | 0 24 |
| In cases, 12 12-lb. bxs to case. | 0 25 |

### NUGGET POLISHES

| | Doz |
|---|---|
| Polish, Black, Tan, Toney Red and Dark Brown | $1 15 |
| Card Outfits, Black and Tan. | 4 15 |
| Metal Outfits, Black and Tan | 2 85 |
| Creams, Black and Tan | 1 25 |
| White Cleaner | 1 35 |

### IMPERIAL TOBACCO CO. OF CANADA, LIMITED
EMPIRE BRANCH

| | |
|---|---|
| Black Watch, 10s, lb. | $1 20 |
| Bobs, 12s | 1 13 |
| Currency, 12s | 1 13 |
| Stag Bar, 9s, boxes, 6 lbs. | 1 08 |
| Pay Roll, thick bars | 1 30 |
| Pay Roll, plugs, 10s, 6-lb. ¼ caddies | 1 24 |
| Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs. | 1.25 |
| Great West Pouches, 9s, 2-lb. boxes, ½ and 1-lb. lunch boxes | 1 30 |
| Forest and Stream, tins, 9s, 2-lb. cartons | 1 44 |
| Forest and Stream ¼s, ½s, and 1-lb. tins | 1 50 |
| Master Workman, 2 lbs. | 1 25 |
| Master Workman, 4 lbs. | 1 25 |
| Derby, 9s, 4-lb. boxes | 1 30 |
| Old Virginia, 12s | 1 70 |
| Old Kentucky (bars), 8s, boxes, 5 lbs. | 1 35 |

### COCOA AND CHOCOLATE
THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.
COCOA

| | |
|---|---|
| Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. | $5 80 |
| Perfection, ¼-lb. tins, doz. | 1 60 |
| Perfection, ½-lb. tins, doz. | 3 00 |
| Perfection, 10s size, doz. | 1 15 |
| Perfection, 5-lb. tins, per lb. | 0 42 |
| Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz. | 3 25 |
| Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb. | 0 28 |

UNSWEETENED CHOCOLATE

| | |
|---|---|
| Supreme Chocolate, 12-lb. bxs, per lb. | 0 45 |
| Supreme Chocolate, 10c size, 2 doz. in box, per box | 2 25 |
| Perfection Chocolate, 10c size, 2 doz in box, per box | 1 90 |

SWEET CHOCOLATE

| | Per lb. |
|---|---|
| Eagle Chocolate, ¼s, 6-lb. boxes | 0 36 |
| Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case | 0 36 |
| Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case | 0 36 |
| Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case | 0 36 |
| Diamond Crown Chocolate, 28 cakes in box | 1 25 |

CHOCOLATE CONFECTIONS

| | |
|---|---|
| Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. | $0 47 |
| Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| 30 boxes in case, per lb. | 0 47 |
| No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. | 0 43 |
| Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. | 0 43 |
| No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. | 0 43 |
| No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. | 0 43 |
| No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. | 0 43 |
| No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. | 0 43 |
| No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. | 0 40 |
| Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. | 0 60 |
| Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. | 0 60 |

NUT MILK CHOCOLATE, ETC

| | |
|---|---|
| Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box | $ 2 34 |
| Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box | 2 34 |
| Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb. | 0 47 |
| Nut Milk Chocolates, 5c, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box | 2 45 |
| Fruit and Nut Milk Chocolate Slabs, per lb. | 0 47 |
| Milk Chocolate Slabs, with Assorted Nuts, per lb. | 0 47 |
| Plain Milk Chocolate Slabs, per lb. | 0 47 |

### MISCELLANEOUS

| | |
|---|---|
| Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz. | $6 00 |
| Maple Buds, fancy, ½ lb., 1 doz. in box, per doz. | 3 30 |
| Assorted Chocolate, 1 lb., ½ doz. in box, per doz. | 6 00 |
| Assorted Chocolate, ½ lb., 1 doz. in box, per doz. | 3 30 |
| Chocolate Ginger, full ½ lb., 1 doz. in box, per doz. | 4 34 |
| Crystallized Ginger, full ½ lb., 1 doz. in box, per doz. | 4 34 |
| Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box | 2 04 |
| Triumph Chocolate, ¼s, 4-lb. boxes, 35 boxes in case, per box | 2 04 |
| Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box | 2 04 |
| Chocolate Cent Sticks, ¼ gr. boxes, 30 gr. in case, per gross | 1 14 |
| 120—1c Milk Chocolate Sticks, 60 boxes in case | 0 80 |

W. K. KELLOGG CEREAL CO.,
Battle Creek, Mich.
Toronto, Canada.

| | |
|---|---|
| Kellogg's Toasted Corn Flakes, Waxtite | 4 14 |
| Kelogg's Toasted Corn Flakes, Ind. | 2 00 |
| Kellogg's Dominion Corn Flakes | 4 14 |
| Kellogg's Dominion Corn Flakes, Indiv. | 2 00 |
| Kellogg's Shredded Krumbles. | 3 50 |
| Kellogg's Shredded Krumbles, Ind. | 2 00 |
| Kellogg's Krumbled Bran | 1 34 |

BRODIE AND HARVIES

| | |
|---|---|
| XXX Self-Raising Flour, 6 lbs. packages, do. | 6 00 |
| Do., 3 lbs. | 3 05 |
| Superb Self-Raising Flour, 6 lb. | 5 80 |
| Do., 3 lbs. | 2 95 |
| Crescent Self-Raising Flour, 6 lb. | 5 90 |
| Do., 3 lb. | 3 00 |
| Perfection rolled oats (55 oz.) | 3 00 |
| Brodie's Self-Raising Pancake Flour, 1½ lb. pack.. doz. | 1 50 |

BLACKWOODS'
BAKING POWDER

| | Per doz. |
|---|---|
| 3-oz. tins, 4 doz. to case | $ 1 50 |
| 12-oz. tins, 4 doz. to case | 2 25 |
| 16-oz. tins, 4 doz. to case | 2 50 |
| Qt. Sealers, 1 doz. to case | 5 00 |
| 3-lb. tins, 1 doz. to case | 6 50 |
| 5-lb. tins, 1 doz. to case | 10 50 |

CORDIALS

| | |
|---|---|
| Black Cherry | St. Julien Claret |
| Mondego Port | Grape Vine |
| Hot Todd | Ginger Wine |
| Sloe Gin | Creme de Menthe |

Packed 1 doz. qts. to case.

| | |
|---|---|
| Per case | $4 50 |
| Bulk, per gallon | 1 25 |

# 50% MORE PROFIT ON DIAMOND DYES

After January 1, 1920, the retail price of each package of Diamond Dyes will be 15c everywhere—instead of 10c.

## Have Clerks ask 15c a Package

We know you will welcome this necessary increase in price by the big leader. It means 50% more profit for you on each sale hereafter. While your price increases proportionately, your profit is 50% increased as well.

New price, $1.13 per dozen—Same quantity discounts as heretofore.

In our million dollar advertising campaign which will include your city, and every city, town and hamlet, we lay great stress upon the "Diamond Dye Direction Book" and the "Diamond Dye Color Card." Women will come to you for a Direction Book and ask to see your Color Card. If not supplied, write us to-day.

**WELLS & RICHARDSON CO., Limited**

**200 MOUNTAIN ST. : : : : MONTREAL, P.Q.**

*Successful since 1856*

**SELL SIMMERS' SEEDS**

*They sell They grow*

# Over 100% Quick Profit

Let us send you this handsome Simmers "Silent Salesman" and 500 assorted packets of Simmers Famous Seeds.

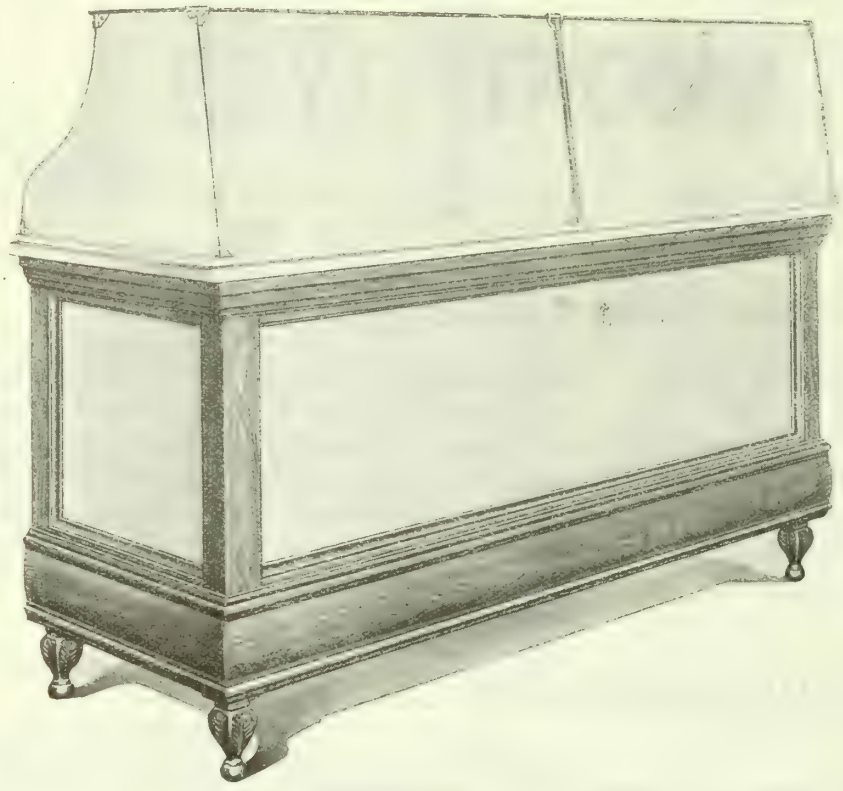
**Outfit Costs you only $22.50** **Retails quickly at $50**

Many a dealer clears 3 months' rent in 3 weeks rapid-fire sale of Simmers' Seeds—*"THE SEEDS THE PEOPLE WANT."*

**Special Trade Quotations**
**on Grasses and other Seeds**
Write today for same. They will make you money.

**J. A. SIMMERS LTD., Toronto**

# FREEMAN DISPLAY CASES SELL THE GOODS



Capitalize on your business investment by installing Freeman Display Cases. They are making more money for merchants every day. They will help you build up your business quickly. There's a Freeman Display Case made to meet your individual needs. They are more attractive and durable.

Remember: We make refrigerators that **use less ice** and give **better results** all round. Write for details.

**Grocers', Butchers' and Confectioners' Supplies.**

## W. A. FREEMAN
**Company, Limited**

**Hamilton Ontario**

# Building Trade For You

Every dollar spent for Carnation advertising builds new business for your store.

For Carnation advertising teaches your customers to buy Carnation Milk from you, The Modern Milkman.

Tie your store up to this campaign by featuring Carnation in your store and advertising.

Carnation Advertising material is free. Write for one of the following pieces.

Suggestions for Window Trims—Counter Cutout—Counter Stand—Story of Carnation Recipe Book—Carnation Streamers or Hangers.

**Address CARNATION MILK PRODUCTS, CO., LTD.**
**Aylmer, Ontario**

*Remember—your jobber can supply you.*

# Carnation Milk

***From Contented Cows***

***The label is white and red***

# DOMINION BRAND

DOMINION CANNERS LIMITED HAMILTON, CANADA

DOMINION BRAND

## Tomato Soup

made from whole, ripe tomatoes in the Tomato Season. It pleases everybody.

## Pork and Beans

They sell in all seasons—a staple article of diet—rich, nutritious, delicious.

## Vegetable Tomato Soup

Unequalled for flavor, quality and economy.

## Spaghetti with Tomato Sauce

There is always a brisk demand for this high quality food product.

**Get complete information regarding our canned foods.**

**Dominion Canners Limited, Hamilton, Ont.**

# UM, YUM! UPTON'S

This boy is working for you in the homes of your customers. He is a convincing argument in favor of

# UPTON'S

## Jams and Marmalades

Upton advertising is extensive—it is creating a demand for jams and marmalades in your locality. Co-operate with the advertising by making a prominent display of Upton's. Use Upton's show cards, too.

## THE T. UPTON COMPANY, LTD.

HAMILTON - CANADA

SELLING AGENTS:

S. H. Moore & Company, Toronto, Ont.
P. H. Cowan & Co., St. Johns, Nfld.
Rose & Laflamme Ltd., Montreal, Que.
Gaetz & Co., Halifax, N.S.
Scott Bathgate Co., Ltd., Winnipeg, Man.
Schofield & Beer, St. John, N.B.

## Marsh's Grape Juice

is made from sun-ripened, juicy Concord grapes. It possesses a rich, delicious flavor that instantly appeals.

The constant call for a high quality grape juice can be answered with excellent profit for yourself by supplying your customers' needs with Marsh's. Order your requirements from your wholesaler.

**The Marsh Grape Juice Company**
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces:

**The McLaren Imperial Cheese Company Limited**
Toronto and Montreal


**LIQUEURS**

| | |
|---|---|
| H. T. Special | Ginger |
| Creme deMenthe | Black Cherry |
| Hot Todd | Port |
| Grape | Claret |
| Sloe Gin | Trench Rum |

Packed 1 doz. qts. to cs. Per cs. $6 24
Bulk, per gallon ..... 2 24

**CONCENTRATED FRUIT CIDERS**

| | |
|---|---|
| Orange | Cherry |
| Peach | Loganberry |
| Lemon | Strawberry |
| Grape | Raspberry |
| | Blackberry |

Per doz.
Packed 24, 2½-lb. tins to case. $7 20
Apple, pkd. 24, 2½-lb. tins to cs. 7 44

**EXTRACTS**

Blackwoods' Government Standard All flavors. Per doz.—

| 2-oz. | 2½-oz. | 4-oz. | 8-oz. | 16-oz. |
|---|---|---|---|---|
| $1 75 | 2 00 | 3 25 | 5 75 | 11 25 |

Heather Brand. Fifty per cent. over Government Standard. Per doz.—

| 2-oz. | 2½-oz. | 4-oz. | 8-oz. | 16-oz. |
|---|---|---|---|---|
| $2 25 | 2 60 | 4 25 | 7 50 | 14 00 |

**OYSTER COCKTAILS** Per doz
Pimento Stuffed, 24, 8 oz. to cs. 3 00
Packed 5-doz. 4-oz. bottle to cs. $0 25

**OLIVES** Per doz
Queens, packed 24, 8 oz. to cs. $2 20
Queens, packed 24, 16 oz. to cs. 3 25
Pimento Stuffed, 24, 16 oz. to cs. 4 50

**BLACKWOODS' DE LUXE PICKLES**

| Ozs. | 10 | 16 | 18 | 20 | Qts |
|---|---|---|---|---|---|
| Sr. Mix. .. | 2.25 | 3.15 | 3.35 | 3.75 | 4.65 |
| Chow ..... | 2.35 | 3.25 | 3.40 | 3.85 | 4.90 |
| Onions .... | 3.45 | .... | .... | .... | .... |
| Gherkins . | 3.50 | .... | .... | .... | .... |
| Sw. Mix. .. | 2.50 | 3.35 | 3.60 | 4.00 | 5.15 |
| Sw. Onions | 3.75 | .... | .... | .... | ... |
| Sw. Gherkin | 3.75 | .... | .... | .... | .... |

F.o.b. jobbing points add the following freight per dozen:— F.o.b. Winnipeg. 10 oz., 10c; 16 oz., 15c; 18 oz. 20c; 20 oz., 25c; qts., 30c.

**PICKLES IN TINS** Per doz

| | |
|---|---|
| Sr. Mix, 2½-lb. tins | $3 25 |
| Chow, 2½-lb. tins | 3 40 |
| Sw. Mix, 2½-lb. tins | 3 50 |
| Sr. Gherkin, 2½-lb. tins | 4 25 |
| Sw. Gherkin, 2½-lb. tins | 4 50 |
| Dills, 2½-lb. tins | 3 50 |
| Kraut, 2½-lb. tins | 1 90 |

**PICKLES IN BULK**
Spring Top Gallon Jars

| | |
|---|---|
| Sr. Mix | $1 10 |
| Chow | 1 25 |
| Sw. Mix | 1 40 |
| Dills | 1 10 |

| Pails | 1 gal. | 3 gal. | 5 gal |
|---|---|---|---|
| Sr. Mix | $1 40 | $3 60 | $4 60 |
| Chow | 1 45 | 3 75 | 4 90 |
| Sw. Mix | 1 70 | 4 25 | 6 50 |

**RELISHES** Per doz

| | |
|---|---|
| Horse Radish, 10-oz. bottle | $2 40 |
| English Picalilli, 8-oz. | 2 25 |

**RASPBERRY VINEGAR, HEAVY SYRUP** Per doz

| | |
|---|---|
| Packed 1 doz. Qts. to case | $5 50 |
| Packed 2 doz. Pts. to case | 3 25 |
| Packed in bbls., 6 doz. Qts. | 5 25 |
| Packed in bbls., 10 doz. Pts. | 3 00 |

**BRAMBLE BRAND RASPBERRY VINEGAR** Per doz

| | |
|---|---|
| Packed 1 doz. Qts. to case | $4 00 |
| Packed 2 doz. Pts. to case | 2 50 |
| Packed in bbls. 6 doz. Qts. | 3 25 |
| Packed in bbls., 10 doz. Pts. | 2 25 |

**SAUCES** Per doz

| | |
|---|---|
| Gravy Sauce, ½-pt. bottles | $2 50 |
| B.B. Sauce, ½-pt. bottles | 2 25 |
| Worcester, ½-pt. bottles | 1 40 |
| Worcester, pt. bottles | 2 00 |
| Mustard, 4-oz. bottles | 0 95 |

**TOMATO BOUILLON**
Packed 1 doz. qts. to cs. Case. $12 00

**VINEGAR**

**BLACKWOODS' NO. 1 BROWN AND WHITE SPIRIT VINEGAR** Per doz

| | |
|---|---|
| Packed 2 doz. Qts. to case | $2 25 |
| Packed 2 doz. Pts. to case | 1 50 |

**BULK**

| | |
|---|---|
| 50 O.P. Spirit, per gallon | $0 52 |
| Proof Spirit, per gallon | 0 37 |
| Spirit, per gallon | 0 28½ |
| Cider, per gallon | 0 45 |
| Artificial Proof, per gallon. | 0 28 |
| Artificial, per gallon | 0 22 |

**ARTIFICIAL HONEY**
Packed 2 doz., 8-oz., per doz. $2 50


## The Megantic Broom Mfg. Co., Ltd.

***Manufacturers of Brooms and Clothes Pins***

**Lake Megantic, Que.**

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Bovin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.



# Even One Half Hour

spent reading your trade paper is time well spent. Then pass it on to your assistant, and let it help him to help you.

**Pet Brand Sunkist Navel Oranges**

**Pet Brand and Greyhound Lemons**

**Stripes Brand Florida Grape Fruit**

**The best in their respective Lines**

**Also Florida Cabbage Florida Celery Cauliflower, Lettuce, etc.**

**Fancy Boxed Apples**

**WHITE & CO., Limited**

*Fruits de Luxe*

TORONTO

FRESH ARRIVALS DAILY OF

# New Vegetables

FROM THE SOUTH

Cabbage Celery Tomatoes
Cauliflower Head Lettuce

**ORANGES**

California Sunkist Navels
Florida Sealdsweet Oranges

**GRAPE FRUIT**

Florida and Cuban—All sizes

**NEW MAPLE SYRUP AND SUGAR**

(Guaranteed Pure)

We are now booking orders for shipment as soon as possible after sugaring begins. Ask for quotations.
All size Tins—Bottles and 15 gal. Kegs

*The House of Quality*

**Hugh Walker & Son**

Limited

Guelph Established 1861 Ontario

# BROOMS

Our

**Canada No. 3**

fills the bill

Not too heavy, not too light

**Just Right**

Polished handle, pink strings, velvet and tin lock finish.

**The Best $10.00 Broom**

We know how to make

***ORDER NOW.***

**WALTER WOODS & CO.**

**Hamilton and Winnipeg**

HANSON'S

GROCER OR INSTITUTION REFRIGERATORS

Perfect Refrigeration

and excellent display features make Hanson's the ideal refrigerators for grocers. They are made from the finest materials with a style for every requirement. Write us for particulars. Prompt deliveries.

**The J. H. Hanson Co., Ltd.**

244 Paul St. West MONTREAL

# "FISH"

We have a full stock of Lake Superior herring in kegs and other pickled fish, also a quantity of frozen Georgian Bay trout, B.C. halibut and qualla salmon.

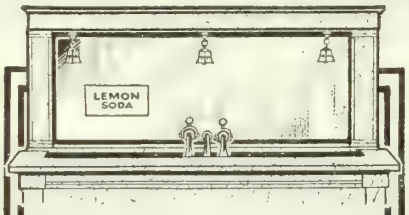
**LEMON BROS.**

**Owen Sound, Ont.**


## A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.


Some Recent Installations of

**Arnett Soda Fountains**

The most highly developed fountain in the world
The T. Eaton Co., Ltd., Winnipeg.
Liggett's, Portage Ave., Winnipeg.
The two largest and finest fountains in Canada.
Liggett's, Fort Rouge.
Owl Drug Co., Winnipeg.
Connel & Co., Winnipeg.
Rose Tea Room, Regina.
Green Lantern, Medicine Hat
Monarch Drug Co., Medicine Hat.

Ask for literature.

**Thomas Lewis Arnett**

Souris Manitoba

ARNETTIZE YOUR STORE


**CANADIAN GROCER has been published for over 30 years and is the only weekly paper devoted to the grocery trade.**

# QUOTATIONS FOR PROPRIETARY ARTICLES

**SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR**

### JAMS
**DOMINION CANNERS, LTD.**
**Hamilton, Ont.**
**"Aylmer" Pure Jams and Jellies Guaranteed Fresh Fruit and Pure Sugar Only.**

Screw Vac. Top Glass Jars, 16 oz.

| | |
|---|---|
| Strawberry | $5 15 |
| Currant, Black | 5 05 |
| Pear | 4 40 |
| Peach | 4 40 |
| Plum | 4 20 |
| Apricot | 4 50 |
| Cherry | 4 85 |
| Gooseberry | 4 50 |

### "AYLMER" PURE ORANGE MARMALADE

| | Per doz. |
|---|---|
| 12 oz. Glass, Screw Top, 2 doz. in case | 3 15 |
| 16 oz. Glass, Screw Top, 2 doz. in case | 3 85 |
| 16 oz. Glass, Tall, Vacuum, 2 doz. in case | 3 85 |
| 2's Tin, 2 doz. per case | 5 95 |
| 4's Tins, 12 pails in crate, per pail | 0 95 |
| 5's Tin, 8 pails in crate, per pail | 1 18 |
| 7's Tin or Wood, 6 pails in crate | 1 64 |
| 30's Tin or Wood, one pail in crate, per lb. | 0 23 |

### PORK AND BEANS "DOMINION BRAND"

| | Per doz. |
|---|---|
| Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case | $0 85 |
| 1's Pork and Beans, Flat, Plain, 4 doz. to case | 0 92½ |
| 1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case | 0 95 |
| 1's Pork and Beans, Tall, Plain, 4 doz. to case | 0 95 |
| 1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case | 0 97½ |
| 1½'s (20 oz.), Plain, per doz. | 1 25 |
| Tomato or Chili Sauce | 1 27½ |
| 2's Pork and Beans, Plain, 2 doz. to the case | 1 50 |
| 2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case | 1 52½ |
| 2½'s Tall, Plain, per doz. | 2 00 |
| Tomato or Chili Sauce | 2 35 |
| Family, Plain, $1.75 doz.; Family Tomato Sauce, $1.95 doz.; Family Chili Sauce, $1.95 doz. The above 2 doz. to the case. | |

### CATSUPS—In Glass Bottles

| | Per doz. |
|---|---|
| ½ Pts., Aylmer Quality | $1 80 |
| 12 oz., Aylmer Quality | 2 55 |
| | Per jug |
| Gallon jugs, Aylmer Quality | $1.65 |
| | Per doz. |
| Pints, Delhi Epicure | $2.75 |
| ½-Pints, Red Seal | 1.25 |
| Pints, Red Seal | 1 90 |
| Qts., Red Seal | 2.40 |
| Gallons, Red Seal | 6.45 |

### BORDEN MILK CO., LTD.,
180 St. Paul St. West, Montreal, Can.

### CONDENSED MILK
Terms—Net 30 days

| | |
|---|---|
| Eagle Brand, each 48 cans | $11 00 |
| Reindeer Brand, each 48 cans | 10 50 |
| Silver Cow, each 48 cans | 10 00 |
| Gold Seal, Purity, ea. 48 cans | 9 85 |
| Mayflower Brand, each 48 cans | 9 85 |
| Challenge Clover Brand, each 48 cans | 9 35 |

### EVAPORATED MILK

| | |
|---|---|
| St. Charles Brand, Hotel, each 24 cans | $7 15 |
| Jersey Brand, Hotel, each 48 cans | 7 15 |
| St. Charles Brand, tall, each 48 cans | 7 25 |
| Jersey Brand, tall, each 48 cans | 7 25 |
| Peerless Brand, tall, each 48 cans | 7 25 |
| St. Charles Brand, Family, 48 cans | 6 25 |
| Jersey Brand, Family, each 48 cans | 6 25 |
| Peerless Brand, Family, each 48 cans | 6 25 |
| St. Charles Brand, small, each 48 cans | 3 30 |
| Jersey Brand, small, each 48 cans | 3 30 |
| Peerless Brand, small, each 48 cans | 3 30 |

### CONDENSED COFFEE

| | |
|---|---|
| Reindeer Brand, large, each 24 cans | 6 75 |
| Reindeer Brand, small, each 48 cans | 6 50 |
| Cocoa, Reindeer Brand, large, each 24 cans | 6 25 |
| Reindeer Brand, small, 48 cans | 6 50 |

### HARRY HORNE & CO.,
Toronto, Ont.

| | Per case |
|---|---|
| Cooker Brand Peas (3 doz. in case) | 4 20 |
| Cooker Brand Popping Corn (3 doz. in case) | 4 20 |

### COLMAN'S OR KEEN'S MUSTARD

| | Per doz. tins |
|---|---|
| D.S.F., ¼-lb. | $2 80 |
| D.S.F., ½-lb. | 5 30 |
| D.S.F., 1 lb. | 10 40 |
| F.D., ¼-lb. | .... |
| | Per jar |
| Durham, 1-lb. jar, each | $0 60 |
| Durham, 4-lb. jar, each | 2 25 |

### CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal

**KLIM**

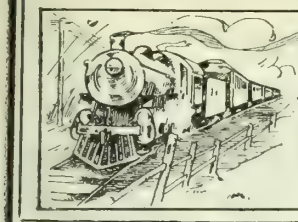
| | |
|---|---|
| 8 oz. tins, 4 dozen per case | $12.50 |
| 16 oz. tins, 2 dozen per case | 11.50 |
| 10 lb. tins, 6 tins per case | 25.00 |

Prices f.o.b. Toronto.

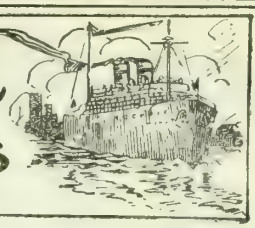
### THE CANADA STARCH CO., LTD.
**Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.**
**Manufacturers of the Edwardsburg Brands Starches**

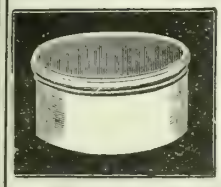
| Laundry Starches— Boxes | Cents |
|---|---|
| 40 lbs.. Canada Laundry | $0 10¼ |
| 100-lb. kegs, No. 1 white | 0 10⅜ |
| 200-lb. bbls., No. 1 white | 0 10¾ |
| 40 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.. | 0 12¼ |
| 40 lbs., Benson's Enamel, (cold water), per case | 3 50 |
| Celluloid, 45 cartons, case | 4 80 |
| Culinary Starch. | |
| 40 lbs., W. T. Benson & Co.'s Celebrated Prepared | 0 12 |
| 40 lbs. Canada Pure or Challenge Corn | 0 10¾ |
| 20 lbs. Casco Refined Potato Flour, 1-lb. pkgs | 0 16 |

(20-lb. boxes, ¼c higher, except potato flour.)



# BUYERS' MARKET GUIDE
## Latest Editorial Market News





**STONEWARE JARS**

Place order for crocks before the season opens. They are going to be hard to get later.
Our Catalogue shows complete line of Butter Jars, Meat Tubs, Jugs, Churns, etc.

The Toronto Pottery Co.
Limited
Dominion Bank Bldg.
Toronto, Canada

---

We are now located in our new and more spacious warehouse at

**60-62 JARVIS ST.**

**TORONTO SALT WORKS**

GEO. J. CLIFF

---

**WHITE-COTTELL'S**
*Best English Malt Vinegar*
**QUALITY VINEGAR**
White, Cottell & Co., Camberwell, London, Eng.
Agent:
W. Y. COLCLOUGH 592 Kingswood Road
Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD.
Vancouver, B.C.
BAIRD & CO., Merchants, St. Johns

---

Order from your jobber to-day.
**"SOCLEAN"**
the dustless sweeping compound
**SOCLEAN, LIMITED**
Manufacturers TORONTO, Ontario

---

**Olivier's Cream Toffee**
*5 cent* bars

O.K.—Almond—Cocoanut
The finest made

*Brokers*
Man. & Sask. - Watson & Truesdale
Calgary - Clarke Brokerage
B.C. - Robt. Gillespie & Co., Vancouver

**G. F. OLIVIER** (the toffee man)
MEDICINE HAT

---

### SHELLED NUTS SHOW INDICATIONS FOR HIGHER PRICES

**All nuts are in a firm market. A scarcity is noted in Brazils. Importers state that prices quoted at primary markets are higher than present price to retailers. The trouble between Japan and China is causing a great deal of uneasiness with the importers. Shipment of Manchurian shelled walnuts is long delayed and importers state that it is doubtful if any arrive.**

---

**CLIMAX PAPER BALERS**
ALL STEEL-FIREPROOF
*"Turns Waste into Profit"*
12 SIZES
*Send for Catalogue*
CLIMAX BALER CO.
Hamilton, Ont.

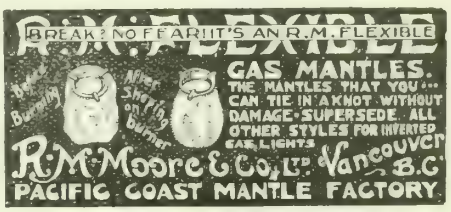
---

# FOR SALE

Selected eggs, creamery butter, fancy dressed poultry. It will pay you to buy your supplies from

**C. A. MANN & CO.**
LONDON, ONT.
Phone 1577

---


BREAK? NO FEAR IT'S AN R.M. FLEXIBLE
GAS MANTLES.
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE-SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS
R.M. Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY

---

**The SARNIA PAPER BOX CO., Ltd.**
SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

---

**BEANS**

Handpicked or Screened

*Ask for quotations*

**Geo. T. Mickle, Ridgetown, Ont.**

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS

**The TRENT MFG. CO., LTD.**
TRENTON - - ONTARIO

---

**Fidelity Collection Agency Ltd.**
Canadian Bank of Commerce Bldg., Winnipeg
*Collections and Adjustment*
"We collect anything anywhere"
References: Can. Bank of Commerce and Molsons Bank

---

**TANGLEFOOT**
The Non-Poisonous Fly Destroyer
The United States Public Health Service advices: "Arsenical Fly-Destroying devices must be rated as extremely dangerous, and should never be used."

---

These one-inch spaces only $2.20 per insertion if used each issue in the year.

# Wanted

## FOR SALE

FOR SALE—GENERAL STORE, CENTRAL Alberta, excellent mixed farming district; G.T.P. Ry.; good class customers; stock is clean and well assorted; will inventory about $6,500, including fixtures. Store building may be leased at low rental. If you are interested in buying a business I can give you satisfactory figures as to volume, profits, etc. One man can handle this business with occasional help, and it is a money-maker; sidelines handled, requiring no investment, make sufficient commission to cover all expenses. $3,000 cash, balance on terms that business will easily finance. Apply Box No. 100, c/o Canadian Grocer, 143 University Ave., Toronto.

WOULD LIKE QUOTATION ON CROP OF about 500 Imperial gallons pure maple syrup in one gallon cans, six gallons to crate. F.o.b. shipping point, Parry Sound district. Box 82, Canadian Grocer, 153 University Ave., Toronto.

FOR SALE OR RENT—LARGE BRICK STORE with fixtures, at Conestogo, Waterloo County. General business established sixteen years. H. H. Bowman, 10 Ernest Ave., Toronto, Ont.

FOR SALE — TWO RIGHT-HAND FORD trucks. Suitable for grocer. One new, other used few months. C. Southon & Son, Lakeport, Ont.

GROCERY AND BUTCHER BUSINESS IN residential section, City of Hamilton; stock and fixtures about $7,000; annual turnover over $50,000. Reasonable rental, or can purchase building; good reasons for selling. This is an exceptional opportunity. Apply to Box 74, Canadian Grocer, 143 University Ave., Toronto, Ont.

WANTED—A GROCERY BUSINESS WITH OR without stock, in the rural district preferred. Box 62, Canadian Grocer, 153 University Ave., Toronto.

GROCERY FOR SALE—LARGE SHIP YARD trade. Good clean stock. Good reasons for selling. Apply Box 76, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—A GENERAL STOCK IN A COUNtry town, midway between Montreal and Ottawa. For information apply to Box 72, Vankleek Hill, Ontario.

FIXTURES FOR SALE.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

ESTABLISHED ENGLISH AGENT, HEADquarters London, visiting Canada, desirous of representing or distributing Canadian manufactured goods in the British Isles. Box 88, Canadian Grocer, 153 University Ave., Toronto.

COMPETENT GROCER AND PROVISION MAN with wide experience in all branches of the trade, English and Canadian experience, seeks position as manager or head clerk, hustler, excellent references. Apply Box 90, Canadian Grocer, 153 University Ave., Toronto.

FOR SALE - DAYTON SCALE, BARREL shape; computing capacity 25 lbs.; A1 condition, recently inspected. A. P. Wright, Whitby, Ont.

WANTED—POSITION IN GROCERY OR GENeral store in some town in Manitoba or Saskatchewan. Have twelve years' experience; capable of taking charge. Best of references. 32 years old and married. Box 149, Woodstock, N B.


## Baker's Cocoa and Chocolate

REGISTERED TRADE-MARK

**MAKE AND KEEP GOOD CUSTOMERS**

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

*MADE IN CANADA*

**WALTER BAKER & CO. Limited**
Montreal, Can. Dorchester, Mass.
Established 1780


Opportunities are offered every week on this page.

Are You making use of them?

## SITUATIONS WANTED

DOES ANY LARGE TEA HOUSE REQUIRE representation on commission? Ten years' experience in wholesale bulk and package trade and well known to buyers in Quebec and Ontario. Position as buyer would be considered. Box 70, Canadian Grocer, 153 University Ave., Toronto.

YOUNG MARRIED MAN, 24 YEARS OF AGE, having four years' experience in general store, desires a position in wholesale or retail store in the Province of Ontario. Can commence at once. Best of references. Apply to Box 84, Canadian Grocer, 153 University Ave., Toronto.

## WANTED

ADVERTISER IS OPEN TO ENTERTAIN PURCHASE of a first-class grocery business which will stand thorough investigation; give full particulars first letter, cash required, turnover, net profits; towns or cities in Western Ontario considered. Box 50, Canadian Grocer, 153 University Ave., Toronto, Ont.

**To Smoke and Cure Meat**
Better than the old smoke house method.

**Parke's Smoke Essence**

A liquid, easy to use, just apply it with a brush.

**Retails 35c and 75c**

35c size, enough for about 100 lbs. is packed in compartment corrugated cases, 36 bottles in each. Price, $8.40 per case. 75c size, enough for about 300 lbs., is $6 per dozen.

**Parke & Parke Limited**
MACNAB ST. AND MARKET SQ.
Hamilton, Ontario

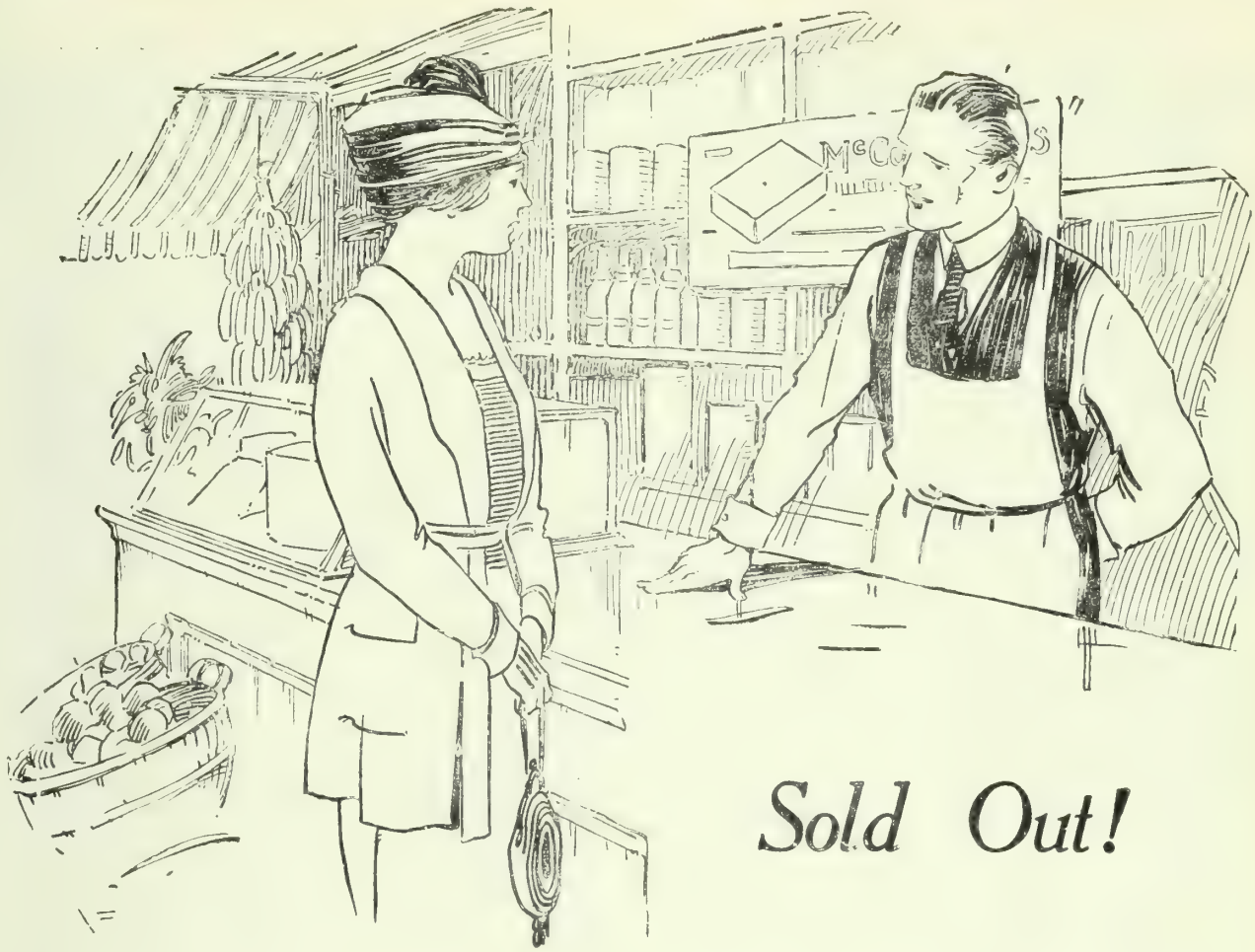
**COLLECTIONS**

By a competent organization which is wide-awake to the necessity of having these leakages stopped.

We can handle this proposition in a proper business like manner and guarantee satisfaction to all concerned.

**Nagle Mercantile Agency**
Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE



# *Sold Out!*

"NO, madam, we haven't a package of Jersey Creams left. There is such a demand for them!"

# McCormick's
## Jersey Cream Sodas

are rapid sellers because of their quality and because we create the market for them, so guard yourself against disappointing your customers.

They are so widely advertised that "Soda Biscuits" always mean McCormick's Jersey Cream Sodas, because your customers naturally want the best.

We produce the highest quality goods, and tell your customers about them.

**Stock up now with the goods your customers want.**

Rapid Sellers are Money-Makers.

**The McCormick Manufacturing Co., Limited**
**LONDON - CANADA**

BRANCHES—MONTREAL, OTTAWA, HAMILTON, KINGSTON, WINNIPEG, CALGARY, PORT ARTHUR, ST. JOHN, N. B.

# "Here's our new Partner--boys It will make more money for us"

Says the boss—

"This will be the fourth new Dayton we've bought in two years. Just seems as though the more customers we can handle the more we get. Nothing succeeds like success. I know when I go into another store, nothing riles me so much as slow service, and I'm not going to have my clerks handicapped by having too few scales. Each of you fellows has your own Dayton Automatic Computing Scale now—no more murderous downweights, or mistakes in figuring. Go to it boys and we'll all make more money."
That is a successful store.

**"If It's a Dayton, It's Right."**

**Catalogue free. Made in Canada.**

## DAYTON COMPUTING SCALES

Manufactured by International Business Machines Co., Ltd.

**Royce and Campbell Ave.**
**Toronto**

**Frank E. Mutton**
**Vice-Pres. and Gen. Mgr.**

**Also at Montreal**
**Winnipeg, Vancouver**

*Also makers of International Time Recorders and Hollerith Electric Tabulators.*

# CANADIAN GROCER

Member of the Associated Business Papers — Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE: TORONTO, MARCH 19, 1920 No. 12



THIS is the standard package of Corn Flakes — the same reliable Corn Flakes you have handled for the past twelve years.

It has always been profitable for the retailer, because it has always satisfied the consumer.

It is still the standard. It is still growing in popularity. Additions to our plant were necessary to take care of the increasing demand.

## THE BIG PACKAGE HIGHEST QUALITY

The words "MADE IN CANADA" and "LONDON, ONT." in red across the face of every package are your guarantee of Quality.

ALL CANADIAN
STOCK-HOLDERS
ALL CANADIAN EMPLOYEES
ALL CANADIAN EATERS

*Only Made in Canada by*

THE BATTLE CREEK TOASTED CORN FLAKE CO., Limited

# LONDON, ONT.


Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy or report will be sent on request to anyone interested

# Price — Quality — Service and Satisfaction

A RETAIL store may make a success through special attention to one or more of the above features.

But for a manufactured product to make a real success, it must have **all** of them.

O-Cedar Products have been giving satisfaction ever since introduced. Let us examine the basis for that satisfaction.

First, they are sold to the public at a reasonable and popular price.

Secondly, they possess a quality which is apparent to all who use them.

Thirdly, they perform a service which renders them invaluable to the housewife.

These three features of O-Cedar Products work together for that attainment which is the manufacturer's ultimate aim satisfaction.

That O-Cedar Products do embody these characteristics, is proved by the ever-increasing consumer demand that has been built up for them.

That they do give satisfaction is evidenced by the manner in which people continue to purchase them after giving them fair trial.

They have to-day the prestige which a product can attain only by giving satisfaction.

A merchant may increase **his** prestige by linking-up his local advertising with the O-Cedar country-wide advertising.

There is enhanced prestige and greater profit in store for the dealer who will identify himself with the sale of O-Cedar products.

## CHANNELL CHEMICAL COMPANY, LIMITED
TORONTO

# O-Cedar Polish

CANADIAN GROCER, published every Friday. Yearly subscription price, $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

# Why grocers sell more *Borden's* Milk Products

The public has confidence in Borden's Milk Products. They know that for over 60 years they have won leadership and maintained their unequalled reputation through sheer merit and quality. They know that purity is the keystone of the Borden Institution—a protection that begins at the source of supply until the finished guaranteed product is sealed under the Borden label.

Grocers sell more and realize greater profits on Borden Milk Products because of this reputation for purity and quality. Most dealers say that they get their best and quickest turnover on milk products, selling Borden's exclusively.

Send in your order to-day and replenish your stock.

SIX CANADIAN FACTORIES

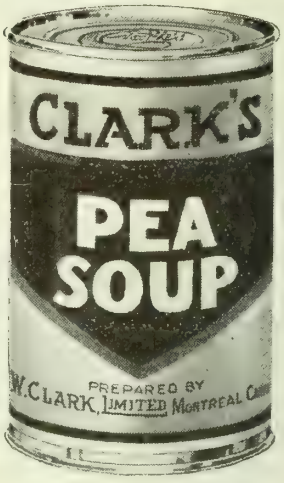
**The *Borden* CO., LIMITED**

**Leaders of Quality**

MONTREAL VANCOUVER

# CLARK'S SOUPS

AND
OTHER
GOOD
THINGS
are
MADE IN CANADA
BY CANADIANS




That is one reason, Mr. Grocer, why you should push their sale, but there are other and better reasons.

CLARK'S SOUPS are unsurpassed by any other soups offered for sale in Canada. The purity and high quality of the ingredients, together with the expert supervision of their preparation ensure this.

THE DEMAND is good, and is being continually increased by extensive advertising.

A well-assorted stock will mean an improvement in your profits.

Clark's

W. CLARK, LIMITED -- MONTREAL

Home of J. Aron & Co., Inc., Santos, Brazil

We are in a position to offer the Canadian Trade large quantities of all varieties of Heavy and Fine Chemicals, Agricultural Chemicals and Sundries, as well as all other products for Chemical, Soap, Paper, Dyeing Industries, Tanneries, etc.

The technical services of our chemical engineering experts are at your disposal for advice and information regarding production methods and use of proper materials.

# J. ARON & COMPANY, Inc.
## NEW YORK

***Canadian Representatives:***

A. T. Cleghorn, Vancouver, B.C.; Nicholson-Rankin, Ltd., Winnipeg, Man.; Alex. F. Tytler, London, Ont.; J. T. Price & Co., Hamilton, Ont.; James Kyd, Ottawa, Ont.; Dastous & Co., Reg., Sherbrooke, Que.; Hughes Trading Co. of Canada, Ltd., Montreal, Que.; Lind Brokerage Co., Ltd., Toronto, Ont.; Schofield & Beer, St. John, N. B.; O. N. Mann, Sydney, N.S.

# HIP-O-LITE MARSHMALLOW CREME

*(Ready-to-use)*

## *Now Made in Canada by Bowron Bros.*

| 1 Gal—160 oz. | 32 oz. | 16 oz. | 1 Pt. | Half Pint. |
|---|---|---|---|---|
| Lacquered can, 4 tins to case. | Screw Top Jar, | Mason Jar Screw Top | Fibre Carton, | Fibre Carton, |
| Wt. 27 lbs. per case | 1 doz. to case. | 1 doz. to case. | 1 doz. to case. | 4 doz. to case. |
| $19.00 doz. | Wt. 18 lbs. per case | Wt. 19 lbs. per case | Wt. 10 lbs. per case | Wt. 20 lbs. per case |
| | $5.50 doz. | $3.50 doz. | $2.60 doz. | $1.75 doz. |

**ALL SIZES QUOTED ARE IMPERIAL MEASURE**

An exquisite Marshmallow of spreadable consistency, light, tender and short. It is used for desserts, cake fillings, frostings, sauces and a hundred and one delicious dishes. Always ready for use—no cooking and the contents of these handy containers will not spoil after opening.

**HIP-O-LITE** offers an excellent profit. Take for instance the 16 oz. size jar (the big family size seller), this costs you 30c and sells for 40c.

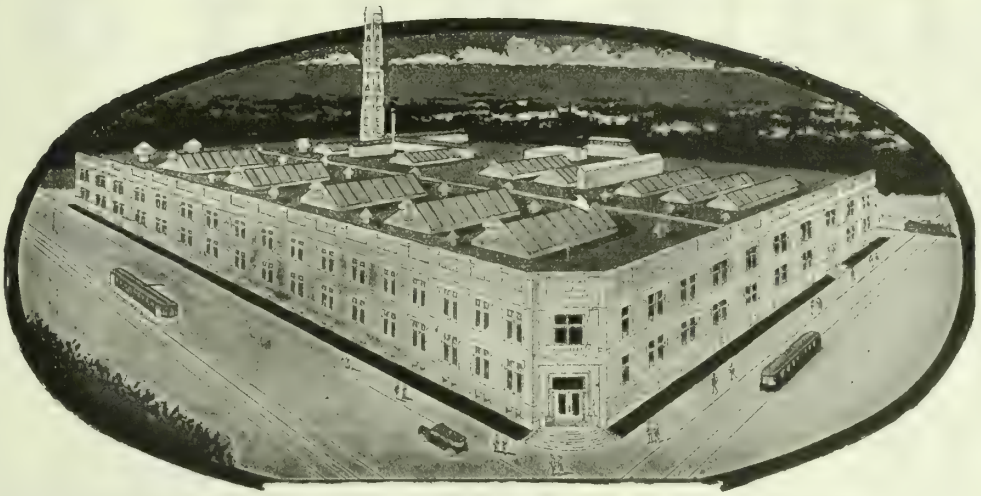
A national advertising campaign in leading magazines is daily creating a demand for **HIP-O-LITE** — the delicious Marshmallow Cream that is "different."

On drop shipments of 100 lbs. or over we pay the freight. Send for our free booklets on simplified candy-making, dessert recipes, etc. A post card brings any quantity you wish. Order **HIP-O-LITE** from your wholesaler or send his name to us with your order and we will ship direct.

## BOWRON BROS., Limited

**Hamilton, Canada**

# WAGSTAFFE'S



**WAGSTAFFE LIMITED**
HAMILTON - ONTARIO - CANADA

THE MOST MODERN EQUIPPED PLANT IN CANADA, FOR FRUIT PRESERVING, CANDIED PEEL AND CRYSTALLIZED FRUITS.

## New Season's Seville Oranges just arrived

We are now making delivery of our

## New Season's
Celebrated

## Seville Orange Marmalade

All Orange and Sugar, No Camouflage

*Order from Your Wholesale Grocer*

# Wagstaffe Limited

Pure Fruit Preservers

Hamilton - - - - Canada

**Representatives:** H. F. Burton, 513 Dominion Bldg., Vancouver, B.C.; Dominion Brokerage Co., Edmonton, Alta.; Dominion Brokerage Co., Calgary, Alta.; W. H. Escott Co., Ltd., Winnipeg, Man.; W. H. Escott Co., Ltd., Saskatoon, Sask.; W. H. Escott Co., Ltd., Regina, Sask.; W. G. Hinton, 89 Marchmont Rd., Toronto, Ont.; H. G. Smith, 386 Beaconsfield Ave., N.D.G., Montreal, Que.; J. B. W. Smith, 708 Waterloo St., London, Ont.; F. G. Knox, Collingwood, Ont.; W. S. Clawson & Co., St. John, N.B.; H. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton, 7 Duke St., Truro, N.S.; John Rossitor, St. John's, Nfld.

# ROBINSON'S
# Ice Cream Cones Are the Best

*1. Best Quality*
*2. Best Service*
*3. Best Prices*

Nothing Just as Good

Sold Exclusively by

## Maple Crispette Co., Ltd.

MONTREAL

East of Great Lakes and British Columbia

## Delightful Treat for the Whole Family

Small's *Forest Cream Cake Icing* and *Bread Spread* is delicious, nourishing and economical, ready prepared for sandwiches, filling and icing cakes. Packed in one, two and a half, and thirty pound tins.

PANCAKES have a new zest and a taste that lingers when sprinkled with Small's **Forest Cream** Maple Syrup. Fresh and pure as the Northern snows, and smacks well of the Canadian forest. Remember the little name "SMALL'S" and insist on it. The original. Established ninety-five years. At leading grocers throughout the world.

**SMALL'S LIMITED, MONTREAL**

# NOTICE

The above artistic ad. appears in The Canadian Home Journal, MacLean's National Magazine and other like magazines in Canada. We are also advertising in the Farmers' Magazine, Toronto, Farmers' Advocate, Canadian Power Farmer and Grain Growers' Guide, of Winnipeg. The above-mentioned journals reach nearly 400,000 of the best homes in Canada, exceeding approximately 1,000,000 readers.

Small's Brands are of long standing, the result of many years of experience. We are continually making improvements where we find it possible. The merits of Small's Brands have been appreciated and recognized the world over having received gold and silver medals and diplomas from all leading countries, including the Orient.

We make no concession or allow no special discounts to departmental or chain stores, but to jobbers only. We feel that by handling Small's Brands mutual satisfaction will be the continual result.

"Hold fast to quality" (John Wanamaker).

## SMALL'S LIMITED, MONTREAL

*YOU CANNOT IGNORE THESE FACTS*

# Jackson's Camphorated Floor Wax

IS A BETTER ARTICLE FOR LESS MONEY

It is the first successful post-war aggressor against high prices.

"WE WANT MORE" is what we hear from hundreds of enthusiastic merchants.

**Made by T. S. Jackson's & Sons, Limited, London, England**

*Sole Agents in Central Canada:* **F. MANLEY, 42 Silvester-Willson Bldg., Winnipeg**

# MAGIC

brings you a fair profit in cash and

EARNS A SPLENDID RETURN IN SATISFACTION AND GOODWILL

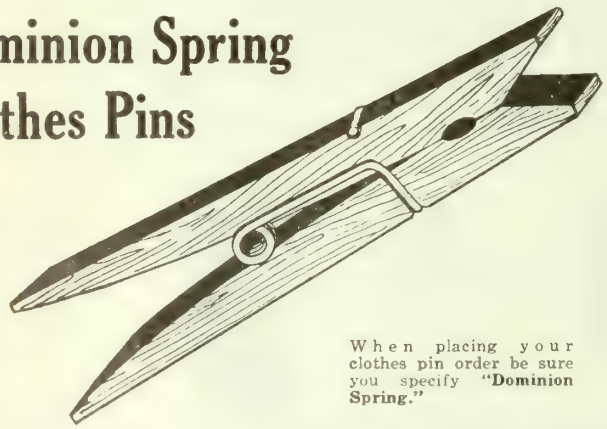
*Can I Recommend Magic for Washing Lingerie ?*

Yes! Your customer will find that the use of Magic will make all that old-fashioned TUB-VIOLENCE UNNECESSARY

*Tell Your Jobber to Get It for You, from*

**The Herald Brokerage Company, Winnipeg & Calgary**

# Dominion Spring Clothes Pins



When placing your clothes pin order be sure you specify **"Dominion Spring."**

## There's greater Satisfaction

selling **Dominion Spring Clothes Pins** because they are made stronger and will hold better than any other clothes pin.

Dominion Clothes Pins never split. They will last for years and their profit margin makes selling them a worth-while proposition.

**The J. H. Hanson Co., Ltd.**
**244 St. Paul St. West, Montreal**

# RICE
# RICE FLOUR
# RICE MIDDLINGS

**Mount Royal Milling and Mfg. Coy., Limited**

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
*Agents*
MONTREAL

## If Herrings Were Silverware!

**"Wallace's" Would Be the Sterling Mark**

WALLACE FISHERIES LIMITED
VANCOUVER

## Y & S
## STICK LICORICE
**in 10c Cartons**

**Everything in Licorice for all Industries using**
LICORICE
**in any form.**

*Made in Canada by*

**National Licorice Company**
MONTREAL

## BAGS
AND COTTON LINERS

## The Highest Prices Paid

for Jute Sugar Bags and Cotton Liners —in large or small quantities. Just gather them together to-day before you forget—and send to us.

**Scientific Reclamation of Commercial Waste**

E·PULLAN
TORONTO

## "FISH"

We have a full stock of Lake Superior herring in kegs and other pickled fish. also a quantity of frozen Georgian Bay trout, B.C. halibut and qualla salmon.

**LEMON BROS.**
**Owen Sound, Ont.**

## *QUAKER BRAND GOODS WILL PAY*

An interesting and we believe demand-creanter newspaper advertising campaign is starting in the West.

**We will need the Grocers' co-operation**

DOMINION CANNERS B.C. LTD.
Vancouver, B.C.

# HOPS

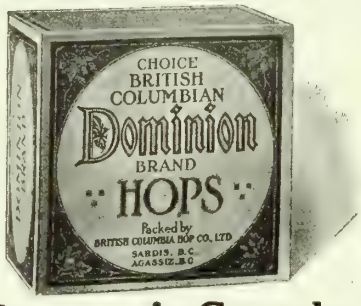
In Quarter and Half Pound
Full and Short Weight Packages

***BUY DIRECT FROM THE PRODUCER***

**BRITISH COLUMBIA HOP CO., LTD.**

Ranches located at
Sardis, Agassiz,
B. C.

*Head Sales Office:*
235 Pine Street
San Francisco,
California.




**Largest Hop Growers in Canada**

***Write for Prices—Samples***

AGENTS: For Western Canada—Donald H. Bain Co., Winnipeg, Man. Ontario—Raymond & Raymond, London, Ontario. Quebec and New Brunswick—Arthur P. Tippet & Co., Montreal, Quebec. Newfoundland—Globe Trading Co., St. John's, Newfoundland. Nova Scotia—Chisholm & Co., Ltd., Halifax, N.S.



# DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

**Our agents are:**

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

**Dodwell & Co., Ltd.**

*Importers & Exporters*

VANCOUVER



***One Buyer said:***

If there's one firm in Vancouver that will supply me exactly the

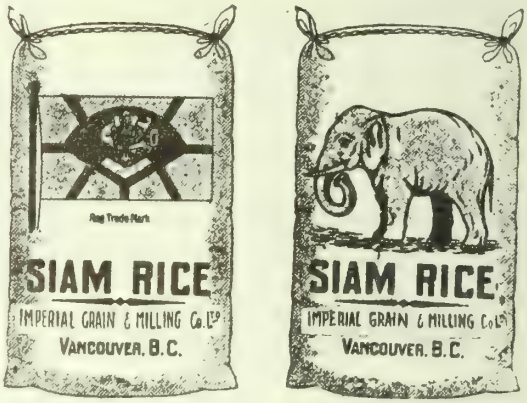
**SALMON**

I want

IT'S

# Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.




We are offering the best value in Rice on the Canadian market to-day.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

BRITISH COLUMBIA

## Squirrel Brand PEANUT BUTTER

**W. H. Edgett Ltd.**
Vancouver
Canada
**Importers — Exporters**
Handlers: Beans, Nuts, Potatoes

**C. T. NELSON**
Grocery Broker and Manufacturers' Agent
105 Hibben-Bone Bldg., Victoria, B.C. In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

**PETER LUND & COMPANY**
Manufacturers' Agents
Can sell, and if required, finance one or two additional staple lines for
**British Columbia Territory**
*Interested manufacturers please communicate.*
505 Metropolitan Bldg., Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C.

EVERY MORSEL EDIBLE AND DELICIOUS

**Said the Manager:**
"I maintain such high standards of cleanliness and quality that I can thoroughly relish any can of
**"ALBATROSS" PILCHARDS**

Clayoquot Sound Canning Co., Ltd.
VICTORIA
**AGENTS:**
**Ontario and Quebec:** Alfred Powis & Son, Hamilton, Ontario
**Manitoba & Sask.:** H. P. Pennock & Co., Ltd., Winnipeg, Man.
**Alberta & British Columbia:** Mason & Hickey
J. L. Beckwith, Victoria, B.C.

*"Yes, send me 'Red Arrow' Biscuits again, I was pleased with the last."*

Mr. Grocer — It invariably works out like this.

Made in Vancouver

Made in Regina

When Writing to Advertisers Kindly Mention this Paper

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

**A. M. Maclure & Co.**
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALIES

**THE McLAY BROKERAGE CO.**
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
*Take advantage of our Service*
WINNIPEG MANITOBA

**Richardson Green, Limited**
MANUFACTURERS' AGENTS
Calling upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

**W. L. Mackenzie & Co., Ltd.**
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

**C. H. GRANT CO.**
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

When writing to Advertisers kindly mention this paper.

**HERALD BROKERAGE CO.**
Manufacturers Agents & Commisson Brokers
*We work the Retail Trade*
617 McIntyre Block, Winnipeg
16 Board of Trade Bldg., Calgary

# Donald H. Bain Co.

**Wholesale Commission Merchants, Brokers and Importers**

Specializing in Food Products of all kinds: World-wide connections: Representing the largest of Canadian, American, European and Oriental Shippers: Our own sales staffs; trained, experienced and efficient: Open to represent live manufacturers and shippers whose lines do not conflict with present principals. If interested in the Western field and want maximum results, get in touch with us.

**The Best in the West**

## Head Office: WINNIPEG, MAN.

Branches at:
REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B. C.
ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY


**FRANK H. WILEY**
Mfrs. Agent and Importer
Groceries and Chemicals
Headquarters for Feed Molasses
**533-537 Henry Ave., Winnipeg**

MANITOBA
SASKATCHEWAN

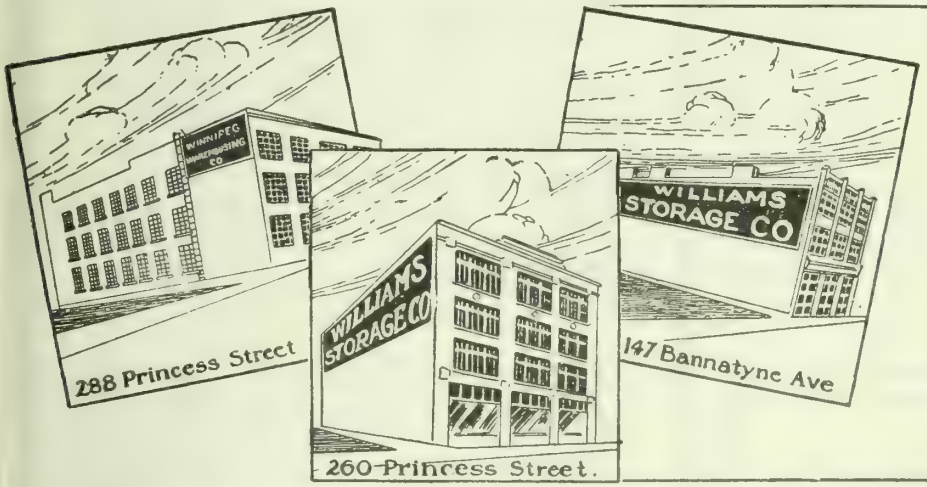
*Wholesale Grocery Commission Brokers*

ALBERTA
WESTERN ONTARIO

## H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

*We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.*




## The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

**Williams Storage Co.**
WINNIPEG
and
Winnipeg Warehousing Co.

## Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

**Wholesale Grocery Brokers and Manufacturers' Agents**

TRACKAGE
STORAGE
DISTRIBUTION

"ALWAYS ON THE JOB"

## The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN CANADA

## CHRISTIE'S BISCUITS and ROBERTSON'S CONFECTIONERY

are both marketed in Western Canada by us.

Both lines are having big sales.

For the same reason your goods should be among the big sellers.

## Scott-Bathgate Co., Limited

*Wholesale Grocery Brokers and Manufacturers' Agents*

149 Notre Dame Ave., East
WINNIPEG

## W. H. ESCOTT CO.
LIMITED

*Wholesale Grocery Brokers—Manufacturers' Agents—Commission Merchants*

**Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive**

### SALES FORCE

**Your account intrusted to us receives the personal attention of experienced and efficient heads.**

**We make ourselves your BUSINESS RIGHT ARM in our territory.**

**We are more than Brokers, we are Business Builders.**

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. Saskatoon, Sask.
Fort William, Ont.
Calgary, Alta. Edmonton, Alta.

## The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

## Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

*Your jobber can supply you.*

## NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

Canadian Agents:
C. B. Hart Reg. Montreal — A. S. May & Co. Toronto — Donald [illegible] Winn[illegible]

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

**H. D. MARSHALL**
*Wholesale Grocery Broker*
OTTAWA MONTREAL HALIFAX

**MACLURE & LANGLEY**
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

**J. K. McLAUCHLAN**
Manufacturers Agent and Grocery Broker
Kellog's Toasted Corn Flakes, Waddell's Jam, McLauchlan's Biscuits and Confectionery.
45 Front St. East, TORONTO.

**WHEN WRITING TO ADVERTISERS KINDLY MENTION NAME OF THIS PAPER**

**W. G. PATRICK & CO.**
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

**W. G. A. LAMBE & CO.**
TORONTO
Established 1885
SUGARS FRUITS

ALBERTA

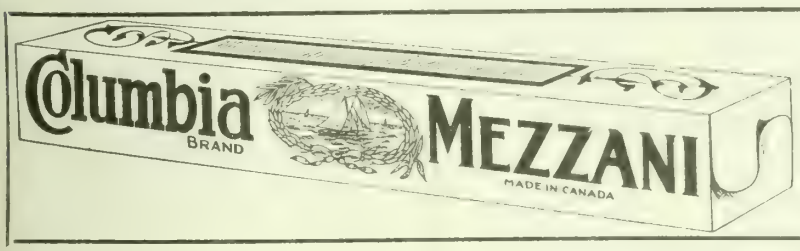
**PACIFIC CARTAGE CO.**
C.P.R. Carters
Office: C.P.R. Freight Sheds CALGARY
*Distribution of Cars a Specialty*
Storage and Forwarding Prompt Service

**B. M. Henderson Brokerage, Ltd.**
Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

**Calgary Storage & Cartage Co.,** Limited
Warehousing and Distributing Our Specialty
Office: 304 11th Ave. East
CALGARY ALTA.

**Jam Manufacturers, Confectioners and Picklers, etc.**
Fruit pulps of all kinds, Canned Goods, Tomato Puree, Anchovies, Nuts, Peels in Brine, etc., etc.
F. KESSELL & COMPANY
7-8 Railway Approach,
London Bridge, S.E. 1, England

The Advertisers would like to know where you saw their advertisements—tell them.




**MACARONI**
The pure food that builds Muscle and Bone at small expense
*The Meat of The Wheat*
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

When Writing to Advertisers Kindly Mention this Paper

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

QUEBEC

**ROSE & LAFLAMME**
LIMITED
*Commission Merchants*
*Grocers' Specialties*
MONTREAL TORONTO

**PAUL F. GAUVREAU**
Wholesale Broker
Flour, Feeds and Cereals,
84 St. Peter Street, Quebec.
I am buyer of flour, feeds, grains of all kinds, damaged grain, also cereals. Mail samples.

**WANTED**
Agencies for food products for the City of Montreal, best references.
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

TELEPHONE MAIN 7143
**ST. ARNAUD FILS CIE**
GROCERY BROKER
Importateurs & Exportateurs — Pois et Feves — Produits Alimentaires
Importers & Exporters — Peas and Beans — Food Products
ST. NICHOLAS BUILDING, MONTREAL

**Grecian Currants**
WE ARE EXCLUSIVE AGENTS and we can supply in quantities, the famous "FILIATRA CURRANTS" fine cleaned stock, crop 1919, and other Brands, also figs. Write for prices.
On inquiries we can quote the best prices on Fancy Bluerose rice, coffee, Norwegian sardines, cigarette paper, etc.
Levant-American Mercantile Co.
LIMITED
Montreal, Canada

Say you saw it in Canadian Grocer, it will identify you.

**Look These Over**
THEN ORDER
HALL SALMON, EPPS COCOA, SYMINGTON'S SOUPS AND GRAVIES, MAPLEINE, THIIS SARDINES, HERRINGS.
J. C. THOMPSON COMPANY
MONTREAL, QUEBEC

Established 1889
**HOWE, McINTYRE Company**
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL - CANADA

**MANUFACTURERS**
Place your merchandise with a modern up-to-the-minute Agency in 1920.
O. M. SOLMON
MANUFACTURERS' AGENT, IMPORTER, EXPORTER, COMMISSION MERCHANT
Is open to represent several new progressive manufacturers in the New Year.
4492 St. Catherine St. W., Montreal

**SHEELY-MOTT, COMPANY**
Brokers & Manufacturers' Agents
MONTREAL
NOW SELLING
Harry Horne's Double Cream Custard and all other Double-Cream Products.
Tartarine.
"Cooker Brand" Peas.
Butterfly Tints — the latest word in dyes.
Extracts and Ethereal Oils
Nu-Jell Jelly Powder.
Confectionery.
Peas, Beans and all kinds of cereals.
Place your enquiries with us and be satisfied.
We work the Retail Trade.
3 St. Nicholas Street
Telephones - - Main 301
Main 3971

**AGENCIES WANTED**
For Food Products, Confectionery, etc. For the Dominion Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

**AGENCIES WANTED**
For food products, jams and confectionery lines for the Province of Quebec, also for Egypt, Roumania, Bulgaria, Turkey, Greece and Italy. Good connections and best references. Levant-American Mercantile Co., Ltd., 408 Power Bldg., 83 Craig W., Montreal.

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
**A. H. M. HAY**
*General Produce & Lumbermen's Supplies*
Phone 5311 — 98 St. PETER ST.
Residence 6383 — QUEBEC

MARITIME PROVINCES

**GAETZ & CO.**
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

**BRITISH GUIANA**
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
*Manufacturers' Representatives*
41 Robb Street, Georgetown, Demerara, British Guiana
*Exporters:* Cocoanuts, Coffee, Rice, Cocoa.

Say you saw it in Canadian Grocer, it will identify you.

# Jeyes' Fluid Yields Handsome Profits

By appointment to H.M. King George V.

The best and safest disinfectant for the prevention of diseases.

By appointment to H. M. Queen Alexandra.

Jeyes' Fluid, the supreme disinfectant — holds over 150 medals and other awards.

Grocers handling **Jeyes' Fluid** will find the profits far beyond their expectations. As a reliable disinfectant Jeyes' Fluid is famous the world over. It is particularly efficacious in guarding against influenza. Being absolutely safe it can be used in the bath and sprayed throughout homes, theatres and churches, also in drains, sinks, barns, etc. It possesses a pleasing, healthful odor and is put up in 4 and 8 oz. bottles, 1 doz. to case, pint tins, quart tins, gallon drums and casks. Remember there is a ready made demand and the profits are exceptional.

Sole Agents for Canada :

## MACLURE & LANGLEY, LIMITED

WINNIPEG TORONTO MONTREAL

# THE BISCUITS OF
# HUNTLEY & PALMERS, Limited
## READING AND LONDON

are renowned throughout the whole world as being the finest that are made, and unequalled both for quality and for keeping properties.
Amongst their greatest favourites are the following:—

| | |
|---|---|
| **BREAKFAST** | The most perfect type of unsweetened rusk. |
| **DIGESTIVE** | Made from selected meal. Short eating, highly nourishing and easily digested. |
| **DINNER** | Especially suitable for serving with soup or for use with butter or cheese. |
| **GINGER NUTS** | Unique, delicious and unrivalled. As popular now as in the days of our grandfathers. |
| **NURSERY** | An excellent food for children and invalids. For many years they have had a large and increasing consumption both in England and abroad. |
| **OSBORNE** | Often imitated — never equalled. Slightly sweet. |
| **PETIT BEURRE** | Favourites even when our parents were young. |
| **TEA RUSKS** | Very delicate and much appreciated at Afternoon Tea. |

*Representatives :*

NOVA SCOTIA and PRINCE EDWARD ISLAND
John Tobin & Co.
Matin Street, Halifax, N.S.

NEW BRUNSWICK
Angevine & McLaughlin
P.O. Box 5, St. John, N.B.

QUEBEC
Rose & Laflamme, Ltd.
500 St. Paul Street West, Montreal.

ONTARIO
The MacLaren Imperial Cheese Co., Ltd.
69 Front Street East, Toronto.

MANITOBA, SASKATCHEWAN and ALBERTA
W. Lloyd Lock & Co.
179 Bannatyne Avenue East, Winnipeg

BRITISH COLUMBIA—
MAINLAND
Kelly, Douglas & Co., Ltd.
Water Street, Vancouver, B.C.
VANCOUVER ISLAND
R. P. Rithet & Co., Ltd.
Victoria, B.C.

NEWFOUNDLAND and LABRADOR
P. E. Outerbridge
P.O. Box 1131, St. John's, N.F.

# HUNTLEY & PALMERS, LIMITED
READING AND LONDON, ENGLAND

# 50% MORE PROFIT ON DIAMOND DYES

After January 1, 1920, the retail price of each package of Diamond Dyes will be 15c everywhere—instead of 10c.

## Have Clerks ask 15c a Package

We know you will welcome this necessary increase in price by the big leader. It means 50% more profit for you on each sale hereafter. While your price increases proportionately, your profit is 50% increased as well.

New price, $1.13 per dozen—Same quantity discounts as heretofore.

In our million dollar advertising campaign which will include your city, and every city, town and hamlet, we lay great stress upon the "Diamond Dye Direction Book" and the "Diamond Dye Color Card." Women will come to you for a Direction Book and ask to see your Color Card. If not supplied, write us to-day.

**WELLS & RICHARDSON CO., Limited**

**200 MOUNTAIN ST. : : : : MONTREAL, P.Q.**

# *Easy Know—Easy Go!*

*Put Gold Dust packages where your customers can see them.*

With a woman "seeing Gold Dust means buying it," especially since our advertising has shown her what Gold Dust will do. Keep it out in front on your shelves and watch the sales come in.

Gold Dust is "Made in Canada," backed by widespread advertising and is going stronger every day. Are you getting your share of its quick turnover?

THE N.K. FAIRBANK COMPANY
LIMITED
MONTREAL

# Announcement

We wish to advise the Trade that our new factory is running and we are ready for business. Manufacturing high grade lines of Confectionery. Specializing on high grade

## CHOCOLATES, CREAMS, MARSHMALLOW GROSS CANDY, Etc.

These goods are made in a most up-to-date clean factory under Government inspection.

*We solicit your business.*

**Representatives wanted in every Province. Mention territory covered when writing.**

## Hodgsons Ltd.

**43-45 St. Maurice St., MONTREAL**

## JAMS
## MARMALADES
## PEELS

## John Gray & Co., Ltd., Glasgow

**Established over a Century**

**Cable : Lamberton, Glasgow.**
**Codes : A.B.C. 4th and 5th Edition.**

## CONFECTIONERY
## MARZIPAN
## CHOCOLATE

*Agents:*

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto

THE POPULAR DEMAND IS APPRECIATED BY EVERY ATTENTIVE TRADER

March 9th, 1920

"I am still selling SALADA Tea and have been ever since you lettered my window six years ago. *I don't try to sell anything else. It is the best.* . . . . . My sales of SALADA are great. I sell Black, Green and Mixed.

Alex. Taylor,
*General Store*
Tempo, Ont."

# "SALADA" TEA COMPANY OF CANADA LIMITED

## Pave the road to success.

*There's only one way to do it —Sell goods that will make every customer a "come-back"*

**White Swan Wheat Flakes,** through their superior quality, reliability and excellent flavor will turn every first order to a continual chain of repeats. They are made from the finest rolled White Winter Wheat and the good profits they offer make selling them worth while.

**White Swan Spices and Cereals, Limited**
TORONTO, CANADA

# Watch This Space for Important Announcement

Take My Tip

# Satisfied Customers Build Bigger Business

When you sell "Easifirst" you sell the quality that satisfies. Every housewife who buys it from you becomes a permanent customer.

Make sure that you can always supply it.

It will pay.

**Phone Junction 3400**

**GUNNS LIMITED**
**WEST TORONTO**

## "The Grocer's Encyclopedia"

This book gives concisely the history of all kinds of foodstuffs from A to Z. Well illustrated by half tones, many of them in color.

Contains 478 pages.
Is 11 x 9 inches in dimensions and 2 in. thick and well bound.

Gives you the information you want to know about the growth, origin, harvesting, etc., of all domestic and foreign goods sold in grocery stores.

Will assist you and your clerks in buying and selling.

**Price is $10.50**
**Sole Agents for Canada**

**MacLean Publishing Co., Limited**
**143-153 University Ave., Toronto**

Century
A firm favorite with Canadian housewives because of its proven purity, its snowy whiteness and its economy. Well advertised. More and more people are asking for "Century."
CENTURY TABLE SALT
THE DOMINION SALT CO LIMITED SARNIA ONTARIO
SIFTO SALT
Here's the nicest thing in table salt—SIFTO, "it flows." Comes in a handsome dust-proof carton, and "as welcome as the flowers in May" to the table where clogged salt shakers are a bugbear. Your customers want it.
SIFTO TABLE SALT
DOMINION SALT CO LIMITED
SARNIA ONT

## Spring is here and with it the regular Spring enquiry for

# KEEN'S OXFORD BLUE

This brand needs no introduction, but will sell all the better if you use a counter display like the one here illustrated.

It will be a constant reminder to your customers that you stock KEEN'S—the all-British Blue.

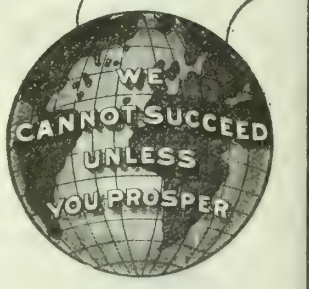
## Magor, Son & Co., Limited

191 St. Paul Street W., Montreal 30 Church St., Toronto

# NICHOLSON - RANKIN LTD.

WHOLESALE GROCERY BROKERS

IMPORTERS EXPORTERS




"IN TOUCH WITH THE WORLD'S MARKETS"
ALL QUOTATIONS SUBJECT TO CONFIRMATION
TELEPHONE MAIN 6501

OFFICES-707-708 CONFEDERATION LIFE BLDG.
WINNIPEG, CANADA.

CODES
A.B.C. 4TH & 5TH EDITION
ARMSBY'S LATEST
PRIVATE CODES

## WE REPRESENT---not merely handle accounts.
## May we REPRESENT YOU.

WE DO NOT BUY OR SELL
MERCHANDISE
FOR OUR OWN ACCOUNT

# NICHOLSON-RANKIN LIMITED

WINNIPEG THE SERVICE BROKERS CANADA

# CANADIAN GROCER

Vol. XXXIV. TORONTO, MARCH 19, 1920 No. 12


# Will Fixing Resale Price Be Justified

## Evidence at Hamilton Investigation and Various Comments Indicate Such Will be the Case—Status of Chain and Department Stores — "Corner Grocery" an Economic Necessity—Did Retailers Meet to Fix Prices?

Synopsis of Probable Conclusions.

FROM the trend of the evidence submitted and comments of the Board of Commerce Commissioners, W. F. O'Connor, K.C., and James Murdock, in connection with the investigation in Hamilton last week into the alleged combine of wholesalers, retailers and manufacturers, one is able to draw a number of probable conclusions as to the outcome of the entire case.

The chief points that have arisen in connection with this investigation and on which the Commissioners were most anxious to secure as complete evidence as possible are the following:

1. The question as to whether the wholesale grocers of Hamilton or the Ontario Association were a combine in restraint of trade to the detriment of the consuming public.
2. As to whether it is business ethics for a manufacturer to fix his resale price from wholesaler to retailer.
3. What constitutes a wholesale grocer?
4. Status of the chain store and department store insofar as their rights to purchase direct from the manufacturer at the jobber's discount are concerned.
5. Is the small retail store an economic necessity, and, if so, what are its rights as to being placed on an equal basis to the chain store and the department store in buying?
6. The right of a body of retailers or of consumers, such as the York Trading Co. or the United Farmers' Co-operative Company to form a wholesale house or buying organization to secure their goods direct from the manufacturer at the jobber's discount, and thus have an advantage over the smaller retailer.
7. The point as to whether or not the new Retail Grocers' Organization in Hamilton was formed for the purpose of fixing prices to its customers.

The above, in brief, were the important lines along which the evidence of the many witnesses was directed by the various counsel and the Commissioners themselves.

### Not a Criminal Court

It was made clear by Chairman W. F. O'Connor and by A. W. Roebuck, counsel for the Attorney-General's Department of Ontario, that the court was not a criminal one, that everyone was free to give any evidence or make any declarations he desired without fear or favor. The only count on which any of the witnesses could be brought before a criminal court was that of perjury. The Commissioners also made it plain that there was only one of the many points on which they could make a definite ruling, and that was as to whether or not there was a combine existing among the wholesale grocers of Hamilton. If one is found, steps will be taken to correct the matter; but the offence will not be considered a criminal one. It was pointed out by Commissioner O'Connor there were good and bad combines and good and bad trade agreements. The Commissioners may, however, make declarations based on the evidence submitted as to what may be considered business ethics in connection with the other points.

W. F. O'CONNOR, K.C.,

Board of Commerce Commissioner who, with James Murdock, is hearing the case of the alleged Wholesalers' Combine.

Will the manufacturer's policy of fixing his resale price from wholesaler to retailer be approved of by the Board?

### Under Board's Supervision

At the present time there are not many manufacturers that establish a fixed price on their goods, although many have a suggested price which the trade is supposed to observe. Some of them have contracts which each wholesaler purchasing from them must sign in order to get their goods. This contract allows for a certain discount to the wholesaler, providing he does not cut the price to the retail trade. The impression one secured from hearing the evidence last week is that the manufacturer will be given the right to establish his fixed price, but that all contracts or agreements in connection therewith must first be submitted to the Board of Commerce for approval. An important case has just been decided by the Supreme Court of the United States in connection with the Beech-Nut Company, who have been given this right after a lengthy litigation case. This case will, no doubt, have a bearing upon the situation in Canada.

A wholesaler was generally defined as a merchant who took into stock all kinds of grocery products, sold and distributed them to the retail trade. A manufacturers' agent or commission merchant, on the other hand, was one who took into stock a few lines, but sold his goods, or most of them, on a commission or brokerage, and had the goods themselves delivered on a drop shipment basis without handling them. Any manufacturer, of course, has the right to decline to sell to any merchant for any reason he may desire. The point came up on many occasions as to whether an association of wholesale grocers has the right to decline to purchase the goods of a manufacturer who sells to a wholesaler or commission

merchant who cuts the prices. And has an organization of retailers the right to decide among themselves to refuse to purchase a manufacturer's line if a department store or chain store cuts the price to a point that eliminates all profit? If these associations are given this right it will be under the supervision again of the Board of Commerce.

If, too, a merchant qualifies as a wholesaler, whether a member of an association or not, and is in position to meet his accounts and gives the wholesaler's service to the retail trade, it will no doubt be declared it is not good business on the part of a manufacturer to decline to sell him, nor will it be business ethics on the part of another wholesaler to object to any manufacturer who puts him on his list — this must, of course, be qualified, providing the manufacturer has the right to fix his resale price and as to whether such a wholesaler is cutting the price to the retail trade.

**Chain and Department Stores**

The chain store and the department store are similar institutions. This was clearly brought out in the evidence, the only difference being that the former has a number of stores under separate roofs, whereas the department store has its various departments or stores under one roof; that one does its business on a "carry" basis and the other on a mixed delivery and carry basis.

It would appear, therefore, that the status of one will also define the other. The conclusion would be that if one is considered a retailer, not entitled to jobber's discount, so would the other. Just what declaration the Board of Commerce will make in this connection is problematical, but from general impressions gained it would not be a surprise if they were considered in the same category as the small retail store. The chief objection to this is the ethics of the quantity price.

The chain store, it was pointed out by the president of the Hamilton Retailers' Organization, draws its business from a great many localities, but the profits are centralized and go to one head or to a few. On the other hand, the profits of the various "corner groceries" that would take the place of the chain of stores if the latter were not existing, would be divided among many proprietors and go to the maintenance of many families. From the comment of the Commissioners it would appear their idea is that the corner grocery is an economic necessity and that if it can be eliminated in large centres, it cannot in small places and that the wholesale grocer is therefore a necessity and entitled to some kind of protection in the densely populated cities.

**Fixing Prices Alleged**

The contention that the retailers' organization in Hamilton was formed to fix prices to the consumer was due to the report in two daily papers prepared by a reporter who attended the meeting. He formed the idea that the purpose of the new organization was to fix prices each week from the retailer to the consumer on grocery products. Merchants who attended the meeting, and particularly the chairman who had been instrumental in organizing it, stated the idea of the retailers was to secure each Monday morning from wholesalers the lowest prices that were given to any retailer in the city, whether a chain store, department store, or otherwise, pass, these around to the various members, so that it would not be necessary for them to pay more for their goods.

The investigation has not been finished. It will likely resume on Monday next in Toronto, and there is a possibility that it will finish in Ottawa.

# "I Might Have Been Mistaken," Now Says Reporter Who Covered Retailers' Meeting

## His Impression Was That Hamilton Grocers Were Going to Fix Their Prices, Whereas They Say They Were Going to Get Lowest Possible Prices Being Offered Any Other Retail Merchant—W. J. Hobson and S. T. Baillie Tell What Took Place—Commissioners Refer to "Irresponsible Reporters"

Reported by Staff Correspondent, Canadian Grocer

HAMILTON, Ont., March 16.—A Hamilton department store cutting the price of a washing powder was responsible for the new Retail Grocers' Organization here, which met first on January 7 last.

A reporter from the Hamilton "Herald" sent to "cover" this meeting and stating in the article he wrote and in a despatch which, through him, was sent to the Toronto "Globe" that the retailers had met and decided to appoint a committee to fix prices each week for the trade, was responsible for the investigation started into the affairs of the retailers.

The entire matter came out before the Board on Friday last, and after the evidence as to what took place was given by W. J. Hobson, the chairman of the meeting, and a gruelling cross-examination the reporter was put through, the latter finally admitted that he "might have been mistaken" and that what he had said took place might not have been correct.

M. R. Hill, secretary of the Hamilton Retail Grocers' Association, was the first witness. Mr. Hill said that the organization which he represented did not have anything to do with the meeting held in Hamilton for the alleged purpose of fixing prices.

W. J. Hobson, of Peebles-Hobson Co., Hamilton, retail grocers, who was the chairman of the meeting referred to, stated, in giving his evidence, that he had been one of a committee appointed to go before the Board of Commerce some time before to answer questions in regard to the cost of living in Hamilton and act as one of a committee on behalf of the city. The retailers were asked to give figures on prices at which goods were being sold. Our general cost of doing business is 16 per cent. on selling price and it was shown to Mr. Morrison that grocers were, on the whole, selling goods at less than cost plus overhead.

"There was in Hamilton, prior to Christmas, a certain store advertising 'Lux,' a washing powder, at 10c per package. The manufacturer's price through wholesaler to retailer was 11 1-9c per package. I immediately undertook to enter a protest to Lever Bros. against their action in selling such a store."

Mr. Hobson read the letter he had written to Lever Bros. in this respect, asking for some action.

"Lever Bros. replied that their sales manager would come to Hamilton and endeavor to adjust matters. I discussed trade matters with Mr. Raymond when he came. I explained that unless Lever Bros. righted the matter, the retailers of Hamilton would put them on the black list.

"The Hamilton department store still advertised the line at 10c and we decided to call a meeting, which we did, to discuss the matter. Mr. Beckett had nothing to do with that particular matter after that.

"We passed a resolution at the meeting on Jan. 7 opposing the policy of Lever Bros. for selling a retailer under wholesale price, and that unless steps were taken to correct the situation, the Hamilton retailers would decline to purchase their products in future."

Mr. Roebuck.—"Did you consider the

point that the department stores have the right to buy and sell goods in the open market? Wasn't what you were doing a conspiracy?

"No, we did not consider it a conspiracy in any sense of the word. We considered it plain fair play."

Mr. O'Connor didn't think the word "conspiracy" was justifiable—it had a criminal meaning, he thought.

Mr. McKay, K.C., counsel for the retailers, claimed that Mr. Hobson was not concerned with the right of the department store to buy and sell, but as to whether or not he and his fellow grocers could decline to buy from a certain party—two very different things.

Mr. Roebuck.—"I'm not charging him with a conspiracy, but with a combine," so the word "conspiracy" was eliminated.

Mr. Hobson.—"At the first meeting we formed a committee to see the other merchants with a view to joining with us and on Jan. 14 the second meeting was held."

"What happened between the two meetings?"

"Between the two meetings a damnable report appeared in the Toronto 'Globe' that we were fixing prices and a certain merchant here took advantage of this report to discredit us in the eyes of the people of Hamilton. This report was absolutely untrue—that the committee was a price-fixing committee. I made no mention whatever at the meeting regarding fixing prices.

"What has happened since the second meeting?"

"No further developments have taken place. I proposed to present to the organization a proposition whereby manufacturers should sell direct to all retailers on same basis as they were selling to the department stores or chain stores, and if they did not we would consider a buying organization with $20,000 capital to get our goods direct at the same price.

"What about the wholesaler?"

"That would mean perhaps that he would have to sell his goods outside Hamilton at a higher price and mean higher prices to the consumer."

"What we wanted was a right to buy at the same price as chain stores and department stores. We were opposed to the disreputable practice of some manufacturers selling in this way and that was my sole purpose in organizing. I certainly did not say anything regarding the fixing of prices."

"Are you still going full steam ahead?"

"As soon as this investigation is over and we know where we are at from the Board of Commerce we are going full-steam ahead and fight this matter to a finish."

To Chairman O'Connor, Mr. Hobson said he believed the report in the "Globe" was a malicious interpretation of our meeting and to discredit us in the eyes of the public of Hamilton.

G. R. Reding, a reporter on the Hamilton "Herald" in January last, stated he had attended the meeting of the Hamilton retailers on Jan. 7. There were about 150 present, the main speakers being Mr. Beckett, Mr. Smye and Mr. Morton and several others. Mr. Hobson was chairman.

Mr. Reding was late in arriving and said that Mr. Hobson was explaining what should be done by the committee he was suggesting.

"What was that?"

"Meeting every Monday to fix a scale of prices for the retailers. Lists of prices were to be sent out and if anybody sold under these prices, complaint would be made to the Board of Commerce."

"What else took place."

"There was the suggestion that each member submit a list of 'dead-beats' for the information of the members. Also several other matters were discussed, including chain stores."

Continuing he said: "I did not send the report to the 'Globe.' That was sent by the 'Herald.' The man who sent it to the 'Globe' asked me what took place. I told him and he wired the report. Then there was the big kick next day about the 'Globe' report.

**May Have Been "Colored"**

"Is the report in the 'Globe' true?"

"Substantially."

Mr. O'Connor.—"Was it colored?"

"It may give a wrong impression. It is perhaps improperly colored, but it is substantially true."

At this juncture both Mr. O'Connor and Mr. Murdock voiced a scathing denunciation of the "irresponsible press."

"There can be nothing more harmful to an honest, decent public than some of the reports of the irresponsible press," the former remarked.

Mr. Murdock, as a representative of labor, stated that "the irresponsible blatherings of newspaper reporters in reports that have been given to the press have been responsible for many of the differences between capital and labor." This was greeted by applause throughout the room.

Mr. O'Connor.—"In the report sent to the 'Globe' it states that the meeting decided on this price-fixing proposition, whereas you now say Mr. Hobson mentioned the matter only and that no resolution was passed endorsing it. Do you think that is justifiable?"

**What Mr. Hobson Actually Proposed**

Mr. Hobson was recalled and in answer to Mr. McKay said nothing of the kind was suggested as stated in the newspaper report.

"Can you think of anything that would give the reporter that idea?"

"What I tried to convey was that in order to meet competition to-day we would have to buy our goods at the lowest possible price. I had an idea that if we had a keen committee to get new prices each Monday from the wholesalers, we would then have the lowest possible prices prevailing with any special discounts. This would mean we would be able to get the same advantage in buying as any other merchant and our customers would benefit similarly.

"It is absolutely impossible for 500 grocers in Hamilton to fix selling prices. They wouldn't agree in the first place to do it and if they did they wouldn't keep them. The reporter stated that if prices were cut we would take the matter to the Board of Commerce. That is absolutely untrue. I mentioned that if Lever Bros. felt that they could not protect us in regard to the buying price we would see what could be done regarding refusing to buy their goods by taking the matter to the Board of Commerce."

Cross examining Mr. Reding, Mr. McKay brought out the point that the reporter didn't get into the meeting on time and didn't know what Mr. Hobson had said prior to the time he went in. He was out of the meeting for a time smoking a cigar and when he returned Mr. Hobson was again on his feet.

"Did you hear Mr. Hobson say they were going to fix the prices that were to prevail in local grocery stores during the week?" the counsel asked.

"I can't give a yes or no answer."

"You can't give a yes or no answer, yet you undertook to publish to the public of Hamilton that that was what took place."

"The words were not exactly what Mr. Hobson said, but they were the meaning of what he said. Mr. Hobson says he didn't say it, but I say that's what he did say."

"Will you say that what Mr. Hobson has just said is a lie?"

"Yes."

Mr. O'Connor declared that the witness would have to stand-by until everyone, if necessary, of the 150 men present at the meeting gave their evidence. After each of them was put in the box the question would again be asked the witness.

Crown Prosecutor A. W. Roebuck objected to this procedure, claiming that as he understood the matter, any witness should be allowed to give his evidence as he wished and if the court then desired, a charge of perjury might be laid.

Finally, after considerable further discussion on the matter, the witness admitted that he might have been mistaken and the incident, tinged with a touch of the dramatic, closed.

**Economics of the Corner Store**

S. T. Baillie, president of the new Retail Grocers' Organization in Hamilton, testified that there was a discussion at this now famous meeting in January in regard to the lowest buying price at which retailers could buy their goods from wholesalers, but there was nothing whatever done in regard to fixing prices in any way to the consumer. Also, that he would be prepared to join with others to decline to purchase goods from any manufacturer who sells at a lower price

Continued on page 29

# The Chain Store vs. Corner Grocery

## Evidence and Cross Examination of Wm. Carroll Gives Trade Good Insight Into Workings of the Multiple Store Idea—Big Buying Facilities Get Quantity Prices in Many Cases—Corner Grocery Sound Economics

By CANADIAN GROCER'S Own Representative.

HAMILTON, March 16.—One of the interesting parts of the Combine investigation proceedings begun here last week was the evidence of Wm. Carroll, proprietor of a chain of eighteen grocery stores. His testimony began Thursday afternoon and concluded Friday morning. How the chain grew from one store opened 27 years ago was told; also how he was buying different lines of goods at jobbers' discount. He claimed that a quantity price basis should prevail.

Answering A. W. Roebuck, counsel for the Ontario Attorney-General's Department, he said he had a wholesale warehouse. His goods came into warehouse and were sent out and charged to each store, but no profit was made from the wholesale end of the business. Some goods were bought direct from the manufacturer and others from the wholesaler. He considered that on the goods bought direct he could sell them more cheaply to the consumer.

"My resale price is based on my cost, and if cost is less my price to the consumer is lower."

"Did you purchase any goods direct from Procter & Gamble?"

"Yes, in carload lots at 10 per cent. discount. The goods were put through Lumsden Bros."

"Did they get 1 per cent.?"

"I don't know."

"What profit do you make on starch on a drop shipment?"

"At times I have got a special discount on starch."

"From local wholesalers?"

"No. Toronto houses."

"Does the Stewart Menzies Co. sell to you?"

"Yes, they have sold to me direct."

"Some say you are in business to make two profits?"

"Absolutely unfounded. On account of competition I couldn't stay in business on that basis."

Reference was made by Mr. Roebuck to some of Mr. Carroll's local advertisements, indicating differences of opinion among the trade, but they were not read to the court.

In cross-examination, Mr. Carroll stated that to do the business in a large way it was necessary to have the various stores all over the city.

"If you were not occupying the field, the field would be occupied by somebody? Wouldn't that be a reasonable probability?"

"It is a probability it would be."

"The reason you occupy these eighteen stores is that you secure some advantage either in buying or selling?"

"Yes, there is an advantage in buying, and in selling at a somewhat lower price. We have a woman in charge of each of the stores. When we started we used men as store managers, but changed because we felt the women gave us better service."

"In what way have you an advantage in buying?"

"Buying at quantity price and judgment in regard to markets."

"Any others?"

"I don't know—I may have."

"In selling, what advantage have you, apart from lower prices, due to quantity buying?"

"Advertising more than the ordinary retailer does or could do. Also, no cost in delivery, as business is done on 'cash and carry' basis."

In the cross-examination of Mr. Carroll, Robt. McKay, counsel for the wholesale grocers, asked: "If you are able to buy at same price the wholesaler sells, or less, it is obvious you would in time be able to put your small retail competitors out of business."

"No, it is not obvious to me," replied Mr. Carroll. "That would apply only to a proportion of the goods, and in that portion I would have an advantage over the others."

"If you were able to buy all other goods at less, it wouldn't be long before you would be able to put your competitors out of business?"

"I never thought of putting anyone out of business."

"The purchase price in selling goods is the important thing?"

"No, it is not. It is the management of the business."

"But if a retailer's attention to his business does not give him an advantage in the buying, could he ever overcome the handicap of the man who is buying at 10 per cent. less in all proprietary articles?"

"No, he could not!"

"How could he continue to live?"

"Every retailer has a service to render his community, and if he performs that service he would continue to exist."

"What percentage of the business would be done in proprietary lines?"

"I do not know."

"Would it be 40 per cent.?"

"It may be."

"How can a retailer's service be satisfactory if he has to buy 2-5 of his goods at 10 per cent. more than you?"

"My business is cash and carry and naturally I can sell more cheaply."

"Let us assume you did have a delivery service and you had a 10 per cent. advantage in buying, what would happen?"

Mr. O'Connor.—"Unless you can sell cheaper you haven't a right to exist, have you?"

"Correct, and I do sell cheaper."

Mr. Carroll believed that every retail grocer performed a certain service to the community. The man living over his store could give a measure of more efficient service than did the man whose store was controlled by clerks. The retailer also had an advantage over the cash and carry system in that he could both deliver and charge the goods.

**Chain Store Needs Quantity Price**

"Do you consider it fair that you should be sold on the same basis as a wholesaler and given an advantage over other retailers?"

"I believe all quantity buyers should be sold on same basis."

"That is one of the chief reasons for the existence of the chain store systems?"

"I think it is."

"If the quantity price disappeared, the chain store would lose one reason for its existence?"

"I think it would."

"If each retailer had the advantage also on proprietary articles would he still survive?"

"I think so."

"In such a case the wholesaler could not exist," said Mr. O'Connor, "for all would be on an equal basis."

"In proprietary articles the quantity price has its most considerable field?" asked Mr. McKay.

"It does apply to them and not to many others."

"In sugar, the carload lot used to be a strong feature?"

"No, only 5 cents per hundred."

"In that line the quantity price applied?"

"Yes."

"And the quantity price is of assistance to a man with a number of retail stores."

"Yes."

"Assuming it applied to 75 per cent. of the articles then the chain store would have a large advantage over the smaller retailer?"

"Yes."

"If the advantage were 10 per cent. in all these lines by buying at quantity price 75 per cent. of your goods, what would be the case could the smaller retailer continue to exist?"

"Yes, it all comes back to the one thing—the service of the small retailer."

Commissioner O'Connor asked Mr. Carroll, if, by increasing from one to eighteen stores, he had eliminated other stores. "Your trade is new trade, or is it not?"

"Not all."

"Then, in so far as old trade is concerned, haven't you crowded some out?"

"I can't see it."

"Have you bought any existing stores?"

"Two."

To Mr. McKay witness stated he bought certain lines direct or through brokers, such as imported goods and soaps.

Mr. McKay presented an invoice showing purchase of a carload of Quaker Oats, which witness said he had bought through W. F. Morley. It came through Fearman Bros., at exact cost, plus freight. The commission was divided between himself and Mr. Morley.

Mr. Roebuck: "Have you ever figured your cost of distributing your goods from your warehouse to your stores?"

The witness could not answer without consulting his bookkeeper; but he calculated it would cost him less than it would cost the wholesaler to distribute to the retail trade.

"Do you perform the same service from your wholesale house to your stores as other wholesalers, to 18 different retail establishments?"

"Yes."

"Is your system sufficiently large to import all the goods you need in your business?"

"Yes, it is; and I import some goods, but not all."

"Might it come to a point where an entire change in system would have to be advised to keep up with the race "

"Yes; it might."

### Chain Store Versus Department Store

"What is the distinction between your store and the department store?"

"Both do a cash business; both are under heavy expense for advertising and overhead. Ours is a carry system, but department stores are mixed. We do our own distributing to many stores, whereas the department store distributes under one roof and the department store is under one roof, while we are under many."

"The individual retail store has an intimate touch with its customers and management; we haven't; ours is a large investment, and we sometimes have advantages of cheaper purchases."

Mr. Roebuck.—"Is there any difference between you and the department store justifying that you should not be permitted to buy direct from the manufacturer and the department store should?"

"If one buys from the manufacturer, then so should the other be permitted."

### The Corner Grocery

Mr. O'Connor.—"One thing we can't get along without, and that is the corner store."

Mr. Roebuck.—"Perhaps not in the country district. It is the life of political discussion there."

Mr. McKay.—"It is absolutely necessary to the economic life of the country."

Mr. O'Connor.—"In our early married lives, when we have been sent out for something, we have all been mighty glad there was a corner grocery."

### What is a "Quantity"?

The discussion then reverted to what is the definition of "quantity" in so far as quantity price is concerned.

"Who states the quantity?" asked Mr. McKay.

"The manufacturer," replied Mr. Carroll.

"Why is it necessary for him to state a quantity?"

"He is relieved of many duties, such as distributing in smaller quantities."

"What is a 'quantity' in regard to various lines?"

"Flour is sold in carloads as lowest quantity to get a reduction in price. I am in favor of the carload as the quantity in flour.

"Sugar?"—"Carload."

"Soap?"—"Carload, or 100 cases or 50 cases, etc. There are different prices for each."

"What about matches? You wouldn't buy a carload of matches?"

"No. The quantity lot is 25 cases."

"What about yeast?"

"We couldn't make a quantity there."

"There would then be difficulty in carrying out your plan of buying everything in quantities like carloads?"

"It couldn't be completely carried out."

"Then there is a place for the wholesaler."

"Absolutely—but trade should be free and open."

"If a manufacturer had sold you soap at $10 a box and told you that was absolutely the lowest price, and then sold other retailers at $8, would you continue to buy from that manufacturer?"

"Absolutely no."

"Suppose a wholesaler found out the same thing, it would be natural for him to say he would not buy from that manufacturer?"

"That would be natural."

"If the wholesaler is to be the distributing agent for a manufacturer to all retailers outside the city where they are difficult to get at, is it reasonable for him not to be the distributor for the goods in the city where trade is more easily reached?"

The witness didn't answer this.

Mr. O'Connor asked how much capital is required to run a normal average grocery store.

"Approximately $5,000 cash."

"You said in regard to sugar quantity price is carload—30,000 pounds. That would be nearly $5,000, so the retailer would have to use up all his capital to buy a carload. He'd have to sell his business to buy that sugar?"

"He couldn't buy it."

Mr. McKay.—"Considering everything, the existing conditions in regard to distribution are about as good as we can get."

Commissioner O'Connor and Mr. Roebuck complimented the witness on his evidence.

### Co-operative Store Case Coming

Commissioner O'Connor asked on Friday morning before the court commenced as to whether A. W. Roebuck, prosecution counsel, intended to hear the case of the Co-operative Associations. Mr. Roebuck pointed out that was his intention.

Robt. McKay, K.C., was asked if he had been advised regarding the action taken before the Supreme Court of the United States in connection with the legality of the manufacturer fixing his resale price. Mr. McKay replied that he had, and before the investigation is concluded will present the entire matter to the court.

## MIGHT HAVE BEEN MISTAKEN

Continued from page 27

to anyone else. He considered that only fair and right.

"We do not want anything for ourselves the other fellow doesn't get," he said. "We would like to buy goods on the same basis as every other retailer, chain store, etc., and that if we cannot that we have the privilege of uniting as a buying organization.

"In regard to the soap purchase, we feel that 70 per cent. of the retailers were handicapped. In case the manufacturer gives a special privilege to anyone we would like to have the right to combine to refuse to buy from that manufacturer."

Mr. Baillie also referred to the economic aspect of the corner store. "We believe that from the standpoint of an asset to the community and the country at large, the corner grocery system is superior, because, while the profits from the chain store business go to one man with the 18 stores or more, the profits of the corner grocery are distributed to maintain the families of 18 individual proprietors. Also, that if it were not for the various corner grocers extending credit to families that cannot always afford to pay their bills, these people would at times be under the necessity of having to go to the city hall for assistance and relief."

Mr. O'Connor replied that the Board could not pronounce on the matter of the right of an association to decide not to purchase the goods of any manufacturer. It could only make declarations as to what it considered business ethics on hearing the complete evidence.

# How U.F.O. Wholesale Does Business

## It is Known as General Wholesalers, Limited, Majority of Stock Being Held by U.F.O. Co-operative Co.—System Brought Out in Evidence Before Board of Commerce—F. T. Smye Refers to the "Cream Separators" in the Trade

(Staff Correspondence)

HAMILTON, March 16.—At the opening of the Thursday session, Commissioner O'Connor recalled the evidence of Robt. Dowson the day before and pointed out the reason for the Board's requests to produce the books was to determine whether the York Trading Co. was a real wholesale grocer in position to supply everything their customers asked for. "We found that the average business per retail store was about $2,400 per year, which was an infinitesimal amount. By figuring from this basis we found that, as operating expenses are around 18 per cent., total expenses per store would be about $500, including the salary of each proprietor and everything else. We want to clear up the matter of the York Trading Co. once and for all, and that was the reason we have asked for the statement."

A. W. Roebuck, prosecution counsel, understood the witness intended to say that the firm was in a position to supply all classes of requirements and not that it did supply all these.

Mr. O'Connor.—"Of course, if that is what he meant the arithmetic would jibe."

### United Farmers' Organization

H. R. Axton, president and manager of General Wholesalers, Limited, formed a few months ago in Toronto, was the first witness on the stand on Thursday. The authorized capital is $50,000, all paid up, and stock carried is $50,000 to $75,000. A general stock, including some dry goods and hardware, as well as groceries, is carried.

"What makes our stock heavy—at times up to $125,000—is that we supply seeds to the United Farmers and we warehouse this stock for them. They really finance the purchase of seeds and turn the line through us as they have no facilities for handling them. Apart from seeds the stock carried would be around $65,000."

"Who form the shareholders?"

"The United Farmers' Co-operative Co. organized the company and hold the majority of the stock, but the company is run separately from the U. F. O. We have two departments: one is a wholesale business in a regular way in which we figure about 10 per cent. over cost and then we have the United Farmers' Co-operative business. We issue a triplicate invoice. The U.F.O. wants for their customers are sent to us on this. The first sheet is shorter than the other and does not have our name. It is returned to the U. F. O. and stamped with their name and sent out to the consumer. At end of each week we send them an invoice for these goods less 10 per cent. At end of every month we issue a general statement.

"We do not make any money on these sales to the U. F. O., which means they get the goods at cost, but we make a profit on the goods sold to other retailers. We sell about 100 stores. Our turnover in February was $75,000, including seeds, which would run about $45,000."

Mr. Axton reported he could not purchase goods from all manufacturers, a number of firms being mentioned which have already been referred to in the enquiry and for similar reasons—shortage of goods or because this firm was not a member of the wholesalers' organization.

In cross-examination Mr. McKay brought out the point that as consumers controlled the stock of the U.F.O. and as the U.F.O. controlled the stock of the General Wholesalers, Limited, therefore really consumers controlled the business of the Wholesale Company.

He asked if the method of running the wholesale house meant the performance of the same service as the ordinary wholesale and retail establishment, to which Mr. Axton assented.

"Your purpose is to act as a supply to the U. F. O. stores and a mail order business with outsiders?"

"Yes, in addition we go after any business anywhere we can get it."

"How are the prices on the invoices from the U. F. O. got at?"

"The U.F.O. have the ordinary wholesale price of the goods, and are advised each day as to changes."

"Then you send out daily prices to all their stores?"

"No, only to the United Farmers' Co-operative Co. head office."

"Then they have some system of getting this information to their stores."

"Yes."

"Do orders then come in through the head office?"

"Yes."

"In doing this business there is therefore one extra service performed over and above the business of the ordinary wholesale grocer — this information which the central organization sends out to its members?"

"Yes."

"The orders come in from the U. F. O. with their retail price on the invoice?"

"Yes."

An order might come in for 5 tins of an article and you would break the case and supply them?"

"Yes. The goods are shipped according to the instructions of the U. F. O. They are shipped either by express or freight as the customer desires. The general advance over the wholesale price to the retailer might be between 10 to 15 per cent. The invoice goes to the customer from the U. F. O. The U. F. O. get our goods at actual cost plus our overhead. We deduct 10 per cent. from the retail price to cover the overhead. We make a statement each month and send it to the United Farmers' Co-operative Association. In the overhead we include every expense, rent, light, wages, stationery, etc., etc."

"What about the freight on goods you buy?"

"Freight, duty, etc., on goods coming to us are included in the cost."

"What about goods lost in transit?"

"That loss would have to be taken care of."

"What about Government income tax and profits?"

"We have only been in business six months."

Commissioner O'Connor—"You'll likely find out some things soon."

"I'm finding them out every day," replied Mr. Axton.

"Are any losses in accounts outside of Farmers' Co-operative Co. going to be borne as an impairment to the capital owned by U. F. O.?"

"That would have to be added in our charge to them in overhead, if there are any losses. There is no possibility of us making a dividend on the goods sold to the U. F. O., but there is a possibility of a loss providing the overhead was not properly taken care of."

"There would be no fund for distributing dividends unless on the business done outside the U. F. O.?"

"No."

### Advises More Legal Advice

Mr. O'Connor advised getting an expert opinion as to the legality of the method of operating the company's business as there was no provision for distributing dividends, no provision for excess profits or income tax, etc.

In connection with the general business Mr. Axton had referred to, Mr. McKay brought out the point that in hardware the company only carried a small stock including separators and some other lines, and in dry goods the stock was also light. The grocery stock included about $45,000 of the $65,000. Also that in the case of the 10 per cent.

stock taken by those outside the U.F.O., it was paid-up in money but there was no provision for a dividend.

Mr. Roebuck—"Who fills the mail orders?"

Mr. Axton—"They are received by the U. F. O. Co-operative Co., who passes them to us to be filled. They send them out and charge them, although they pass through our hands."

"If you ran into a loss, say $10,000 or more, where would that be distributed? Have you a profit and loss account?"

"Not up to the present."

"Might the losses be taken out of capital?"

"Possibly."

Mr. McKay — "Do directors of the U. F. O. board form a majority of the directors on the board of the General Wholesalers, Limited?"

"Yes."

**Opposed to the "Cream Separators"**

Fred T. Smye, president of Balfour, Smye & Co., wholesale grocers, Hamilton, was the next witness. Mr. Roebuck referred to the "upper chamber" in which the "high priests of the breakfast table" sat in Mr. Beckett's office. Mr. McKay objected to the use of such phraseology, and Mr. Roebuck withdrew the "picturesque language."

"There are recognized channels of trade," Mr. Smye said, "and have been for many years. I don't think there is any cheaper method of doing business from manufacturer to wholesaler, to retailer. The trouble is there are many 'cream separators' in the business who skim the cream from the profitable lines, but who do not go in for the general lines which the legitimate wholesaler must carry to give a complete service."

Mr. Roebuck again went into the matter of the first application of Fearman Bros. for membership in the wholesalers' organization; also brought up what he mentioned before as the "Hamilton Proposition," which Mr. Smye interpreted as the "Platform of the Wholesale Association" presented in Ottawa and Toronto, although he had never heard of it as the "Hamilton Proposition."

The Dec. 2 meeting in Toronto was also brought up. Mr. Roebuck asked if the press was there.

"They were not excluded, but I don't think they were there."

"Was there a resolution passed against too much talk on the part of the members?"

"The resolution was to the effect that matters should be taken up through the secretary rather than for members in Hamilton to discuss them themselves."

"Do you remember a resolution to exclude from your list any manufacturer who sold to any outside the legitimate wholesale trade?"

"I don't remember it. Our opinion was that if a manufacturer sold any of the retailers he couldn't sell us."

"Did you agree not to purchase from a manufacturer who sold through the 'cream-separator' class?"

"Positively no."

"It was just a sermon?"

"Yes—a sermon on the Mount."

Mr. Roebuck—"The Hamilton mountain."

The order referred to in Mr. Harris' evidence which he had received from Wagstaffe, Limited, and filled by Balfour, Smye & Co., was taken up.

Mr. Smye—"In regard to the order taken by the Wagstaffe representative, the Wagstaffe office phoned to see if F. H. Robinson was a customer of ours. I said he was. The order was sent to us and we filled it. I understand their representative made an error in accepting the order through Mr. Harris. Through someone, at Wagstaffe's, unofficially, the order was accepted and the letter written. Wagstaffe, Ltd., did not consider Mr. Harris was a wholesaler. The order was taken through ignorance on the part of the traveler."

"How much would Mr. Harris lose?"

"Don't think he would lose anything —he's not a straight wholesaler and would have to pay retail price anyway."

"If the error hadn't been made, how much would he have made?"

**THE COMMISSIONERS PRESIDING**

W. F. O'Connor, K.C., who presides as chairman in the alleged Combine investigation case, has himself spent many years in business — eleven in all. He has been in the retail, wholesale and manufacturing business in Halifax, N.S., and has also been an accountant. For twenty years he has been a commercial lawyer.

Commissioner James Murdock his colleague, was formerly a locomotive engineer. During the course of the investigation his directness in questioning witnesses has been one of the features.

"Perhaps a dollar or less on the two cases."

Mr. Smye said he never sells below the established price, but may have sold Grape Nuts previously referred to at 10 cents above their set price—providing he did not, at that time, think he was getting a fair profit.

Answering Mr. McKay, the witness stated that Fearman Bros.' official application when presented for the first time was accepted. When Mr. Fearman said he was prepared to do business on a legitimate wholesale basis, nothing was done to prevent him from joining the association.

"Did either Mr. Harris or Mr. Adams apply?"

"Not to my knowledge—not to me at any rate."

Mr. Smye maintained present methods of distribution were best for the consumer on a proprietary article. The lowest price always goes. Retailers would never buy at a higher figure than the set price. "The manufacturer's set price allows the jobber a legitimate profit and he always fixes the price as low as he can so as to be able to sell as much as possible to the ultimate consumer in competition with others. His object is to have amount of remuneration allowed to wholesaler and retailer as small as possible. The competition in proprietary articles is really between the manufacturers to get their goods to the consumer at as low a price as possible."

Asked what a proprietory article meant, Mr. Smye said it was a copyrighted or branded article—"one over which there is proprietorship," as Commissioner O'Connor put it.

Mr. McKay—"Suppose on an established priced article some retailer cuts, what happens to the other retailers?"

**Losses Made Up on Other Lines**

Mr. Smye—"If the other retailers' heads are screwed on tight they put that line under the counter and the sales decrease. This lowers the production of the manufacturers which means higher production costs and eventually leads to a higher price to the consumer. If a retailer makes a cut and takes a loss on one line he naturally must make it up on another."

Mr. Smye claimed that while large retailers should not be permitted to buy from manufacturers because it destroys the regular cycle of trade, there was just as much opportunity for them to make money as for the wholesale grocers, by studying the markets carefully and purchasing at the proper time. He had never objected to any manufacturer selling any legitimate wholesaler outside the organization.

Mr. McKay asked what was the price of Kellogg's Corn Flakes to the trade.

"The price of the London firm is $4.15 per case, and that of the Toronto concern $3.50, which is a special deal."

Mr. Roebuck asked— "Isn't the $4.15 price a set price?"

"Yes,"

"And the $3.50 price?"

"It may not be a fixed resale price, but it is set price."

"Do you mean that if the price is cut on a breakfast food, there would not be the same demand for it?"

"Not necessarily—the trade would not have the same interest in it and would not push it."

"What about sugar? Does the ruling of the Board of Commerce lowering the profit to you on sugar mean the cutting out of sugar?"

"No, sugar is different."

Mr. O'Connor asked what gross profit wholesalers made on sugar?

"Four per cent.—five, less 1 per cent. Operating expenses are nearly 10 per cent. and generally 40 per cent. of a wholesale business is in sugar."

Mr. O'Connor — "That shows sugar turns over more frequently on capital invested than any other line."

# Jolley Tells of Beckett's Plan to Court

## How H. C. Beckett Thought Ethics in Grocery Business Should be Brought Out—Commissioner O'Connor Accuses the Witness of Endeavoring to Discredit Himself and Evidence of Mr. Beckett—How the York Trading Co. Operate Related by President Robert Dowson

(Staff Correspondence)

HAMILTON, March 17.—There was a touch of the dramatic in many of the proceedings in connection with the Board of Commerce investigation here last week. But perhaps the climax was reached when Archibald Jolley was in the box and at first refused to mention a conversation he had had with H. C. Beckett in November last which had included a reference to the appointment of W. F. O'Connor to the Board of Commerce.

It required the combined persuasions of both commissioners to get him to "loosen up" after being threatened severely by the bench. The chairman accused him of attempted blackmail. Here is how it all came about:

A. W. Roebuck, counsel for the prosecution, asked Mr. Jolley to give the substance of a conversation which had passed between him and H. C. Beckett on Nov. 24, 1919, in the office of W. H. Gillard & Co. The witness hesitated, saying he would rather not repeat it.

"You had better go on, Mr. Jolley," said Mr. O'Connor. "I am going to see that this comes out. This witness, Mr. Roebuck, is playing for something that I am going to give him the opportunity of carrying out."

"I am quite in the dark," said Mr. Roebuck.

"I know you are. But there are channels of information in the possession of this court which are not accessible to the ordinary public."

"Well, Mr. Jolley, give us the substance of that conversation."

"I would rather not."

"Mr. Jolley," said Mr. O'Connor, "I don't know whether you are going to leave this court room or not, but I am going to have that conversation, if I have to call in somebody else to do it."

"I am not prepared to give it."

"You are liable to prosecution for contempt of court," said Mr. Roebuck.

"I can't help it."

"Have you related this conversation before?" asked Mr. Murdock.

"Yes, I have."

"Well, tell it now."

Finally the witness decided to tell it.

"The conversation," he said, "was regarding our opinions of the Board of Commerce. Mr. Beckett painted the picture that it was given unlimited powers, favored no one and was a court before which anyone could place his case. He spoke highly of the board. His personal opinion of Mr. O'Connor was high and he was anxious to see Mr. O'Connor appointed to the board. While in Ottawa he had sent out several telegrams at his own expense of $200 or $300 to personal friends, urging that Mr. O'Connor would be a good man for the board and to work for his appointment."

Mr. O'Connor—"Did you say early this morning that you were going to tell something that would discredit Mr. Beckett by stating what he said about me?"

"No, I didn't intend it that way."

"You are in trouble now through a loose tongue. Your tongue wagged this morning. You have announced you were going to take a new position. Let me tell you more men have to come to a bad end through what they have said rather than through what they have done."

The witness was also accused of attempting to discredit the chairman, who said:

"Mr. Jolley, you may leave here with the knowledge I haven't one atom of respect for you for your attempted blackmail of a person who happens to be placed in a judicial office. I may inform you that I have been told by the Prime Minister that not only Mr. Beckett, but hundreds of other persons, had sent telegrams urging my appointment. I don't regard the fact that Mr. Beckett sent these telegrams as being anything to my discredit, as you have attempted to turn it."

Mr. Roebuck objected to what he termed "small potatoes" in connection with the discussion regarding the witness's evidence, but the chairman declared the board would judge for itself as to whether the matter was or was not of importance. And there the storm subsided.

Mr. Roebuck, to witness—"What followed in the conversation?"

Mr. Jolley—"I held my views as to ways of doing my business and Mr. Beckett described his and gave me his ideas to think over. I asked him how he would like to see the wholesale grocery business conducted. He replied that he would like to see every manufacturer of a proprietary article set his resale price from wholesaler to retailer and from retailer to consumer. I told him that if that policy were adhered to it would raise price to the consumer."

"Why do you think that?"

"When a woman goes into a store, for instance, for three packages of corn flakes, and price is 15 cents, she would have to pay 45 cents, whereas otherwise she might get them for, say 40 cents." He replied that he wasn't talking about the consumer; he was talking about the wholesalers.

"What about wholesalers' associations?"

"I have no objection to wholesalers' associations."

"Are there many jobbers who do not cut the price?"

"I would say 70 per cent. do not. Mr. Beckett's idea was that manufacturers should only sell to men of honor who would not cut prices."

"Where does Board of Commerce come in?"

"He said he was going to place the whole matter before the Board and hoped they would see eye to eye with him, and that this arrangement would come into effect in Canada. I asked him if he wanted to see this all over Canada and he replied yes. I told him he practically controlled the grocery situation in Hamilton, and he asked me how I made that out. I replied that if a new wholesale house started up he would try to intimidate them. 'No, no,' he said, 'I would not.' 'I can give you instances,' I said; 'Fearmore Bros., and Joe Harris.' 'How do you make that out?' he asked. 'I said, Fearman Bros. came off our list because of your objections.'"

Mr. Roebuck—"How was Mr. Beckett going to work his scheme to uplift the trade in Canada?"

"It was to be worked by the manufacturer stating his price to the Board of Commerce, from wholesaler to retailer, and to the public."

"If price was not maintained, what would happen?"

"If prices were cut, they would find out the jobber or the retailer who cut, and they would tell the company not to sell any more goods to that jobber unless the matter were corrected, and if the manufacturer did not do his part to have the Board of Commerce close him up."

"I said, 'Suppose I came to Hamilton and opened a chain of stores and cut out delivery, shouldn't I be able to sell goods at a lower price?'"

"'No,' he said, 'under my idea you would not.' 'How would I get busines?' I asked. He said, 'By introducing certain innovations and attractions, etc.'

### Premier Drury Notified

"After I had left Mr. Beckett, with whom I had talked for about two and a half hours, I called on a friend in the Spectator Building. He asked me where I had been, and I told him. I told him of Mr. Beckett's opinions, and mentioned Fearman Bros., and Joe Harris. There was in the room a Mr. A. S. Porter, sales manager of the General Electric Company. I was not talking to him, and I didn't notice that he was taking down any notes until he asked: 'Who are Fear-

man Bros.?' When we got through our talk he reached for the phone and called up Premier Drury on the long distance. I asked him what he was getting at.

"He said, 'I am going to report this thing to Premier Drury.' I said, 'Do not be foolish and go into something you know nothing at all about.' I tried to talk him out of it. I offered to take him to see Beckett that night. He seemed to think that Mr. Beckett's proposal was for the formation of something like a combine, and he said that he was going to see blood shed if necessary, but that this thing would be cleared up."

This explains how the matter got into the hands of the Attorney-General. Mr. Wilkinson, of the department, came to Hamilton to see Jolley and the latter was asked to go to Toronto to meet Hon. Mr. Raney.

**Was Taken Off List**

Getting back to business transactions in groceries and the plan of Mr. Beckett.

Mr. O'Connor to Mr. Jolley: "Was it Mr. Beckett's intention to carry these things out that you have described?"

"No. I don't think so. He just stated that in his own mind he felt these things should be brought about for the good of the trade."

"Do you know anything regarding the circumstances of putting F. W. Morley off the W. K. Kellogg Cereal list?"

"I didn't have any conversation on that. I was present when Mr. Beckett and Mr. Ware discussed it."

"What was done?"

"Morley was later cut off; I didn't know why, but they did not discuss cutting him off."

Mr. Ware had said: "We are not selling Mr. Morley and are losing all the Loblaw and York Trading business, but I understand the London firm (a different concern) is selling them. Then Mr. Beckett wrote a letter to R. K. McIntosh, of the Battle Creek Toasted Corn Flake Co., of London, in lead pencil, asking him if they were selling Morley." This letter was later read to the court.

Mr. McKay: "You appreciate there is a time when a man might qualify from a broker or a manufacturers' agent to a wholesaler?"

"Yes," replied Mr. Jolley.

"Sometimes it's difficult to say just when a man may really become a wholesaler?"

"Yes, sometimes."

"There was a period when you thought Fearman Bros. were wholesalers, or you would not have sold him?"

"Yes."

"Your idea is therefore the same as that of Mr. Beckett's?"

"Yes, but I would like to ask you a question."

"No thanks," replied Mr. McKay.

"When you had a talk with Mr. Beckett before meeting Mr. Porter you mentioned chain of stores in Hamilton?"

"Yes, that was merely an illustration mentioned in the discussion."

"You refused Mr. Harris to sell him at first?"

"Yes. I would not take an order from a retailer who wanted the goods shipped direct."

"Is that the only instance where you would turn down business?"

"During my employment I submitted a number of other firms to be put on our list, and these were put on, but none were Hamilton firms."

Mr. Murdock asked for names. James Lloyd, of Goderich was mentioned, also Brents in St. John, N.B.

Mr. McKay: "Mr. Jolley, did you ever turn down any business except that of the retailers mentioned who wanted to buy direct?"

"To my knowledge, yes."

"What wholesaler was the order from Carroll's put through?"

"Lumsden Bros."

**A MUCH-DISCUSSED RESOLUTION**

A resolution passed by the Ontario Wholesale Grocers at their Dec. 2 meeting in Toronto was brought up several times during the enquiry. Here it is in full as it was passed:

"Whereas certain manufacturers are selling large retailers at preferred prices, to the detriment of the great body of the retail trade, and also selling brokers and those who are not legitimate wholesale grocers; therefore, be it

"Resolved, That the members at this meeting pledge themselves to support the manufacturers (except specific and definitely arranged cases agreed to by this Association) who will confine their sales to the legitimate wholesale grocery trade, and that a special committee be appointed to interview the manufacturers, and that the committee act along the lines of the platform adopted by the Canadian Wholesale Grocers' Association and the Wholesale Grocers of Ontario."

"What was the October 3rd deal you mentioned?"

"That was 4.15 case, less 50c per case for window display."

"Didn't you allot about 500 cases to Mr. Carroll and only about 400 altogether to the wholesalers?"

"No, that was not the situation. We allotted the goods to the wholesalers based on previous purchases in June."

"Was Mr. Carroll one of the jobbers who bought in June? How did he get 500 cases?"

"I sold him on the deal."

"Weren't the wholesalers annoyed?"

"I don't know. I don't remember any kick."

Mr. O'Connor here enquired as to how the public was interested in the private quarrels between local wholesalers and retailers.

Mr. Murdock: "I don't see how this line of questioning is going to affect one way or another the price of goods to the consuming public."

Mr. McKay: "What is the difference between a jobber and a wholesaler?"

"No difference. The wholesaler and jobber are the same. The commission merchant and manufacturers' agent are different. A wholesale grocer is a man with a warehouse who bought goods from a manufacturer, took them into his warehouse and sold to retailers."

"A manufacturers' agent is a man handling one or more lines in a territory on a commission basis. A commission merchant is the same as a manufacturers' agent. The jobber's function is to carry certain stocks, take orders from retailers only, and ship out to the retail trade—he is the same as the wholesaler."

Mr. Murdock.—"I am glad to get that view. I am new at this business and I never heard that view before."

"I thank you for listening to me," replied Mr. Jolley.

The witness said at the beginning of his examination he had left his position with the W. K. Kellogg Cereal Co and was taking another.

**Have Suggested Price, Not Fixed Price**

Geo. Morrow, Toronto representative of Quaker Oats Co., was the next witness.

Mr. Morrow stated he did not sell Joseph Harris. The Quaker Oats Co. have a suggested price but not a fixed price. He had never been approached by the wholesalers regarding setting a price or cutting below a set price. He had never been approached as far as he knew by any wholesalers regarding this.

"Had you an interview with any representative of the York Trading Co. re putting them on the list?" Mr. Roebuck asked.

"Yes, but we did not put them on. No mention was made in the interview regarding the Wholesale Grocers' Association."

**Evidence of R. K. McIntosh**

R. K. McIntosh, manager of the Battle Creek Toasted Corn Flake Co., London, was next on the stand.

Mr. McIntosh made clear the distinction between his firm and that of the W. K. Kellogg Cereal Co., of Toronto and Battle Creek, Mich. There was no connection between the two, he said.

Regarding Fearman Bros., he said he had had an application in 1917 from Fearman Bros. regarding placing them on the list. He replied it was their policy not to put on their list any manufacturers' agents as there was always the point of the agent getting a double commission. We have agents in various centres who get a brokerage, but they do not sell in a wholesale way."

Mr. Roebuck: "You have an agent in Hamilton. Does he say as to who is qualified as a wholesale grocer?"

"No."

"Has there been any communication from any wholesaler regarding selling to Fearman Bros.?"

"No, sir, I cannot recall any."

He said his records do not show that he had ever refused to sell J. Harris.

"Have you a price-fixing arrangement?"

No, not now, it was discontinued the first of the year."

This provided for a rebate to the jobber at stated intervals.

The agreement was cancelled on the suggestion of the secretary of the Wholesale Grocers of Ontario, who asked that instead of paying rebate quarterly to allow it at time of invoice. Eventually this was done."

Mr. Roebuck: "The agreement required you could demand a declaration if you desired?"

"Yes, if there was a cut in price."

In reply to Mr. McKay, Mr. McIntosh believed it was good business for a manufacturer to say at what price his goods should be sold to the retailer. Cutting prices is not good business. There was a grocer, for instance, who some time ago was cutting the price of our goods. I went to him and explained that this was not giving him a fair profit; that other grocers were complaining of this cutting in price and asked him to discontinue. He is out of business today."

W. E. Sutton, of W. E. Sutton & Co., wholesale grocers, Toronto, provided a list of firms from whom he purchased as required by Mr. Roebuck. He commenced business in December, 1919 but is not in the association.

To Mr. McKay he said he had no particular trouble in getting the lines he went after. There was of course difficulty on account of scarcity of supplies in getting many lines.

J. T. Menzies, of Stewart, Menzies & Co., manufacturers' agents, Toronto, then took the stand. His company represents several British lines, including Keillers and Crosse & Blackwell's goods.

"Have you a selling arrangement with anybody?"

"No. We sell on a fixed London, Eng., price throughout the world. We set no retail price. After the goods leave us we forget them. We believe in an established price, but not in a fixed price."

"Have you had any difficulty in selling in Hamilton?"

"Yes, we have."

"Did you sell to Harris?"

"I don't know, but we wouldn't have any objection to selling him. We have sold both Fearman Bros. and Carroll's."

Mr. McKay read a letter written by Stewart, Menzies & Co. stating they had supplied their list accounts and that "they confine their efforts to the wholesale grocers only."

"Is that correct?"

"The list accounts and the wholesale trade."

"But it doesn't say that, it says 'wholesale grocers?'"

"One Montreal retail firm had been on their list, but in a letter they stated they were rectifying this and were confining their sales to the wholesale trade and soliciting no further from the retailer."

"Then were you surprised that W. H. Gillard & Co. had written you as they did?"

"Yes, because they knew we were selling such firms as Carroll's."

"Was it good business to rectify these conditions—this is cutting out retail accounts?"

"Yes, providing we got the support of the wholesale grocers."

"If you could get the wholesale trade to distribute your goods and support your lines you preferred to sell that way?"

"Yes."

"Is it correct that the reason is the wholesaler can sell cheaper on account of selling so many lines?"

"Yes."

Mr. O'Connor.—"What cash discount do you allow to wholesaler?"

"2½ per cent.; we sell cash against document."

"If you sold to retailer?"

"Just the same."

"Suppose you sold to all retailers in this city and also to all wholesalers, to whom would the wholesalers sell?"

"The wholesalers would be in an impossible position."

"Then should you object to wholesalers criticizing you if you sold to any retailer? Why do you find fault with them?"

"I'm not finding fault."

Mr. Murdock.—"Let us say one retailer in this city gets your goods for a certain price; another gets his goods from a wholesaler at same price, would a customer of the former get any benefit over a customer of the latter if the price is established?"

"No."

James Somerville, Hamilton representative of the Battle Creek Toasted Corn Flake Co. of London, was next called.

Answering Mr. Roebuck he said he had applications from Fearman Bros. to be put on their list.

After the first of January he advised them they could get the goods, as they had become wholesale grocers. These instructions came from headquarters in London. He had never received an application to purchase from Mr. Harris.

Mr. McKay produced a letter from Fearman Bros. Aug. 28, 1917, to Battle Creek Toasted Corn Flake Co. The letter head showed he was a "manufacturers' agent" at that time.

### Case of the York Trading Co.

Robt. Dowson, president of the York Trading Co., Toronto, stated his company was a limited liability company with $100,000 capital, $7,000 to $8,000 paid up and stock of $21,000 on Jan. 1, 1920.

There are about 80 shareholders, 70 of whom are retailers. They have 6 of a staff, one traveller and about 90 customers. His company does not sell to the consumer—to the retail trade only. Profits are distributed as dividends on capital stock, not on purchases. Shareholders have no other interests. Any retailer may buy at same prices as shareholders. Mr. Dowson's firm applied for membership in the Wholesale Grocers of Ontario, but was rejected.

Mr. Roebuck.—"Are there any other companies in which retailers are interested who are members of the Wholesalers' Association?"

"Yes, so I understand—the Canada Brokerage Co. and Eby-Blain, Ltd.; I am told Eby-Blain have retailers in their firm."

"What about the Canadian Shredded Wheat Co.?"

"We applied to Canadian Shredded Wheat Co. to be put on the list, but were informed they were oversold. Mr. Slate of that company had told him they wanted all their customers to be their friends, and they had to consider the matter before they could say what they could do.

"We told Mr. Slate we had made application to join the association and he said he would wait to hear how it was considered. He said he did not want to compromise himself with his customers." Later the word "customers" was changed to "guild" and Mr. McKay objected to the prosecution counsel leading the witness. Mr. Dowson then said he would not be sure of exact words and would rather not try to repeat the conversation.

Application had been made to the Battle Creek Toasted Corn Flake Co., London; W. K. Kellogg Cereal Co., Toronto; the Borden Co. and Procter & Gamble Co., but they were not able to get on these lists.

"What about Quaker Oats Co.?"

"Mr. Morrow told me he could not place us on the list."

A letter was read from E. W. Gillett Co. to the effect that until the application of the company was successfully considered by the Wholesalers' Association they would not consider placing them on the list.

A letter was also read from the St. Lawrence Starch Co. in a similar vein. Other firms applied to were the Channell Chemical Co., and Eugene Moore, Toronto. The former was merely a refusal to sell, the latter to the effect that until he became a member of the association they could not get the goods of Hills Bros., New York.

"What about T. A. Lytle Co.?"

"I phoned them last year and later interviewed Mr. Kerr. He said the company had given their word that they could not sell us, but advised us to see Eby-Blain, Ltd., to make application to the association. We did so and Mr. Eby told us the matter would be considered. I stated we were in the same kind of business as they."

"Would the sale by a manufacturer through you have any effect on the ultimate consumer?"

"Yes, the result would be a benefit to us and to the consumer." Mr. Dowson said the York Trading Co. was not bound by any contract.

Mr. O'Connor.—"Do you maintain the price?"

"Yes."

"Then how does the consumer get any saving?" asked Mr. Murdock. "Let us have a concrete example."

Mr. Dowson.—"Prunes, for instance. Our retail stores sell them at 28c a lb. for certain price and I noticed in some wholesale advertisement the wholesale price is 28c."

"Did you get these prunes under any different circumstances from the wholesalers?"

"We got them from the same sources."

"To-day in business," Mr. Dowson said, "everyone is harrassed to death by overhead expenses. The question is how can these expenses be reduced to lower the price. The system of the wholesale business is too cumbersome, too expensive."

Mr. Murdock.—"Would that argument hold good in regard to country distribution?"

"All over the country."

"But in country districts?"

"We have one country customer—a shareholder. He comes in for his goods."

Mr. Murdock.—"Your company has $100,000 capital authorized, $8,000 of which is paid in and $20,000 stock. Do you, in your wholesale business, pay for the goods that pass to your retail establishments, or do you charge them up to each individual house? How do you pay for $20,000 stock with $8,000?"

"We pay for all our goods through the wholesale establishment."

"How do you do it?"

"That's where the ingenuity comes in. We have a system of weekly collections and we allow our shareholders 30 days or more extended credit."

"Then I was right in understanding the retailer paid for the goods on behalf of the wholesaler," said Mr. Murdock.

"I don't see it that way."

Mr. Roebuck.—"Retailers in the York Trading Co. have an actual control over your methods?"

"Yes."

"Is it as difficult for you to solicit orders from your shareholders as if a wholesale house sent out travellers?"

"No, they come and get their own goods mostly."

Mr. Murdock.—"What proportion of the total requirements of your shareholders do you supply?"

"Practically everything."

"You do a business of about $19,000 a month, or $200,000 a year, showing an average of $2,500 per annum. These must be all small corner stores?"

"No, sir, they are not."

"Do they only do an average of $2,500 a month?"

"I don't know about that."

"Some must sell less than $2,500 per year?"

"Yes, I would say so on that basis."

"Is it possible for a retailer to make a living profit on $2,500 a year turnover?"

"I wouldn't say so."

Mr. Murdock asked is it fair for the public to be maintaining the overhead expenses of the families of the 80 retail stores who are shareholders. "It seems to me ridiculous."

An argument ensued as to the meaning of the former evidence and witness pointed out he did not mean that their shareholders bought all their goods from them.

In answer to Mr. McKay, Mr. Dowson said he did not know what was the cost of maintaining the staff of 6 in their warehouse.

"Our traveller is sold on a commission basis—15 per cent. on selling capital stock and 5 per cent. on sales," he said.

"I'm told $3,000 is a minimum per man?"

"I don't know. I can't give any figures, as I haven't got them."

Mr. Murdock ordered that the books of the company be presented to the Board.

Mr. Dowson could not give any figures in regard to the cost of doing his business. Mr. McKay asked, "Shouldn't the president of a company have an idea of what expenses of a new business would be?"

"About what is your total monthly overhead?"

"Salaries are about $450."

"What is the rent?"

"One hundred a month. Delivery, $25 per week—our delivery is cheap because most of our shareholders do their own delivery."

Mr. Murdock here wanted to know amid laughter what the employees getting an average of $65 per month ate—those prunes that were mentioned?

"I suppose so."

Mr. McKay.—"I understand your retail shareholders come in and get their own goods. Then others are doing the work, and isn't it a fact that the work of the wholesaler is being shifted to the retailer? If a delivery van comes from a retail store in some other part of the city for his goods, this again shifts the responsibility from wholesaler to the retailer? Isn't that delivery paid for? Isn't your company just a buying agency to get their goods as cheaply as possible?"

"I don't look at it that way."

"You have said one advantage of the company was that your shareholders had really control of the business in their own hands?"

"Yes, that's true."

"And they exercise that control?"

"Yes, I suppose they do."

"Therefore the business is under their control all the time and they have the direction of the buying and selling of the goods."

"Yes, through their servants."

"The net result is they are in position of 80 men who meet and contribute $100 each and employ men to carry out the buying under their instructions?"

"Substantially that's true."

Mr. O'Connor asked if the procedure of the examination in this way was leading to the point at which they wanted to arrive.

"The Board has already ruled before the Parliamentary Committee that the York Trading Co. is a 'sham' wholesale house, and so far as we are concerned we haven't changed our mind."

### Mr. Harris on the Stand

Joseph Harris was then called. He has been in the wholesale grocery business for past four years.

"Do you carry a full line?"

"As complete a line as I am permitted to handle."

"How many customers?"

"About 400, and serve no others. I deliver by motor truck."

"Are you a member of the Wholesale Grocers' Association?"

"No."

"Are you on the jobbers' list with any manufacturers?"

"Yes, some."

"Have you signed any manufacturers' agreement?"

"None; I don't believe in them."

"Are there any essential differences between your business and any other wholesale grocer?"

"None."

Mr. Harris cited making application with various manufacturers, including the Borden Co., St. Lawrence Starch Co., and the Procter & Gamble Distributing Co.

Replies indicated these firms were not in position to handle more business, or that they were satisfied with present distribution.

"I had an offer from the Procter & Gamble Co. to sell one carload of their goods if I would accept it through a competitive house, and allow me 9 per cent., 1 per cent. to go to the other wholesaler. I refused to accept on principle. I made an application to them some time ago, but they replied on account of shortage of materials they could not fill the order. I had been buying the goods from competitors and retailers."

"Did Mr. Jolley see you?"

"Yes, he took some orders from some of my customers, but told me he couldn't fill them, because he had had the matter up with Fearman Bros. and was told by some wholesalers that if the W. K. Kellogg Co. sold them they would have to cart their goods away."

Mr. Harris doesn't handle sugar, says he couldn't buy it, although he had applied to the agents of the Atlantic, Redpath and St. Lawrence Company. He couldn't buy Carnation milk because the agent claimed he was not a legitimate wholesaler, after asking him various questions.

He couldn't buy from Dominion Canners.

"Hard-boiled," he said. He never applied to Quaker Oats Co. or Canadian Shredded Wheat Co.

"Did you ever apply to Wagstaffe, Limited?"

"No, but I have some correspondence. One of the Wagstaffe salesmen took an order from a retailer to go through me. I accepted the business and received a letter from the company referring to the order, but eventually learned from the retailer that Balfour Smye Co. had filled it."

He also applied to the E. B. Eddy Co., Canadian Salt Co., and T. A. Lytle Co., but was informed that these firms were already represented through the wholesale trade and didn't wish to open new accounts. The T. A. Lytle Co. wrote in January that their representative would call on him, but he had not seen him.

Mr. Harris went into the witness chair on Wednesday morning to resume his evidence. He was cross-examined by Robt. McKay, K.C.

"Are you in accord with a manufacturer fixing his selling price to the retail grocers?"

"Yes. I only object to the dictation of the so-called association."

"Being in accord with that principle, do I understand that you undertake to sell only such lines as were profitable?"

"No."

"Did you ever make application to the refiners for sugar?"

"Yes, several."

"Do you carry a full stock of bulk groceries?"

"Some of them."

"Do you handle tea?"

"Yes."

"Any others?"

"Yes, peppers."

"That's all?"

"Yes."

"Well, then, a manufacturer might be pardoned if he considered that you were not really a wholesale grocer?"

"No. I don't think so. My growth had been retarded by my inability to secure certain lines of goods."

"Have you ever stated that you would never consent to join an association which held that you should not have the right to sell to one retailer at the regular price, fixed by the manufacturers, and to another retailer at another cost? You stated yesterday that you were in good financial standing to handle a wholesale business?"

"Yes."

"Do you realize that your mercantile rating is rather low?"

"No, I don't think so."

"Is it not a fact that your business is rated at from $5,000 to $10,000?"

"Do I have to answer that question?"

Mr. McKay did not press it.

**Definition of Wholesaler**

Mr. O'Connor—"What, in brief, is your definition of a wholesale grocer? That is, the main point in that question."

"A merchant who purchases goods and pays for them in the regular way and distributes them to the retail trade."

"Have you been in the habit of making concessions to large retail stores, such as chain stores?"

"No."

" Do you consider in your definition of a wholesaler that it is necessary for him to carry every line in the grocery business?"

"No, I do not."

"How many lines are there in the whole business?"

"About a thousand."

"How many wholesalers do you think carry absolutely every line?"

"I would say none in this city."

"So that if the theory of the association was carried to its logical conclusion none of them would see salvation?"

"No."

"You consider you are a wholesaler?"

"Yes."

"Do you give quantity prices?"

"Not unless by consent of the manufacturers."

"Do you buy outright?"

"No."

"Do you stock goods, assume your accounts, pay taxes, etc.?"

"Yes."

Mr. O'Connor asked the witness what was the amount of his business.

This was given.

**Canada Starch Policy**

E. T. Williamson, Toronto manager, The Canada Starch Co., stated he had not received any order directly to supply Wm. Carroll neither through Mr. Adams nor Mr. Harris. In regard to the General Wholesalers, Ltd., the policy of his firm at Montreal was to sell through the straight wholesale grocers, names of whom are not decided upon by any wholesalers.

"We make a resale price and allow the jobbers 12½ per cent. and if it is not complied with, we would cut them off the list. But this has never happened."

"Is there any connection between your company and the St. Lawrence Starch Co.?"

"None whatever."

"Do you know if there is any connection or 'gentleman's agreement' between your company and the St. Lawrence Starch Co.?"

"I think there may be, but I do not know. Mr. Ruddy would know and he is here to-day."

To Mr. McKay, Mr. Williamson said that the British-America Starch Co. years ago first sold direct to the retail trade. "The Brantford Starch Co. was organized, after the former went out of business. We then decided to sell through the wholesale trade and to large retailers in 100 case lots. Our discount was 12½ per cent. and 3 per cent. to the wholesaler and 6 and 3 per cent. to the large retailers. We didn't find the latter policy worked out properly, so decided to confine our trade strictly to the wholesaler, making the discount 12½ per cent. This, in my experience, has been most successful and cheapest method in getting our goods to the consumer."

"What would happen if you sold the broker, too?"

"As he can afford to sell at a less commission than the wholesaler, he would likely cut the price and demoralize our prices and trade and we would likely have to go back to the retail trade."

Jospeh Ruddy, vice-president of the Canada Starch Co., followed. Mr. Ruddy said their list included names got together through their own representatives and considered on their merits.

"Do you consult as to whom you sell with the St. Lawrence Starch Co.?"

"We sometimes talk over prices together, but not as to the list we sell. We may occasionally discuss someone who wants to get on our list, but we sell to some they don't. We have many on our list who are not members of the association. We put Fearman Bros. on our list, or decided to, before they became a member. We supply about 20 times as much starch to the trade as comes into Canada."

"What is the tariff?"

"At present time, equivalent to about 14 per cent. apart from exchange."

"Is it possible to import starch into Canada at 14 per cent. duty and compete with you?"

"Oh yes, it comes in all the time."

"If you did not have a fixed price, would there tend to be a demoralization in trade and mean a reduction in prices?"

"It might mean a demoralization in local districts to our disadvantage. If a retailer did not make a profit he would not be inclined to push the sales of our goods and our production would be lessened.

To Mr. McKay—"The ultimate effect would be, it would increase our costs and naturally our prices would have to increase. Corn was very much less in price years ago—28c per bushel, as against $1.90 now; coal is about 3½ times higher now, and labor is fully 3 times as high. Our increase in price in same period is about 2½ times."

"On what is your selling price fixed?"

"On our production and selling costs and on a fair profit to earn our dividends. In fixing our price we allow the wholesaler what we consider a fair profit for his service. The cost of the wholesaler is about 9 per cent. and when we sold to the retail trade our costs were about 20 per cent. This was because of bad debts, high cost of selling organization to call on all the retailers, expense of collections, warehouse costs, etc.

Mr. O'Connor—"On what basis do you justify the 'gentleman's agreement' you speak of?"

Mr. Ruddy—"If one of us were to put our prices below the other, he would be so flooded with orders that he couldn't take care of them and there would be a demoralization in the trade. The railways do it and telephone companies do it."

Mr. O'Connor—"Under supervision."

"Yes, and we would like to do it under the supervision of the Board of Commerce."

Mr. O'Connor—"But you are supposed to report all these things forthwith to the Board."

Mr. Ruddy pointed out that was the first time he knew of it and stated he was most ready to comply.

**Procter and Gamble System**

J. T. Owen, sales manager, Procter & Gamble Distributing Co. of Canada, stated their prices are suggested, not fixed. If prices were cut they would continue to sell to the wholesaler. They did not sell to Fearman Bros. when they applied last fall, as they felt it was not to their mutual benefit. They are now

selling them, but not because they became a member of the association. They refuse to sell the York Trading Co. "If they could have handled enough of our goods we certainly would have considered their application," he said.

In regard to Joseph Harris, they did not sell him. "One of our salesman may have offered to sell Mr. Harris through another wholesaler, allowing the latter 1 per cent. out of 10 per cent."

"And Harris objected?"

"Yes."

"Did any of the wholesalers object to this kind of business?"

"Yes, Mr. Beckett mentioned the matter, but he did not make a specific complaint, merely gave his ideas generally on what he considered proper business as far as he was concerned."

To Mr. McKay, witness said it was not a policy on part of his firm to sell any large retailer or wholesaler through another wholesaler. Sometimes a lower price was given than their list price.

"Could that be repeated frequently without interfering with the distribution of your goods?"

"Such sales are perhaps one or more a month."

"Your policy as you have outlined it, says that all sales are to be made according to the list. Your company believes that is the best method?"

"I believe so."

"But if you feel you can sell a large retail account on a different basis and make a little more money on it, your company believes it desirable to do so?"

"Apparently so."

Mr. O'Connor—"Suppose there are two retailers A and B on the same street and C a wholesaler. You sell B 100 cases of soap direct at a reduced price. You also sell soap to C, the wholesaler. He comes in to sell A, who wants, say 10 cases; but he says he won't buy because his competitor is buying it direct at a lower price. He then can't compete. What would be your answer?"

"A man is entitled to a differential in the price between 100 and 10-case lots according to our list."

"But how would you answer A?"

"About the only answer I could make would be that B has built up his business to the extent that he was able to buy a large quantity."

"You wouldn't be able to answer him why he should buy your goods."

Mr. McKay—"The small man must inevitably disappear if your view generally prevailed?"

"In the first place the big retailer wouldn't give all the extra profit to his customer. He would keep part of it."

Comm. Murdock—"Would he split it 50-50?"

"I couldn't say."

Mr. McKay—"Under such a system the small merchant would eventually have to go into demise if it became general?"

"I couldn't answer that."

Mr. Murdock—"My understanding is that this company has adopted a policy which will be in the best interests of the Procter & Gamble Co., and not in interests of the retailer or the consumer." This statement was applauded at the rear of the court chamber where there were many retailers.

Mr. Lang, counsel for Procter & Gamble Co.—"Regularly our business is done through the wholesale grocery trade. Our company sells to a firm like the T. Eaton Co., about 23 cars a year. We also sell to some jobbers who are not members of the association, but we sell to no retailer other than the T. Eaton Co.

Mr. Owen substantiated this.

It developed that Mr. Owen had misunderstood some of the questions asked before and that the Procter & Gamble Co. did not sell to any large retailer direct in quantity lots, except the T. Eaton Co.

Mr. Owen again stated that sales were made to large retailers, but the goods were put through some jobber, and so the incident closed.

# Highest Profits 5¾% on Capital

## Wholesale Grocers Acquitted by W. F. O'Connor as to Undue Profits—Glad to be Able to Make 1½ Per Cent. on Sales, He Says—An Incident of the Enquiry

HAMILTON, Ont., March 16.—(Special). — Profits made by wholesale grocers in Canada were dealt with here at length by Chairman W. F. O'Connor, of the Board of Commerce, on Friday last, as an incident during the course of the investigation into the alleged combine of wholesalers, retailers and manufacturers. The details were collected each year from the business facts which each wholesaler was required to submit to the Government during the past number of years, and which were without doubt reliable.

'As there may be in the public mind an idea that these proceedings have been undertaken because it was charged that the wholesale grocers have been making excessive profits, the Board of Commerce has seen fit to make a declaration to alleviate the mind of the public. They plan, in justice to the wholesale grocers, without any request or desire on the part of the wholesale grocers, to make a statement regarding the position of the business from coast to coast, from returns submitted relating to the details and profits of the wholesale grocers of Canada since 1913.

"It is impossible for these reports to be wrong. One year follows upon another. They disclose a condition of which the public should be apprised in justice to the gentlemen involved. I have brought here this morning five typical cases. There are two or three Hamilton concerns at least among the five.

"These statements disclose a very startling result—that result being that it would have been better for the wholesale grocers to have closed their doors, instead of doing business at all.

"Here is a typical case of a firm who does a gross business of $1,300,000 per annum; the capital invested and at work is $800,000. It costs this firm 11¼ cents on the dollar of business to do that business. The amount which the interested parties draw as remuneration for doing that business is three-quarters of one per cent. per annum. The net profit is 1½ per cent. on business done. The gross profit upon the capital invested is 6 per cent.

"These profits, as compared with others, are generous.

"Another case: The invested capital is $450,000—I mean at work in the business. The sales amount to $1,000,000. The cost of doing business is 12 per cent. on each dollar's worth of goods. Net profit on the business done amounts to 2 per cent.; the gross earnings on capital invested, 4 per cent.

"Another case: $400,000 invested in the business; the net profit, 1½ per cent.; the profit upon capital invested, 5 per cent.

"Best case I could find: The capital invested is $500,000; sales, over $1,200,000; percentage earned upon capital, 5¾ per cent.; percentage earned upon sales, 4 per cent. Out of that 4 per cent. the partners draw their salaries. If these salaries were computed at $5,000 for two, which would seem to be small in consideration of the capital invested, the net profits would be 2½ per cent.

They would have done better to have closed their doors. Money is worth at present 6 or 7 per cent. The highest interest on the money invested in any of these cases is 5¾ per cent. The wholesale grocer who makes a net profit of 1½ per cent. upon his sales, calculates he is doing well.

"These things I have stated have no relation at all with the charge, that of an existing combine. But under the Fair Prices Act this board may make declarations in any case which are desirable for the guidance and information of trade and general public of the country.

"We expect to be asked to make declarations, but the only binding order we can make is refraining a proved combine from operating, but we may make certain declarations guided by our own opinions as to what is business ethics and business law."

# Second-Hand Conversation Cause of Alleged Combine Investigation

## Hamilton Young Man Hears Recital of a Conversation Traveling Salesman Had With a Wholesale Grocer and 'Phones to Premier Drury as a Consumer and British Subject—Commissioner O'Connor Thinks Anyway It is Serving a Good Purpose

By Staff Representative of CANADIAN GROCER.

HAMILTON, March 16. — Who started the big investigation alleging a combine among the wholesale grocers of Hamilton and of Ontario? Everything must have a start so what was the origin of the case heard last week before the Board of Commerce, and which will continue next week in Toronto—and maybe eventually wind up at Ottawa?

In short, here was the cause, as was brought out on Friday last when A. S. Porter, Hamilton manager the Canadian General Electric Co., took the stand: Archibald Jolley, now a former representative of the W. K. Kellogg Cereal Co., Toronto and Battle Creek, Mich., had a conversation with H. C. Beckett, of W. H. Gillard & Co., wholesale grocers, Hamilton, Ont., in regard to the rights of wholesalers refusing to buy goods from a manufacturer who permitted his product to be cut by another wholesaler. He recited this conversation to a friend, Mr. McVittie, an assistant to Mr. Porter, in the latter's office one afternoon. Mr. Porter therefore received the conversation second-handedly, and as a consumer and a British subject, called up Premier Drury by long distance phone and lodged the complaint, which was later put in writing. This written complaint naturally found its way to Attorney-General Raney's office, and the wheels were set in motion that eventually brought on the present enquiry into the alleged combine.

A. W. Jolley had previously given his story as to his connection with the affair, and Mr. Porter was subpoenaed to corroborate that evidence.

Major Duncan, Toronto representative of the Board of Commerce, handles the case. He recited his impression of the evidence of Archibald Jolley to Mr. Porter. The latter agreed these impressions generally were correct.

Mr. Porter then told what happened as he recollected it. In giving his evidence he said: "I desire to plead ignorance of the book of the common law." He assumed that Mr. Jolley addressed him in his office as well as Mr. McVittie, and then recited the conversation in effect that has already been given, except that Mr. Jolley had said to him that Mr. Beckett had said: "'To hell with the consumers, I'm interested in the wholesale grocers,' so I reached for the phone and called up Premier Drury's office."

Mr. Porter hesitated at first to mention the name of the company with which he was employed, because, he said, he was a consumer and solely interested in the consumption of groceries. He was not married. Asked by Major Duncan if there was any other reason, he said not.

"Are you aware that at about this time there was a suit on before the Board of Commerce, the Canadian General Electric Company being the defendant and the Canadian Laco-Phillips Co. the plaintiff?"

"No. I was not aware of it at that time."

"Haven't you told some people you hadn't read the reports of the proceedings before the Board of Commerce, that you had only read the headings?"

"The statement I made was that I may have read the headings."

He denied that by mentioning this matter to Hon. Mr. Drury he thought he could divert the attention of the Board of Commerce from the suit of the Canadian Laco-Phillips and the Canadian General Electric Co. to another channel—the wholesale grocers.

Mr. Porter did not remember anything said by Mr. Jolley about telegrams Mr. Beckett had sent out regarding the appointment of any member of the Board of Commerce. He admitted that perhaps he did act a little hastily in regard to phoning Hon. Mr. Drury without first getting the further facts from Mr. Beckett, which Mr. Jolley had urged him to do; and that it was on hearsay from Mr. Jolley that he had started the investigation, which Major Duncan declared would likely take up the time of the court for two or three weeks.

Finally Mr. McKay got from the witness an admission that while he was not ashamed of what he had done he was not altogether proud of it.

Mr. O'Connor remarked that at any rate the investigation was serving a good and useful purpose, no matter who had caused it.

**Policy of W. C. Macdonald Reg'd.**

F. G. Campbell, sales manager of W. C. Macdonald, Reg'd., Montreal, stated his firm had an application from Fearman Bros. in August, 1919, to be put on the list and replied that they did not wish to open up any new accounts in the Hamilton district. Asked why, he said they had ten distributors which they considered enough.

"Our position is that we prefer few and active accounts rather than many and inactive accounts, so that to those who were on the list there would be some advantage in pushing sales. There has been another application, but so far it is neither granted nor declined.

"We have always had an understood resale price. We have never had any trouble; I presume our firm has a right to refuse to sell any firm that does not observe the established price. There was no move last July of the Ontario wholesalers to change our policy."

"On a business trip last year in Canada I found that in some cases our customers were cutting our prices and in others they were charging too much. I endeavored to arrange a fair price to all. Our own selling force and myself decided on that price."

Mr. Campbell denied that after calling on the wholesalers in Ontario, his firm had agreed on a price at which they would sell. The prices were made before and he announced those prices to the trade on his visit. No understanding was arrived at with A. C. Pyke, or the wholesalers in any way until after they had made their sale price.

"Since this price went into effect," Mr. Campbell said, "the wholesale trade in Ontario has sold more of our tobacco and we therefore manufacture more goods which tends to reduce our overhead and price to the consumer."

To Thos. Hobson, K.C., counsel for W. C. Macdonald, Reg'd., Mr. Campbell pointed out the wholesaler received 9 per cent. on the selling price; that he looked after establishing the price and that no wholesaler or organiaztion has anything whatever to do with it. Their customers were picked by themselves always. Terms of sale to wholesale are net cash, no discounts. Although cost of manufacture in the past few years has increased rapidly, on account of amount of business they had done the past year it had enabled them to keep their prices from advancing. Jobbers were permitted to sell other jobbers at a special discount.

To Mr. McKay, Mr. Campbell said they couldn't sell direct to the retailer, at least not except at a greater expense.

Mr. Roebuck asked in case one wholesaler sold to another would that sale be made on a brokerage basis?

Mr. Campbell replied that it would not, because drop shipments would not be made in a city where the firm had wholesalers representing them.

# "To Do What He Will With His Own"

## Such is the Decision of the United States Federal Circuit Court of Appeals Set Forth in the Case of the Beech-Nut Packing Company

THE United States Federal Trade Commission has once again been checkmated by the Federal Courts in its view on the subject of restraint of competition. The manufacturer has the right to control the price at which his brands may be sold, and it is confirmed by the Federal Circuit Court of Appeals that the resale price can be dictated with the legal right to cut off any wholesaler who sells a chain store or other dealer who refuses to adhere to the price terms named by the manufacturer.

In other words, the Beech-Nut Packing Company, or anyone else for that matter, can refuse to sell its goods to men it does not want to handle them. It matters not whether the point of objection be price cutting or anything else, so long as the seller acts independently of all others and not in collusion or conspiracy.

### Trade Commission's Ruling Reversed

In its decision the court reversed and set aside the order issued by the Federal Trade Commission against the Beech-Nut Packing Co., whereby the company was commanded to cease and desist from refusing to sell dealers who either failed to observe the resale prices announced by that company or who resold to other dealers who failed to observe its prices. The court squarely held that such refusal-to-sell conduct on the part of the Beech-Nut Packing Co. does not constitute any unfair method of competition in violation of Section 5 of the Federal Trade Commission Act as the commission had charged.

The opinion of the court was written by Presiding Judge Ward, while Judge Manton filed a separate but concurring opinion. The ruling of the court is based upon the decision of the United States Supreme Court in the Colgate & Co. case made some months ago, in which the same questions were involved. In reversing the Federal Trade Commission, whose decision was a friendly one, in order to settle the rights of a manufacturer over resale prices, Judge Ward said:

"But we understand the Supreme Court to hold in United States vs. Colgate & Co., that a similar but less drastic method of sale constitutes merely the exercise of a man's right to do what he will with his own and is not obnoxious to the Sherman Act. The facts as found by the commission, being supported by testimony, are conclusive, but the effect of them is a question of law to be expressed in a conclusion of law and the commission so describes it. We do not see how this conclusion can be sustained in face of the decision in the Colgate case. The order is reversed."

### Upholds Beech-Nut Co. Policy

In his separate opinion Judge Manton said:

"In view of this recent pronouncement in the Colgate case, and even accepting the finding of facts of the commission, I think we are forced to the conclusion that the acts found and charged in the method of doing business under the 'Beech-Nut merchandising policy' are not unfair methods of competition and that, therefore, this court must hold, as a matter of law, that the commission exceeded its power in making the order appealed from."

### Can Make Own Terms

Charles Wesley Dunn, counsel for the Beech-Nut Packing Company in this case and also counsel for Colgate & Co. in the Colgate case, commented upon the decision by the Circuit Court of Appeals as follows:

"The decision of the Circuit Court of Appeals in the Beech-Nut case, handed down yesterday, is a complete vindication of the 'Beech-Nut merchandising policy,' to-wit: the refusal to dealers who either do not charge the fair resale prices suggested to the company or resell to other dealers who do not charge such prices.

"The court squarely holds that such refusal-to-sell policy does not constitute an unfair method of competition in violation of section 5 of the Federal Trade Commission Act, as charged by the commission.

"The decision is predicated upon the decision of the United States Supreme Court in the Colgate case, wherein our highest court established the fundamental principle that a manufacturer or trader, engaged in an entirely private business, has the undoubted right to exercise his own independent discretion as to the parties with whom he will deal and to announce in advance the circumstances under which he will refuse to sell, in the absence of any purpose to create or maintain a monopoly, and held that the aforesaid refusal-to-sell conduct does not constitute an offense against the Sherman Act.

"The commission previously announced that it would carry this case to the United States Supreme Court in the event of such a decision adverse to it."

---

### J. A. TAYLOR NOW WITH LEA AND PERRINS

J. A. Taylor has been appointed special representative for Lea and Perrins, and will make his headquarters at Toronto. For the present Mr. Taylor will cover the Ontario field. For seven years Mr. Taylor was connected with Bovril, Limited, in Western Ontario.

### FOOD CONDEMNED IN 1919, 337,653 Pounds

The Food Department in its report of the confiscations made during the year 1919, shows that 337,653 pounds of food were confiscated as being unfit for human consumption, made up of 28,487 lbs. of beef, 41,589 lbs. of veal, 7,956 lbs. of mutton, 26,148 lbs. of pork, 907 lbs. of venison, 2,211 lbs. of poultry, 164,979 lbs. of fish, 17,827 lbs. of sundry foods, 4,687 lbs. of fruits, 37,105 lbs. of vegetables, and 5,757 lbs. of sundry fruits, as well as 203 tons of ice.

In the same period the following animals were confiscated: 16 cattle, 737 calves, 90 sheep, 65 hogs, 3 deer, and 9,116 lbs. of various portions of animals.

### UNITED FARMERS' BUY STORE AT HAWTREY

The U. F. O. have purchased a store in Hawtrey and will open up for business in the near future.

### CO-OPERATIVE DELIVERY FOR LINDSAY

Lindsay, Ont., has a co-operative delivery system, conducted by Kennedy Bros. Merchants are very enthusiastic about this system, the cost is about 50 per cent. less than by private ownership, also the loss through carelessness in drivers losing and breaking parcels is obliterated, as Kennedy Bros. take full responsibility after orders are in their possession. Merchants state that they have less trouble with c.o.d. orders than ever before. Four deliveries are made each day with an extra delivery each Saturday evening.

### INDIA'S 1919-20 RICE CROP

The first official forecast of India's 1919-20 rice crop, based upon reports furnished by provinces containing 99 per cent. of the total area under rice in British India, places the area sown at 73,233,000 acres, or nearly 3 per cent. above the estimate (71,172,000 acres) at the corresponding date a year ago. As compared with the final estimate (75,864,000 acres) for 1918-19, the present acreage, Consul General James A. Smith, of Calcutta, reports, shows a decrease of 3 per cent.

# CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

## QUEBEC NEWS

L. Belisle has removed from 1578 Chabot Street to 613 Marquette Street, Montreal.

John Kelly has purchased the business of C. LeCavalier at 1091 St. Valier St., Montreal.

M. Woolff has bought out the grocery business of O. Christian at 653 Frontenac Street, Montreal.

E. P. Roberts, of the firm of John T. McBride, Montreal, is in New York on a short business visit.

Z. Richard has purchased from L. Pelletier the grocery business at 91 Cuvilliers Street, Montreal.

J. A. Longchamp has purchased the grocery business at 1669 Masson Street, Montreal, from D. Bourdan.

Phillippe Crete has purchased the grocery business at 520 DeMontigny Street E., Montreal, from Jimmy Hamel.

D. Dunberry has purchased the business at 759 Dorion Street, formerly owned and managed by Mrs. A. Corbeil.

F. S. Podvin, grocer, has sold his business at 37 Grandpre, Montreal, to C. E. Drainville, who expects to enter into occupation on or about March 22.

A. E. Cox, the Quebec representative of Cowan's Cocoa, who has been laid up for several months, has sufficiently recovered to take up again his work in Quebec Province.

The J. A. Goldman & Co., of 140 Villeneuve Street W., have sold their business to J. Woolman, who will continue under the name of the Villeneuve Provision Company.

Harold Sedden, Canadian representativt of Lea & Perrins, returned to Montreal, from a several weeks' tour of Western Canada, extending as far as the Pacific Coast.

## ONTARIO NEWS

E. E. Hunniford, Clinton, has sold his business to F. W. Wigg.

A. E. Wideman, Fort William, has sold his grocery business to Wanson and Kajander.

Jno. O'Donnell, Wallaceburg, Ont., has sold his grocery business to Kingsley Atkinson.

Howard Norris, formerly of Goldstone, has purchased a grocery and bakery business in Aurora.

G. A. McCullum has sold his bakery in Drayton and purchased the Ward bakery in Harriston.

The grocery business of Thomas Fielding, Gravenhurst, has been acquired by D. R. MacInnes.

J. K. Harstone, Severn Bridge, Ont., is changing his method of doing business to the cash system.

J. E. Lillico, Charlotte St., Peterborough, has sold his grocery business to Fitzpatrick & Geraghty.

Fobert & Corbeil, Cornwall, have opened a grocery and butcher store at the corner of 3rd and Gloucester Sts.

Mr. Prettie, of Toronto, has gone into partnership with W. J. Finnigan, Egmondville, Ont., in the grocery business.

C. H. Williamson, Hamilton, Ont., has opened a grocery and butcher business at the corner of Cannon and Wellington Streets.

D. R. McPhail, Kincardine, who a few weeks ago disposed of the Massey-Harris Agency, will open a grocery in the same premises.

Wanson & Kajander, Port Arthur, have purchased Wideman's grocery at the corner of Algoma and Cornwall Avenues.

E. D. Nills has purchased the grocery business of Ray Sales, Leamington, and will conduct it on the cash and delivery plan.

The general store business carried on by John Groves, Gravenhurst, has been formed into a joint stock company and will in future be known as the J. Groves, Limited.

The Davison block, Sudbury, occupied by Mawhinney & Co., general merchants, has been sold to Wm. Trivett, Burks Falls, who intends to open a grocery and confectionery in the near future.

## DEATH OF JOHN WHYTE

### Prominent Business Man in Stratford, Formerly in Mitchell

John Whyte, president of the Whyte Packing Company, and of the Stratford Brass Company, as well as vice-president of the Macdonald Thrasher Company, and the Avon Knit Company, died on Sunday, March 14, following a general breakdown a few days ago.

He was for years associated with his father at Mitchell, in the Whyte Packing Company, and, following the death of the latter, moved to Stratford in 1899.

Since that time he had been a prominent figure in Stratford. He served on the Hospital Trust and the Board of Health and was prominent in Board of Trade matters. A large family survive.

## BRIDGEBURG FORMS CO-OPERATIVE COMPANY

A co-operative company has been formed by members of the Trades and Labor Council of Bridgeburg, Ontario. The organization will have a capital stock of $25,000, with shares being sold in as small lots as $10. The discount is to be allowed on the basis of the goods purchased and not according to stock holdings.

## CLERKS NOW PARTNERS IN THE BUSINESS

T. A. Fisher, of Lindsay, Ontario, who has been in the grocery business since 1887, has formed a limited company. His associates in the business are composed of clerks from his staff. The firm will be known as Fisher, McFadyen, Limited. Neil McFayden has just recently returned from overseas and was with Mr. Fisher for 8 years previous to enlistment.

## NEW MILK CONDENSERY FOR SYDENHAM

The Bowes Milk Produce, Limited, Toronto, are erecting a hundred thousand dollar milk condensery at Sydenham. The work of excavating has already begun, and it is planned to have the plant in operation this summer. By means of motor trucks, operating over a radius of ten miles, milk will be collected from the farmers in the neighborhood and manufactured into condensed milk products. Eight of these trucks have already been purchased. When in operation the plant will employ about 75 men.

## SALADA TEA CO. EXTENDING

The purchase has just been concluded by the Salada Tea Co. of a further 48 feet frontage on Wellington street with a depth of 300 feet. An extension of the warehouse is thus anticipated. The property is to the east of the warehouse, and this gives the company a total frontage of 148 feet on Wellington and 100 feet frontage at 461 King street west.

## A FARMERS' CO-OPERATIVE STORE FOR GUELPH

It was learned to-day that the United Farmers' organization of South Wellington had purchased the property on Lower Woolwich street, owned by Palmer Bros., and intend to open up a big warehouse and store. The main floor of the building will be used as a warehouse for the handling of all sorts of farm supplies, such as seeds, sugar, meats and other necessaries. Provision will be made for the serving of meals and luncheons, and the farmers will not be dependent upon anyone but themselves.

### TREASURER OF OGILVIE FLOUR MILLS COMPANY PASSES AWAY

By the passing of S. A. McMurtry, late treasurer Ogilvie Flour Mills Co., Ltd., of 29 Tower Avenue, Montreal, who succumbed after an illness extending over nine months, the community loses a man of the strong, vigorous type of character, interested in all good works and in athletics of all kinds, and one whose friendship was enjoyed by an usually large circle.

Mr. McMurtry was born in Bowmanville, Ont., seventy-six years ago. First engaging in banking he was promoted to the management of the Ontario Bank at Lindsay, which position he held for about 18 years. In November, 1888, he came to Montreal and was made office mnager for what was then the A. W. Ogilvie & Company. When the present company, The Ogilvie Flour Mills Company, Ltd., was formed in 1902, Mr. McMurtry was appointed treasurer, which position he held till the time of his death. Mr. McMurtry was an elder of the Crescent Street Church for many years and took a very active interest in all church work. He was an ex-president of the Montreal Curling Club and a member of the Canadian Club and the Kanawaki Club.

### HODGSONS, LTD., OPEN IN MONTREAL AS CONFECTIONERS

A new confectionery company has opened offices at 43-45 St. Maurice Street, Montreal, and will conduct business under the name of Hodgsons, Limited. The management will be in the hands of F. J. Hodgson, who, for several years, was connected with the executive staff of the Montreal Biscuit Company. Mr. Hodgson informs CANADIAN GROCER that his firm will specialize in high-grade package chocolates, and that they will cater to both domestic and foreign demand. They will, in addition, manufacture other candy specialties.

### MONTREAL TO REGULATE ALL MEAT INSPECTION

The Administrative Commission of the City of Montreal is not satisfied with the present by-laws governing the inspection of meats sold within the city. And in view of the fact that a large number of abattoirs, killing animalsfi outside the city and shipping to Montreal, are doing a considerable business here, a by-law is proposed which will require that all meat be stamped by the city's inspectors.

As it now stands, and while Montreal city inspectors inspect meat which is killed outside the city, subsequently offered for sale in Montreal, the Commission is not satisfied that the sale of the meat is under as complete control as they desire. The whole matter is being considered, it is pointed out, so that all meat coming to the city will unquestionably be fit for human consumption — something which cannot be positively guaranteed as matters now stand.

# Believes in Future for Chain Stores

## F. E. Robson, Until March 1 Manager of Loblaw Stores, Says System and Co-operation of Staff Important— Chain Across the Dominion

The chain store has undoubtedly been a very important factor in the grocery trade in recent years. It has grown rapidly in the larger centres wherever backed by aggressive merchandising

F. E. ROBSON
Until March 1 Manager, The Loblaw Stores, Toronto.

methods and the investigation at Hamilton has brought it still more prominently to the fore.

In an interview with Frederick E. Robson, who was until March 1 president and general manager of Loblaw Stores Ltd., Toronto, Mr. Robson was asked if he believed the cash and carry principle would continue to be as popular under present conditions as under war conditions.

"As it is close to the 17th of March," he replied that he would answer the question by asking another. "If a woman can save money on her groceries by paying cash and carrying her parcels, will she do it whether it is war time or not? It isn't the system, it's what the system accomplishes that makes it live or die."

"You increased the business of the Loblaw Stores from 11 to 33 and a bakery in about three years' time?" Mr. Robson was asked. He replied that Mr. Loblaw and himself were associated together a considerable portion of that period.

He regarded that system has a great deal to do with the development of the chain store idea, but he thought the main factor in so far as the Loblaw Stores were concerned was the co-operation of the employees with the management.

Asked as to whether he had sold out his interest he stated there had been a transaction with Dominion Stores Ltd

"Are you still a director and associated with the firm?"

"Yes, but the directors have kindly given me an opportunity to go South for a few weeks' holiday." W. J. Pentland is the manager now as announced in last week's issue. In referring to him, Mr. Robson considered he was a genial and aggressive man.

When asked the volume of business that had been done last year he was reticent in this connection. He is on his first holiday for several years. He stated his trip to the States had no significance so far as the business was concerned, only he thought that the South was a good place for a holiday at this time of the year.

Mr. Pentland states that the company proposes to build up a chain of grocery stores throughout the Dominion. Until the organization has been developed, efforts will be chiefly directed to the two provinces of Ontario and Quebec. A store has been opened in Oshawa, the first outside of Toronto, and, according to present plans a new store will be opened every week and later two a week. As staffs are trained he expects that the work will proceed more rapidly.

The various stores will handle standard lines of groceries. It is not contemplated that the company will adopt any private trade mark, and will proceed generally along the lines adopted by the ordinary grocer, with the exception that the stores will possibly be operated under a more definite system.

The directors have taken up the first issue of preferred, Class B stock, which was used to finance the purchase of the Loblaw Company's assets. The new preferred will bear interest at 8 per cent. There are also 20,000 shares of common which have been largely taken by directors, a small amount being retained in the treasury for purchase later by the employees if they so desire. It is understood that the new issue of preferred will have first claim on the earnings of the company.

Mr. Pentland was formerly a general superintendent of a number of stores for the Great Atlantic and Pacific Tea Company in the United States, operating 4,000 stores. He came to Canada in April, 1919, to act as manager for the Dominion Stores, Ltd.

### GUELPH MERCHANTS ORGANIZE

An organization meeting of the Retail Merchants of Guelph was held in the Candy Kitchen last week. J. McCrae presided. W. C. Millar, secretary of the Retail Merchants' Association, gave an address on Organization. One hundred members were enrolled. The following officers were elected: R. E. Nelson, president; J. Armstrong, first vice-president; W. G. Howell, second vice-president; Geo. Grinyer, secretary-treasurer.

### HALF HOLIDAY FOR HALIFAX GROCERS

At a special meeting of the Halifax Grocers' and Butchers' Section of the Retail Merchants' Association of Canada it was decided that they would begin to observe the Wednesday afternoon half holiday, beginning the first Wednesday in May and continuing until the last Wednesday in September, and that further consideration would be given the matter as a large number are favorable to holding the half-holiday the year around, with the exception of the month of December. In order to make the Wednesday afternoon half-holiday universal as well as other holidays and hours of closing, it is absolutely necessary to have the Early Closing Bill now before the Provincial Parliament passed.

The question of early closing was also thoroughly discussed, and Mr. Doyle stated that the Bill was now before the Legislature and was introduced on Monday afternoon by the Hon. Mr. Faulkner. This Bill was defeated in the Lower House last year but when taken to the Upper House was carried unanimously, but on being brought back to the Lower House for ratification it was defeated on a technicality, the Speaker ruling that no Bill could be introduced the second time during the same session. Mr. Doyle stated that he had the assurance of a number of Members of the House that if the Bill were introduced again it would be passed.

This Bill has been brought before the members of our various branches throughout Nova Scotia as well as at our Provincial conventions for consideration, and they have unanimously endorsed it.

### JAPAN SUPPLIES SUGAR TO EUROPE

Japan has succeeded in delivering forty million pounds of refined cane sugar to European Mediterranean ports in the last few months, according to the "Allgemeine Zeitung," which declares the feat one which formerly was believed impossible of accomplishment. Most of the sugar comes from Java refineries, the newspaper says.

### SEPARATE FRUIT FROM GROCERY STORES

At the meeting of the Niagara Fruit Growers, a resolution was passed requesting the city of Toronto to amend the early closing by-law in such a way that fruit stores would be classified separately from grocery stores, and that said fruit stores be permitted to remain open during evenings.

### DOMINION SUGAR CO. CHANGES QUARTERS

The Dominion Sugar Company have vacated their offices and warehouse at No. 1 Scott Street, Toronto, and taken up quarters in the Howell Warehouse Company's building at 311 King Street East. This was formerly the Copland Brewery. The Sugar Co. have leased offices on the main floor and a portion of the same floor for storage space, the lease providing that if at any time temporary additional space is required it may be secured.

## New Goods

Wheat Gold is a new cereal on the market, to cost the retailer $5.30 per case of 24 packages. Manufactured by W. D. Brown & Co., Toronto.

Quaker Oats Company are now manufacturing macaroni, spaghetti and noodles. These goods are packed in 10½ ounce packages and cost the retailer $2.70 per case of 24 packages.

### EVAPORATED BANANAS

The wholesale grocers of Canada will, in the course of a few weeks, receive supplies of a comparatively new product, grown, processed and packed at Jamaica, in the British West Indies.

During the Great War, the British Government took all the evaporated bananas that could be produced by the West India Mercantile Company, with the exception of a few small shipments that were distributed in Canada during 1919.

The Canadian shipments met with immediate sale, and repeat orders from Canadian importers are now in hand for execution.

The commodity is known on the Island as a "fig"; and this designation appears on the package, in combination with the company's initials, as the "Wimco Banana Fig."

A certificate of analysis made by J. T. Donald & Co. at their laboratory in Montreal, shows the Wimco product to contain 56.22 per cent. of fruit sugar and 17.49 per cent. of moisture—as compared with a sample of a fresh, ripe banana obtained in the open market, which contained 6.73 per cent. of fruit sugar and 74.15 per cent. of moisture.

The latent explanation of the immediate popularity of the "banana fig," whether at the front or at home, is the predominating fruit sugar content which makes a readily assimilated foodstuff of highly nutritious value.

The other contents show a well-balanced "ration" and reveal that one "banana fig" will more than equal four ripe fresh bananas, in edible value.

The popularity of the article in every household is assured in advance by the further recommendation that it is attractive to the eye, as well as to the palate.

### WESTERN

J. J. Stiegler, Humboldt, Sask., has disposed of his general store business to Ed. Suerking, of Saskatoon, formerly of Elmira, Ont.

A. E. Duncan & Co. have brought the business of A. M. Smith & Co., Clarence Avenue, Saskatoon. Mr. Duncan was previously located in Calgary, Alta.

G. E. Crawford, of Birks, Crawford & Co., Vancouver, B. C., and formerly with H. Bell-Irving & Co., Ltd., is at present in the Old Country in the interests of the company.

Nicholson & Rankin, Limited, manufacturers' agents, Winnipeg, have opened an office in Edmonton, under the management of H. M. Judge. Mr. Judge was formerly buyer for the Macdonald-Cooper, Limited, wholesaler grocers, Edmonton. Nicholson & Rankin, Limited, have also opened a branch at Calgary under the management of W. H. Dingle, formerly with Tees & Persse, Limited, of Calgary.

### HERRING FISHING IS ON

Vancouver.—Reports from the North indicate that the herring have started to run. They are about a month behind schedule this year. The ones running now are very small, and are not used for canning, but as the season advances they will improve both as to size and quality, and then canning will commence.

### LIMIT SALE OF EXTRACTS CONTAINING ALCOHOL

Winnipeg.—Vanilla extracts and other essences containing a large percentage of alcohol will be brought under the Manitoba Temperance Act in the amendments to be recommended by the Government at the present session of the Legislature. Sales of these will be limited to two and a half ounces at a time. Bay rum will also be limited by law.

### PUTTING IT UP TO THE LOCAL MERCHANTS

Vancouver. — (Special.) — As an example of the local newspaper putting their revenue problems before their merchants, the following from the current issue of the "Fraser Valley Record" stands alone:

"Timothy Eaton Company of Winnipeg are after advertising space in this paper hot-footed. They are always out after business and have after a thorough inquiry found that the advertising columns of this paper are worthy of support decided that it is up to them to secure space if they can. They promise 1,000 inches per annum, and all the printer will have to do is to put the cut in the paper—it arrives all ready set up. The price per inch is also very tempting, being much higher than is usually paid for such advertising—almost double of what we expect from other Eastern advertisers. If it appeared in this paper it would be the best paid adv. the paper has carried for sometime. We are seriously thinking of running the advertisement next week."

# WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

## THE MARKETS AT A GLANCE

THE condition of all markets indicates a firm tone with the trend toward higher prices rather than lower. The egg market has eased off somewhat, but the butter market in all quarters has shown a tendency to firmness. Business is reported excellent.

**MONTREAL**—In summarizing the market for the week, many changes of interest have been made and among these are rather stiff advances for lamp chimneys. This is due to the strength of the glass market and labor charges are a primary contributing factor. Pressed hops and Canadian chicory are both revised upward. Cotton lampwick is higher. Crisco has advanced fifty cents per case and this is due in large measure to the container situation. Two lines of Fairbanks' soap have been advanced, glycerine tar, toilet and scouring. The sugar market is unchanged, but firm. Improvement is being made in the extent of supplies, the refineries now operating right along. One jobber has lowered the price of corn 5c per doz. Beans and peas are firm and corn syrups are very active at present, prices being fully maintained. Some new Sultana raisins are being offered the trade this week. Javan peanuts are scarce and the market has firmed this week. Shelled walnuts are quoted lower in one quarter. Tapioca is one cent higher. Shredded wheat is up 40 cents the case. Coffees are steady and active, the demand being seasonably brisk. Rolled oats and other cereals, generally, are firm, but there are no changes. Feeds are in active demand, prices being fully maintained under a shortage of stock. Oats are one cent higher. Oranges and grapefruit are much firmer in price. Celery is lower, while tomatoes are somewhat higher.

**TORONTO**—The situation in all Toronto markets show no indication of lower prices prevailing for some time to come. Many lines of commodities have advanced to higher levels. Supplies of sugar are arriving more freely, but there is still a shortage felt. The raw sugar market is firmer and offerings have been comparatively light. New shipments of Barbadoes molasses have arrived and quoted at $1.50 per gallon for the best grade. The tea market remains firm and spot stocks on some grades are decreasing. Importers report a difficulty in getting supplies. The coffee market is ruling at firm prices. Some importers are of the opinion that the peak has now been reached as with the approach of warm weather the consumption will naturally decrease. One manufacturer of cornflakes is offering a special deal. Cereals are firm. No improvement is shown in the market for rice. New shipments of XX Siam rice is expected to arrive in about ten days. The price quoted is $15.00 per hundred. Bakers' fresh grated cocoanut, shredded wheat, custard powder, soluble coffee, Lowney's cocoa, lamp chimneys and lantern globes have all advanced to higher levels. The market for spices is unsettled by the unprecedented situation in foreign exchange, also the keen competition amongst buyers both on this continent and in Europe. Lower prices on spices cannot be expected this year in view of the fact that all countries are considerably short of stocks. Higher prices are named on pickles. Canned goods are moving freely and prices are ruling firm. Shelled walnuts continue to be a worry to importers who state that it is almost an impossibility to fill contracts owing to the difficulty in getting supplies. Dried fruits are in active demand and prices are firm. Lemons have declined about $2.00 per case. A good business is reported for apples. Nova Scotia apples are arriving freely. The potato market is firm, but prices are expected to break as transportation becomes easier.

Fresh meats are firm in tone and a brisk demand is noted. The butter market is also firm. The egg market has weakened and changes in prices are a daily occurrence. Trade in cheese is somewhat improved. Lard, shortening and margarine hold steady.

**WINNIPEG**—Changes this week in grocery markets shows no indication of the market is very firm and a few lines have a tendency to go upward. The prune market is easier. Offerings from the United States do not include the very large sizes and as a result they are being offered lower than previously. The sugar situation is improving and only one line advanced this week. Peppers for import are much easier in price and supplies are very short. Ginger and nutmegs remain high and are very scarce. Paprika is high in price and very little offered. Other spices are very steady. Syrups have advanced, also starch. Raisins are almost off the market with no prospects of lower prices before the new crop arrives. Jelly powder is likely to advance owing to the advance of sugar and the scarcity of gelatine.

# QUEBEC MARKETS

MONTREAL, March 17—Considerable firmness characterizes the grocery markets, there being little indication of easier prices on most important commodities. There has been a fair and a seasonable amount of business, but there is room for improvement.

## *Sugar Steady With Unchanged Prices*

Montreal.

SUGAR.—There is practically no change to the sugar situation this week. Prices are maintained in a firm market. Raws were easier during the week but have now recovered and stand very firm. Refineries are now running continuously and keeping up abreast of the heavy demands of the trade.

| | | |
|---|---|---|
| Atlantic Sugar Co., extra granulated sugar, 100 lbs. | | 16 50 |
| Acadia Sugar Refinery, extra granulated | | 16 50 |
| Canada Sugar Refinery | | 15 50 |
| Dominion Sugar Co., Ltd., crystal granu. | | 16 50 |
| St. Lawrence Sugar Refineries | | 16 50 |
| Icing, barrels | 16 70 | 16 90 |
| Do., 25-lb. boxes | .... | 17 10 |
| Do., 50-lb. boxes | .... | 16 90 |
| Do., 50 1-lb boxes | .... | 18 20 |
| Yellow, No. 1 | 15 10 | 16 10 |
| Do., No. 2 (Golden) | 15 00 | 16 00 |
| Do., No. 3 | 14 80 | 15 90 |
| Do., No. 4 | 14 70 | 15 70 |
| Powdered, barrels | .... | 16 60 |
| Do., 50s | 15 80 | 16 80 |
| Do., 25s | 16 00 | 17 00 |
| Cubes and Dice (asst. tea), 100-lb. boxes | 16 10 | 17 10 |
| Do., 50-lb. boxes | 16 20 | 17 20 |
| Do., 25-lb. boxes | 16 40 | 17 40 |
| Do., 2-lb. package | 17 50 | 18 50 |
| Paris lumps, barrels | 16 10 | 17 10 |
| Do., 100 lbs. | .... | .... |
| Do., 50-lb. boxes | 16 30 | 17 30 |
| Do., 25-lb. boxes | 16 50 | 17 50 |
| Do., cartons, 2 lbs. | 17 50 | 18 50 |
| Do., cartons, 5 lbs. | 18 00 | 19 00 |
| Crystal diamonds, barrels | 16 10 | 17 10 |
| Do., 100-lb. boxes | 16 20 | 17 20 |
| Do., 50-lb. boxes | 16 30 | 17 30 |
| Do., 25-lb. boxes | 16 50 | 17 50 |
| Do., cases, 20 cartons | 17 25 | 18 25 |

## *Corn Syrup In Good Demand*

Montreal.

CORN SYRUP.—Under very active demands corn syrup stands very firm and although no immediate changes appear likely the buyer would be wise to remember that the market is a strong one. While business is very brisk, it is badly hampered by the shortage of cars for shipping purposes and in many cases it is found absolutely impossible to catch up with the orders of a month or so ago. This is naturally causing extreme annoyance both to the buyer and the seller and a deal of business is lost through the present state of affairs.

MOLASSES.—Molasses are strong and in practically the same position as last week. Although no definite advances have been effected, the undertone is decidedly on the upward trend.

| | | |
|---|---|---|
| Corn Syrups— | | |
| Barrels, about 700 lbs., per lb. | .... | 0 09 |
| Half barrels | .... | 0 09¼ |
| Kegs | .... | 0 09¾ |
| 2-lb. tins, 2 doz. in case, case | .... | 5 90 |
| 5-lb. tins, 1 doz. in case, case | .... | 6 85 |
| 10-lb. tins, ½ doz. in case, case | .... | 6 55 |
| 2-gal. 25-lb. pails, each | .... | 2 85 |
| 3-gal. 38½-lb. pails, each | .... | 4 25 |
| 5-gal. 65-lb. pails, each | .... | 6 85 |
| White Corn Syrup— | | |
| 2-lb. tins, 2 doz. in case, case | .... | 6 50 |
| 5-lb. tins, 1 doz. in case, case | .... | 7 45 |
| 10-lb. tins, ½ doz. in case, case | .... | 7 15 |
| Cane Syrup (Crystal) Diamond— | | |
| case (2-lb. cans) | .... | 8 50 |
| Barrels, per 100 lbs. | .... | 12 25 |
| Half barrels, per 100 lbs. | .... | 12 50 |
| Glucose, 5-lb. cans (case) | .... | 4 80 |

| Barbadoes Molasses— | Prices for Island of | Prices for Montreal |
|---|---|---|
| Puncheons | 1 30 | 1 35 |
| Barrels | 1 33 | 1 36 |
| Half barrels | 1 35 | 1 40 |
| Fancy Molasses (in tins)— | | |
| 2-lb. tins, 2 doz. in case, case | .... | 6 00 |
| 3-lb. tins, 2 doz. in case, case | .... | 8 25 |
| 5-lb. tins, 1 doz. in case, case | .... | 6 80 |
| 10-lb. tins, ½ doz. in case, case | .... | 6 65 |

Note—Prices on molasses to outside points average about 3c per gallon less. In gallon lots 2c above ½ barrel prices.

## *Package Wheat Is Advanced 40 Cents*

Montreal.

PACKAGE PRODUCTS.—Shredded wheat is 40c per case higher, at $4.90. The movement is steadily maintained on package goods, and still there is little of outstanding interest. Breakfast foods are steadily held, without price change, and the tendencies are rather firm on most lines. When the high price of labor and packages is taken into account, no early change of a radical nature is probable. Starches are firm.

PACKAGE GOODS

| | | | | |
|---|---|---|---|---|
| Breakfast food, case 18 | | | .... | 2 85 |
| Cocoanut, 2 oz. pkgs., doz. | | | .... | 0 78½ |
| Do., 20-lb. cartons, lb. | | | | 0 36 |
| Corn Flakes, 8 doz. case | 3 50 | 3 65 3 50 | | 4 25 |
| Oat Flakes, 20s | | | .... | 5 40 |
| Rolled oats, 20s | | | .... | 6 50 |
| Do., 18s | | | .... | 2 42½ |
| Do., large, doz. | | | .... | 3 00 |
| Oatmeal, fine cut, pkgs., case | | | .... | 6 75 |
| Puffed rice | | | .... | 5 70 |
| Puffed wheat | | | .... | 4 25 |
| Farina, case | | | .... | 2 35 |
| Hominy, pearl or granu., 2 doz. | | | .... | 3 65 |
| Health bran (20 pkgs.), case | | | .... | 2 60 |
| Scotch Pearl Barley, case | | | .... | 2 60 |
| Pancake Flour, case | | | .... | 3 60 |
| Pancake Flour, self-raising, doz. | | | .... | 1 50 |
| Wheat food, 18-1½s | | | .... | 3 25 |
| Buckwheat Flour, case | | | .... | 3 60 |
| Wheat flakes, case of 2 doz. | | | .... | 2 95 |
| Oatmeal, fine cut, 20 pkgs. | | | .... | 6 75 |
| Porridge wheat, 36s, case | | | .... | 7 80 |
| Do., 20s, case | | | .... | 7 50 |
| Self-raising Flour (3-lb. pack.) doz. | | | .... | 3 05 |
| Do. (6-lb. pack.), doz. | | | .... | 6 00 |
| Corn starch (prepared) | | | .... | 0 12½ |
| Potato flour | | | .... | 0 16 |
| Starch (laundry) | | | .... | 0 10¾ |
| Flour, Tapioca | | | 0 15 | 0 16 |

## *Rolled Oats Firm But Sales Light*

Montreal.

CEREALS.—The market movement is seasonable, but in a general sense the outturn is light. This is true of rolled oats, but the basis is firmly held, with little indication of any lowering in price.

| | | |
|---|---|---|
| CEREALS— | | |
| Cornmeal, golden granulated | .... | 5 50 |
| Barley, pearl (bag of 98 lbs.) | 8 00 | 8 25 |
| Barley, pot (98 lbs.) | .... | 7 25 |
| Barley (roasted) | .... | .... |
| Buckwheat flour, 98 lbs. (new) | .... | 6 00 |
| Hominy grits, 98 lbs. | .... | 6 50 |
| Hominy, pearl (98 lbs.) | .... | 6 25 |
| Graham flour | .... | 6 00 |
| Do., barrel | .... | 13 25 |
| Oatmeal (standard granulated) | 6 00 | 6 75 |
| Rolled Oats (bulk), 90s | 5 50 | 5 75 |

## *Coffee Steady; Active Demands*

Montreal.

COFFEE.—Coffee rules very firm under continued heavy demands, and practically no fresh developments have appeared in the local markets. Dealers state it is difficult to make any definite forecast of the future state of the market on account of the uncertainty of the exchange situation, which, to a very great extent, governs the prices. Several dealers are still finding it difficult to obtain adequate supplies of good coffee.

COCOA.—Cocoa stands firm and is proving a very good seller. Current quotations show no difference to the prevailing prices of last week, and are steadily maintained. Business is said to be picking up very considerably.

| | | |
|---|---|---|
| COFFEE— | | |
| Rio, lb. | 0 33½ | 0 35½ |
| Mexican, lb. | 0 50 | 0 51 |
| Jamaica, lb. | 0 46 | 0 48 |
| Bogotas, lb. | 0 49 | 0 51 |
| Mocha (types) | 0 50 | 0 52 |
| Santos, Bourbon, lb. | 0 47 | 0 49 |
| Santos, lb. | 0 47 | 0 48 |
| COCOA— | | |
| In 1-lbs., per doz. | .... | 5 80 |
| In ½-lbs., per doz. | .... | 3 00 |
| In ¼-lbs., per doz. | .... | 1 60 |
| In small size, per doz. | .... | 1 15 |

## *No Improvement to the Tea Situation*

Montreal.

TEAS.—Teas are strong in a comparatively quiet market—quiet on account of the poorness of available spot stocks. There is practically nothing new to report. Importers are of the opinion that no improvement may be looked for for several months. In the meantime the position is very strong with decidedly higher tendencies. Javas and Ceylons are practically cleaned up.

| | | |
|---|---|---|
| JAPAN TEAS— | | |
| Choice (to medium) | 0 65 | 0 75 |
| Early picking | 0 75 | 0 85 |
| Finest grades | 0 80 | 1 00 |
| Javas— | | |
| Pekoes | 0 46 | 0 48 |
| Orange Pekoes | 0 49 | 0 51 |
| Broken Orange Pekoes | 0 48 | 0 50 |

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

## *Spices Unchanged; General Firmness*

Montreal.

SPICES.—In a general sense, the spice market is very firm, although there are no actual changes. Several factors have served to make a somewhat unsettled market at import points, one of these being the recent firming of sterling exchange. This is, naturally, a firming factor of importance, but there is, on the other hand, an erratic buying on the part of the trade. Some strengthening of the demand is looked for.

| | | |
|---|---|---|
| Allspice | .... | 0 23 |
| Cassia (pure) | 0 33 | 0 35 |
| Cocoanut, pails, 20 lbs., unsweetened, lb. | .... | 0 46 |
| Do., sweetened, lb. | .... | 0 26 |
| Chicory (Canadian), lb. | .... | 0 20 |
| Cinnamon— | | |
| Rolls | .... | 0 35 |
| Pure, ground | 0 35 | 0 40 |
| Cloves | 0 85 | 0 90 |
| Cream of tartar (French pure) | 0 75 | 0 80 |
| American high test | 0 80 | 0 85 |
| Ginger | .... | 0 40 |
| Ginger (Cochin or Jamaica) | .... | 0 31 |
| Mace, pure, 1-lb. tins | .... | 1 00 |

| | | |
|---|---|---|
| Mixed spice | 0 30 | 0 32 |
| Do., 2½ shaker tins, doz. | .... | 1 15 |
| Nutmegs, whole | 0 60 | 0 70 |
| 64, lb. | .... | 0 45 |
| 80 lb. | .... | 0 43 |
| 100, lb. | .... | 0 40 |
| Ground, 1-lb. tins | .... | 0 65 |
| Pepper, black | 0 38 | 0 40 |
| Do., special | .... | 0 32 |
| Do., white | .... | 0 50 |
| Pepper (Cayenne) | 0 35 | 0 37 |
| Pickling spice | 0 28 | 0 30 |
| Paprika | 0 65 | 0 70 |
| Tumeric | 0 28 | 0 30 |
| Tartaric acid, per lb. (crystals or powdered) | 1 00 | 1 10 |
| Cardamon seed, per lb., bulk | .... | 2 00 |
| Carraway (nominal) | 0 30 | 0 35 |
| Cinnamon, China, lb. | .... | 0 30 |
| Do., per lb. | .... | 0 35 |
| Mustard seed, bulk | 0 35 | 0 40 |
| Celery seed, bulk (nominal) | 0 75 | 0 80 |
| Pimento, whole | 0 18 | 0 20 |

For spices packed in cartons add 4½ cents a lb., and for spices packed in tin containers add 10 cents per lb.

## *Canned Goods Show Greater Activity*

**Montreal.**

CANNED GOODS.—Canned corn, in one jobbing quarter, is easier at $1.70 to $1.75 per dozen. While there is no material change in other canned goods as far as prices are concerned, considerably more activity is manifest in the markets this week. Buying is still for immediate needs and little or no speculative business has developed. Pink salmon has strengthened owing to the report that England had placed a ban on the reshipment of this commodity out of the country for resale in other markets. A very active enquiry is being made for canned tomatoes.

CANNED VEGETABLES

| | | |
|---|---|---|
| Asparagus (Amer.), mammoth green tips | 4 50 | 4 65 |
| Asparagus, imported (2½s) | 5 50 | 5 55 |
| Beans, Golden wax | 2 00 | 2 00 |
| Beans, Refugee | .... | 2 00 |
| Beets, new, sliced, 2-lb. | .... | 1 35 |
| Corn (2s) | 1 70 | 1 75 |
| Carrots (sliced), 2s | 1 45 | 1 75 |
| Corn (on cob), gallons | 7 00 | 7 50 |
| Spinach, 3s | 2 85 | 2 90 |
| Squash, 2½-lb., doz. | .... | 1 50 |
| Succotash, 2 lb., doz. | .... | 1 80 |
| Do., Can. (2s) | .... | 1 80 |
| Do., California, 2s | 3 15 | 3 50 |
| Do. (wine gals.) | 8 00 | 10 00 |
| Sauerkraut, 2½ lb. tins | .... | 1 60 |
| Tomatoes, 1s | 1 45 | 1 50 |
| Do., 2s | .... | 1 50 |
| Do., 2½s | 1 80 | 1 85 |
| Do., 3s | 1 90 | 2 15 |
| Do., gallons | 6 50 | 7 00 |
| Pumpkins, 2½s (doz.) | 1 50 | 1 55 |
| Do., gallons (doz.) | .... | 4 00 |
| Peas, standards | 1 85 | 1 90 |
| Do., Early June | 1 92½ | 2 05 |
| Do., extra fine, 2s | .... | 3 00 |
| Do., Sweet Wrinkle | .... | 2 00 |
| Do., fancy, 20 oz. | .... | 1 57½ |
| Do., 2-lb. tins | .... | 2 75 |
| Peas, Imported— | | |
| Fine, case of 100, case | .... | 27 50 |
| Ex. Fine | .... | 30 00 |
| No. 1 | .... | 23 00 |

CANNED FRUITS

| | | |
|---|---|---|
| Apricots, 2½-lb. tins | 6 25 | 6 50 |
| Apples, 2½s, doz. | 1 40 | 1 65 |
| Do., new pack, doz. | .... | 2 20 |
| Do., 3s, doz. | 1 80 | 1 95 |
| Do., new pack | .... | 6 75 |
| Do., gallons, doz. | 5 25 | 5 75 |
| Blueberries, ½s, doz. | 0 95 | 1 00 |
| Do., 2s | 2 40 | 2 45 |
| Do., 1-lb. talls, doz. | 1 85 | 1 90 |
| Currants, black, 2s, doz. | 4 00 | 4 05 |
| Do., gallons, doz. | .... | 16 00 |
| Cherries, red, pitted, heavy syrup, No. 2½ | 4 80 | 5 15 |
| No. 2 | .... | 20 00 |
| doz. | 4 75 | 4 80 |
| Do., white, pitted | 4 50 | 4 75 |
| Gooseberries, 2s, heavy syrup, doz. | .... | 2 75 |
| Peaches, heavy syrup— | | |
| No. 2 | 3 65 | 4 00 |
| Do., gallon, "Pie," doz. | .... | 9 50 |
| Do., gallon, table | .... | 10 00 |
| Pears, 2s | 4 25 | 4 50 |
| Do., 2s (light syrup) | .... | 1 90 |
| Do., 2½s | .... | 5 25 |
| Pineapples (grated and sliced), 1-lb. flat, doz. | .... | 1 90 |
| Do., 2-lb. talls, doz. | .... | 2 30 |
| Do., 2½s | 4 00 | 4 50 |
| Plums, Lombard | 2 00 | 2 20 |
| Do., in heavy syrup | 2 40 | 2 45 |
| Do., in light syrup | .... | 2 45 |
| Gages, green, 2s | 2 40 | 2 45 |
| Raspberries, 2s, black or red, heavy syrup | 4 50 | 4 60 |
| Strawberry, 2s, heavy syrup | 4 50 | 4 65 |
| Rhubarb, 2-lb. tins | .... | 2 25 |

CANNED FISH, MEATS, ETC.

| | | |
|---|---|---|
| Salmon— | | |
| Chums, 1-lb. talls | .... | 2 00 |
| Do., ½s, flat | .... | 1 20 |
| Sockeye, 48, 1s, doz. | .... | 4 75 |
| Do., 96, ½s, doz. | .... | 2 50 |
| Red Springs, 1-lb. tall | 4 10 | 4 30 |
| Do., ½ lb. | .... | 2 00 |
| Cohoes, 1-lb. tall | .... | 3 65 |
| Do., ½-lb. flat | .... | 1 90 |
| Pinks, 1 lb. | .... | 2 60 |
| Do., ½ lb. | .... | 1 30 |
| White Springs, 1s | .... | 2 00 |
| Chums, 1 lb., talls | .... | 2 00 |
| Do., ½s, flat | .... | 1 10 |
| Gaspe, Niobe Brand (case of 4 doz.), per doz. | .... | 2 25 |
| Alaska, red, 1-lb. tall | 4 25 | 4 50 |
| Herrings, imported, tomato sauce | .... | 3 25 |
| Do., kippered | 2 85 | 2 90 |
| Do., tomato sauce, ½s | .... | 1 85 |
| Do., kipp., Canadian, 48, 1s | .... | 1 50 |
| Do., plain, case of 4 doz. | .... | 6 75 |
| Do., ½s | .... | 1 65 |
| Haddies (lunch), ½-lb. | .... | 1 00 |
| Haddies, chicken (4 doz. to case), doz. | 2 25 | 2 35 |
| Canadian sardines, case | 6 25 | 6 75 |
| Whale Steak, 1-lb. flat | .... | 2 00 |
| Pilchards, 1-lb. talls | 1 90 | 2 00 |
| Norwegian sardines, per case of | | |
| Oysters (canned), 5 oz., doz. | .... | 2 60 |
| 100 (¼s) | 24 00 | 25 00 |
| Do., 10 oz., doz. | .... | 4 20 |
| Lobsters, ¼-lb., doz. | .... | 3 40 |
| Do., ½-lb. tins, doz. | 5 50 | 6 00 |
| Do., 1-lb. talls | .... | 12 00 |
| Do., ¾-lb., doz. | .... | 6 00 |
| Do., 1-lb. flats | .... | 12 00 |
| Lobster pastes, ½-lb. tins | .... | 2 40 |
| Sardines (Amer. Norweg'n style) | .... | 14 50 |
| Do., Canadian brands (as to quality), case | 6 25 | 17 50 |
| Do., French | 32 00 | 34 00 |
| Do., (gen. Norwegian) | 21 00 | 22 25 |
| Do., Portuguese, case | .... | 24 00 |
| Scallops, 1-lb., doz. | .... | 2 25 |
| Do., Eastern trade | .... | 2 65 |
| Do., Winnipeg and Western | .... | 2 35 |
| Scotch Snack, No. 2, doz. | .... | 4 50 |
| Shrimps, No. 1 | 2 40 | 2 80 |
| Do., 1½s | .... | 4 50 |
| Crabs, No. 1 (case 4 doz.) | .... | 6 75 |
| Crab meat (Japanese), doz. | .... | 6 50 |
| Clams (river), 1 lb., doz. | .... | 1 90 |
| Scotch Snack, No. 1, doz., Montreal | .... | 2 85 |
| Meats, English potted, doz. | .... | 2 00 |

## *Beans and Peas Remain Very Firm*

**Montreal.**

BEANS AND PEAS.—As with so many general lines this week, there are no definite changes to report, although the condition of the market is considerably stronger with an undertone suggestive of higher prices in the very near future. Canadian beans are quoted at from $5.75 to $6.00 although supplies are still coming along very slowly.

| | | |
|---|---|---|
| BEANS— | | |
| Canadian, hand-picked, bush. | 5 75 | 6 00 |
| Japanese | 5 50 | 5 75 |
| Japanese Lima, per lb. (as to quality) | 0 10 | 0 12 |
| Lima, California | .... | 0 20 |
| PEAS— | | |
| White soup, per bush. | 4 80 | 5 00 |
| Split, new crop (98 lbs.) | 8 25 | 9 00 |
| Boiling, bushel | 4 80 | 5 00 |
| Japanese, green, lb. | 0 10½ | 0 11 |

## *Prunes Big Sellers; Some New Raisins*

**Montreal.**

DRIED FRUITS.—Retailers are enjoying a good sale for prunes and other dried fruits, while the wholesale trade seems to have quieted down materially this week for general dried fruits. A very unsettled condition in the States, last week, seems to have righted itself, according to press dispatches. This resulted from a liquidation of export stocks, but this appears to have ceased and buyers have purchased quite freely. Canadian buyers, too, have been making buying enquiries, but thus far few sales seem to have resulted.

New British Sultana raisins, for the past 5 or 6 years off the market, have been received at Montreal and are selling at 25c per lb., in round lots to the wholesale trade. These were described formerly, as Smyrna raisins.

| | | |
|---|---|---|
| Apricots, fancy | .... | 0 40 |
| Do., choice | .... | 0 34 |
| Do., slabs | .... | 0 30 |
| Apples (evaporated) | 0 23½ | 0 24 |
| Peaches, (fancy) | 0 28 | 0 30 |
| Do., choice, lb. | .... | 0 28 |
| Pears, choice | 0 30 | 0 35 |
| Drained Peels— | | |
| Choice | .... | 0 28 |
| Ex. fancy | .... | 0 30 |
| Lemon | .... | 0 45 |
| Orange | .... | 0 46 |
| Citron | .... | 0 60 |
| Peels (cut mixed), doz. | .... | 3 25 |
| Raisins (seeded)— | | |
| Choice, bulk, 25-lb. boxes, lb. | .... | 0 22 |
| Muscatels, 2 Crown | .... | 0 23 |
| Do., 1 Crown | .... | 0 25 |
| Do., 3 Crown | .... | 0 24 |
| Do., 4 Crown | 0 19½ | 0 20 |
| Fancy seeded (bulk) | .... | 0 28 |
| Do., 16 oz. | 0 24 | 0 26 |
| Cal. seedless, cartons, 12 ounces | 0 21 | 0 23 |
| Do., 16 ounces | 0 26 | 0 28 |
| Cal. Seedless, loose | 0 26 | 0 28 |
| Currants, loose | 0 19 | 0 22 |
| Do., Greek (16 oz.) | .... | 0 24 |
| Dates, Excelsior (36-10s), pkg. | .... | 0 15½ |
| Fard, 12-lb. boxes | .... | 3 25 |
| Packages only | 0 19 | 0 20 |
| Do., Dromedary (36-10 oz.) | .... | 0 19 |
| Packages only, Excelsior | .... | 0 20 |
| Loose | 0 16 | 0 17 |
| Figs (layer), 10-lb. boxes, 2s, lb. | .... | 0 40 |
| Do., 2¼s, lb. | .... | 0 45 |
| Do., 2½s, lb. | .... | 0 45 |
| Do., 2¾s, lb. | .... | 0 50 |
| Figs, white (70 4-oz. boxes) | .... | 5 40 |
| Figs, Spanish (cooking), 22 lbs. boxes, each | .... | 0 12 |
| Figs, Turkish, 3 crown, lb. | .... | 0 44 |
| Do., 5 Crown, lb. | .... | 0 46 |
| Do., 7 Crown, lb. | .... | 0 52 |
| Figgs, mats | .... | 4 75 |
| Do. (25-lb. boxes) | .... | 2 75 |
| Do. (12 10-oz. boxes) | .... | 2 20 |
| Prunes (25-lb. boxes)— | | |
| 20-30s | .... | 0 28 |
| 30-40s | .... | 0 30 |
| 40-50s | .... | 0 27 |
| 50-60s | .... | 0 23 |
| 60-70s | .... | 0 22 |
| 70-80s (25-lb. box) | .... | 0 20 |
| 80-90s | .... | 0 19 |
| 90-100s | .... | 0 17½ |
| 100-120s | 0 16 | 0 17 |

## *Peanuts Higher; Walnuts Decline*

**Montreal.**

NUTS.—The peanut market is firmer on Javan grade. The supplies of these are limited, and it is stated that there will be few of these available for some time. New shelled walnuts are somewhat easier and are quoted at 70c to 75c per lb.

| | | |
|---|---|---|
| Almonds, Tarragona, per lb. | 0 32 | 0 33 |
| Do., shelled | .... | 0 60 |
| Do., Jordan | .... | 0 75 |
| Brazil nuts (new) | .... | 0 28 |
| Chestnuts (Canadian) | .... | 0 27 |
| Filberts (Sicily), per lb. | 0 23 | 0 25 |
| Do., Barcelona | 0 25 | 0 26 |
| Hickory nuts (large and small), lb. | 0 10 | 0 15 |
| Pecans, No. 4, Jumbo | .... | 0 35 |

| | | |
|---|---|---|
| Peanuts, Jumbo | .... | 0 24 |
| Do., "G" | 0 19 | 0 20 |
| Do., Coons | .... | 0 16 |
| Do., Shelled, No. 1 Spanish | 0 24 | 0 25 |
| Do., Salted, Spanish, per lb. | 0 29 | 0 30 |
| Do., Shelled, No. 1, Virginia | 0 16½ | 0 18 |
| Do., No. 1 Virginia | .... | 0 14 |
| Peanuts (Salted)— | | |
| Fancy wholes, per lb. | .... | 0 38 |
| Fancy splits, per lb. | .... | 0 33 |
| Pecans, new Jumbo, per lb. | 0 32 | 0 35 |
| Do., large, No. 2, polished | 0 32 | 0 35 |
| Do., Orleans, No. 2 | 0 21 | 0 24 |
| Do., Jumbo | .... | 0 60 |
| Pecans, shelled | 1 60 | 1 70 |
| Walnuts | 0 29 | 0 35 |
| Do., new Naples | .... | 0 34 |
| Do., shelled | 0 70 | 0 75 |
| Do., Chilean, bags, per lb. | .... | 0 33 |

Note—Jobbers sometimes make an added charge to above prices for broken lots.

## *Many Lines Have Advanced*

**Montreal.**

MISCELLANEOUS. — Prices are marked higher on Fairbanks' soap, glycerine tar toilet being $2 higher at $10, in single cases. "Scouring" soap has advanced $1.50 per case of 100 bars to $6.50, in single case lots. In half cases the price is $3.25 Crisco has advanced, the increase being 50c per case. This is due, in large measure, to the container situation. The present price, per case, is $13.20, the market for lamp wick has advanced. Number two is now priced 5c higher at 68c, and No. 1 at 45c.

Advanced prices are quoted on pressed hops, these being 5c per pound higher, to 75c.

Canadian chickory is also higher. The jobbing price is now 5c higher to 25c per lb.

## *New High Prices On Lamp Chimneys*

**Montreal.**

LAMP CHIMNEYS.—Prices on lamp chimneys have been advanced. The present jobbing prices are: No. 2 or "B," cases of 6 dozen, per doz., $1.50; cases of 3 doz., $1.70. The advances are, respectively, 20 and 25c per doz. In cases of 8 dozen, the No. 1 or "A" are selling at $1.25 per dozen, and in 4 doz. lots at $1.40. The old prices were $1.05 and $1.20 per dozen.

## *Fresh Fruit Quiet; Citrus Lines Higher*

**Montreal.**

FRESH FRUITS. — A somewhat quiet week has been experienced, but there is the usual demand for staple fruits, including oranges and grapefruit. Both of these are higher, and Valencia oranges are marked as high as $9.50 per case. At these prices the sales are bound to be curtailed. Jamaican grapefruit is marked higher to $5 per case, while Florida crop is priced at $6 the case. Messina lemons are still selling at $8 per case.

| | | |
|---|---|---|
| Apples— | | |
| Baldwins | 7 50 | 8 00 |
| Ben Davis, No. 1 | 6 00 | 7 00 |
| Greenings | 7 50 | 8 00 |
| Gravenstein | .... | .... |
| Spies | .... | 10 00 |
| Winter Reds | 6 50 | 7 00 |
| Apples in boxes | 5 00 | 5 50 |
| Bananas (as to grade), bunch | 6 00 | 7 00 |
| Cranberries, bbl. | .... | 11 00 |
| Do., gal. | .... | 0 60 |
| Grape, Emperor, kegs | .... | 13 00 |
| Grapefruit, Jamaican, 64, 80, 96 | .... | 5 00 |
| Do., Florida, 54, 64, 80, 96 | .... | 6 00 |
| Lemons, Messina | .... | 8 00 |
| Pears, Cal. | .... | 5 00 |
| Pomegranates (boxes of about 80), box | .... | .... |
| Oranges, Cal., Valencias | 9 00 | 9 50 |
| Cal. Navels | .... | 9 00 |
| Florida, case | .... | 6 00 |

## *Rice Market Steady; Tapioca Up One Cent*

**Montreal.**

RICE.—While there is little of new interest in the local rice situation, the movement of supplies to export sources is said to have been active within the past ten days. This is due to the shipment of orders that were previously placed. The same strength of undertone is still characteristic of the market, and declines are not now anticipated.

An advance of one cent per pound has been made in one jobbing quarter this week for tapioca.

| | | |
|---|---|---|
| RICE— | | |
| Carolina, ex. fancy | 19 00 | 21 00 |
| Do. (fancy) | .... | 18 00 |
| Rangoon "B" | .... | 14 50 |
| Rangoon "CC" | .... | 14 25 |
| Broken rice, fine | .... | 14 00 |
| Tapioca, per lb. (seed) | 0 12½ | 0 13½ |
| Do. (pearl) | 0 12½ | 0 13½ |
| Do. (flake) | 0 11 | 0 12½ |

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

## *Celery Prices Less; Tomatoes Higher*

**Montreal.**

VEGETABLES. — Florida tomatoes are marked somewhat higher this week, quotations being $7 to $8 per 40 lbs. Florida celery is down to $6 per ½ dozen crate; cauliflower is $3.75. Coarse vegetables are selling still, but the movement is confined to immediate wants, with buying done frequently. The state of the weather, with bad roads prevalent, and likely to be worse, may have an effect on the basis for some of these products, a number of them being likely to hold firm under these temporary conditions. Potatoes are unchanged, and there may be no easing of these prices for the above reason.

| | | |
|---|---|---|
| Florida tomatoes, crate (40 lbs.) | 7 00 | 8 00 |
| Beans, new string (imported) hamper | .... | 7 00 |
| Beets, new, bag (Montreal) | .... | 2 50 |
| Cucumbers (hothouse), doz. | .... | 3 00 |
| Chicory, doz. | .... | 0 50 |
| Cauliflower, Am., doz. dble crate | .... | 7 00 |
| Do., single crate | .... | 3 75 |
| Cabbage (Montreal), barrels | .... | 4 50 |
| Carrots, bag | .... | 1 75 |
| Garlic, lb. | .... | 0 50 |
| Horseradish, lb. | .... | 0 20 |
| Lettuce (Boston), head crate | .... | 3 00 |
| Leeks, doz. | .... | 4 00 |
| Mint | .... | 0 60 |
| Mushrooms, lb. | .... | 1 00 |
| Onions, Yellow, 75-lb. sack | .... | 8 50 |
| Do., red, 75 lbs. | 8 50 | 9 00 |
| Do., crate | .... | 3 00 |
| Do., Spanish, case | .... | 8 50 |
| Oyster plant, doz. | .... | 0 50 |
| Parsley (Canadian) | .... | 1 00 |
| Peppers, green, doz. | .... | 0 50 |
| Parsnips, bag | .... | 1 75 |
| Potatoes, Montreal (90-lb. bag) | .... | 3 50 |
| Do., New Brunswick | .... | 3 75 |
| Do., sweet, hamper | 3 50 | 3 75 |
| Radishes, American, doz. | .... | 0 75 |
| Spinach, barrel | .... | 6 00 |
| Turnips, Quebec, bag | .... | 2 00 |
| Do., Montreal | 1 50 | 1 75 |
| Tomatoes, hothouse, lb. | .... | 0 40 |
| Florida lettuce (hamper) | .... | 6 00 |
| American parsley, doz. | .... | 2 00 |
| Florida celery (4-doz. crate) | .... | 6 00 |
| Watercress (per doz.) | .... | 0 75 |

## *Oat Prices Firmer; Little Hay Moves*

**Montreal.**

GRAIN AND HAY.—The price of oats has firmed this week, on all grades, one cent per bushel being added to the quoted prices of last week. The net prices quoted at the elevators are as under.

HAY.—The movement is very limited. This will be the case for some weeks in all probability, owing to the breaking up of roads. It is stated that ample tonnage is in store to take care of the existing needs, and which, at the moment, are limited.

| | | |
|---|---|---|
| Hay— | | |
| Good, No. 1, per 2,000 lb. ton. | .... | 28 00 |
| Do., No. 2 | .... | 27 00 |
| Do., No. 3 | .... | 24 00 |
| Straw | .... | 15 00 |
| Oats— | | |
| No. 2 C.W. (34 lbs.) | .... | 1 18½ |
| No. 3 C.W. | .... | 1 14½ |
| Extra feed | .... | 1 14½ |
| No. 1 feed | .... | 1 13½ |
| No. 2 feed | .... | 1 11½ |
| Tough 3 C.W. | .... | 1 12½ |
| Barley— | | |
| No. 3 C. W. | .... | .... |
| No. 3 | .... | .... |
| No. 4 C.W. | .... | .... |
| Feed barley | .... | 1 60 |

Prices are at elevator.

## *Domestic Enquiry Is Limited For Flour*

**Montreal.**

WHEAT FLOURS. — Millers state that a considerable improvement of demand from the domestic trade would be welcome. The movement is limited to a great extent, and a rather quiet condition prevails. No new price or other features have developed.

| | | |
|---|---|---|
| **Standard Wheat Flours—** | | |
| **Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.** | .... | 13 25 |
| **Per bbl., in (2) cotton bags, 98 lbs.** | .... | 13 45 |
| **Small lots, per bbl. (2) jute bags, 98 lbs.** | .... | 13 55 |
| **Winter wheat flour (bbl.) Jute bags** | .... | .... |

## *Active Demand For Millfeeds*

**Montreal.**

FEEDS.—Supplies of bran and shorts are not ample to meet the demands of the farmers, and there is, as a consequence, a firm undertone to the market. There have been no changes in the market this week, prices being maintained.

| | | |
|---|---|---|
| FEEDS— | | |
| Bran, mixed cars | .... | 45 00 |
| Shorts, mixed cars | .... | 52 00 |
| Crushed oats | 68 00 | 71 00 |
| Barley chop | .... | .... |
| Special Middlings | .... | .... |
| Feed Flour, 98 lbs. | .... | 3 80 |
| Gluten Feed— | | |
| F.o.b. Cardinal | .... | 66 00 |
| F.o.b. Fort William | .... | 64 00 |

# ONTARIO MARKETS

TORONTO, March 19—The situation in these markets shows no indications of lower prices prevailing for some time to come. Sugar is arriving more freely and the raw sugar market is firmer. New molasses has arrived and quotations are higher. The best grade of Barbadoes molasses is quoted at $1.50 per gallon. The tea market is firm and importers report a difficulty in getting supplies. Cereals are steady. New Siam rice is expected in about ten days. The price quoted is $15.00 per hundred. Bakers' fresh cocoanut, shredded wheat, custard powder, celluloid starch, soluble coffee, lamp chimneys and lantern globes have all advanced to higher levels. All spices show an upward tone. Higher prices are named on pickles and olives. Lemons are quoted at $6.00 per case, a considerable drop since last week. Potatoes are firm at $4.50 per bag.

## *Sugar Market Shows No Change*

**Toronto.**

SUGAR.—No new developments are noted in the sugar market this week. Supplies are coming along more freely, but there is still a shortage felt. The raw sugar market is firmer than it has been for several weeks and offerings have been comparatively light.

| | |
|---|---|
| St. Lawrence, extra granulated, cwt. | 16 71 |
| Atlantic, extra granulated | 16 71 |
| Acadia Sugar Refinery, extra granulated | 16 71 |
| Dom. Sugar Refinery, extra granulated | 16 71 |
| Dom. Sugar Refinery, extra granulated | 15 50 |
| Canada Sugar Refinery, granulated | 16 46 |

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c ;No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

## *Barbadoes Molasses $1.50 Per Gallon*

**Toronto.**

CORN SYRUPS—The market for corn syrup stands firm at the advance of last week.

MOLASSES—New Barbadoes molasses is now on the market and quoted at $1.50 per gallon. No. 2 tins, $5.75 per case of 2 dozen; No. 3 tins, $8.00 per case of 2 dozen; No. 5 tins, $6.50 per case of one dozen and No. 10 tins at $6.25 per case of 6 tins.

| | | |
|---|---|---|
| Corn Syrups— | | |
| Barrels, about 700 lbs., yellow | .... | 0 09 |
| Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls. | | |
| Cases, 2-lb. tins, white, 2 doz. in case | .... | 6 50 |
| Cases, 5-lb. tins, white, 1 doz. in case | .... | 7 45 |
| Cases, 10-lb. tins, white, ½ doz. in case | .... | 7 15 |
| Cases, 2-lb. tins, yellow, 2 doz. in case | .... | 5 90 |
| Cases, 5-lb. tins, yellow, 1 doz. in case | .... | 6 85 |
| Cases, 10-lb. tins, yellow, ½ doz. in case | .... | 6 55 |
| Cane Syrups— | | |
| Barrels and half barrels, lb. | 0 08 | .... |
| Half barrels, ¼c over bbls.; ¼ bbls., ½c over. | | |
| Cases, 2-lb. tins, 2 doz. in case | .... | 7 00 |
| Molasses— | | |
| Fancy, Barbadoes, barrels, gal. | 1 45 | 1 50 |
| Choice Barbadoes, barrels | .... | .... |
| West India, bbls., gal. | .... | 0 56 |
| West India, No. 10, kegs | .... | 6 50 |
| West India, No. 5, kegs | | 3 00 |
| Tins, 2-lb., table grade, case 2 doz., Barbadoes | .... | 5 75 |
| Tins, 3-lb. table grade, case 2 doz. Barbadoes | .... | 8 00 |
| Tins, 5-lb., 1 doz. to case, Barbadoes | .... | 6 50 |
| Tins, 10-lb., ½ doz. to case, Barbadoes | .... | 6 25 |
| Tins, No. 2, baking grade, case 2 doz. | .... | 4 00 |
| Tins. No. 3, baking grade, case of 2 doz. | 4 70 | 6 50 |
| Tins, No. 5, baking grade, case of 1 doz. | 3 75 | 6 20 |
| Tins, No. 10, baking grade, case of ½ doz. | 3 60 | 6 00 |
| West Indies, 1½s, 48s | 4 60 | 6 95 |

## *Tea Market is Very Firm*

**Toronto.**

TEAS—No recent developments are reported this week. The fluctuations in the exchange and the difficulty in getting supplies are the cause for worry on the part of the dealers. The market is quite firm and spot stocks of some grades are decreasing.

| | | |
|---|---|---|
| Ceylons and Indians— | | |
| Pekoe Souchongs | 0 48 | 0 54 |
| Pekoes | 0 52 | 0 60 |
| Broken Pekoes | 0 56 | 0 64 |
| Broken Orange Pekoes | 0 58 | 0 66 |
| Javas— | | |
| Broken Orange Pekoes | 0 58 | 0 65 |
| Broken Pekoes | .... | 0 50 |
| Japans and Chinas— | | |
| Early pickings, Japans | 0 63 | 0 65 |
| Do., seconds | 0 50 | 0 55 |
| Hyson thirds | 0 45 | 0 50 |
| Do., pts. | 0 58 | 0 67 |
| Do., sifted | 0 67 | 0 72 |

Above prices give range of quotations to the retail trade.

## *Special Deal On Corn Flakes*

**Toronto.**

PACKAGE GOODS — All package goods remain firm at prices quoted. One manufacturer of corn flakes is offering their brand at $4.15 per case, 2 cases free with a ten-case order; this offer to expire on 15th April.

**PACKAGE GOODS**

| | | |
|---|---|---|
| Rolled Oats, 20s, round, case | .... | 6 50 |
| Do., 20s, square, case | .... | 6 50 |
| Do., 36s, case | .... | 4 85 |
| Do., 18s, case | .... | 2 42½ |
| Corn Flakes, 36s, case | 4 00 | 4 25 |
| Porridge Wheat, 36s, regular, case | .... | 6 00 |
| Do., 20s, family, case | .... | 6 80 |
| Cooker Package Peas, 36s, case | .... | 4 20 |
| Cornstarch, No. 1, lb. cartons | .... | 0 12½ |
| Do., No. 2, lb. cartons | .... | 0 11 |
| Laundry starch | .... | 0 10¾ |
| Laundry starch, in 1-lb. cartons | .... | 0 12¾ |
| Do., in 6-lb. tin canisters | .... | 0 14¼ |
| Do., in 6-lb. wood boxes | .... | 0 14¼ |
| Potato Flour, in 1-lb. pkgs | .... | 0 16 |
| Fine oatmeal, 20s | .... | 6 75 |
| Cornmeal, 24s | .... | 3 65 |
| Farina, 24s | .... | 2 90 |
| Barley, 24s | .... | 2 60 |
| Wheat flakes, 24s | 5 60 | 6 00 |
| Wheat kernels, 24s | .... | 4 50 |
| Self-rising pancake flour, 24s | .... | 3 70 |
| Buckwheat flour, 24s | .... | 3 70 |
| Two-minute Oat Food, 24s | .... | 3 75 |
| Puffed wheat, case | .... | 4 60 |
| Puffed Rice, case | .... | 5 70 |
| Health Bran, case | .... | 2 60 |
| F.S. Hominy, gran., case | .... | 3 65 |
| Do., pearl, case | .... | 3 65 |
| Scotch Pearl Barley, case | .... | 2 60 |

## *Steady Market Reported For Coffee*

**Toronto.**

COFFEE—The consumption of coffee has been far in excess of other years; this coupled with the high exchange rate and difficulties of transportation has sent coffee prices soaring. However, some importers are now of the opinion that the peak has now been reached, as with the approach of warmer weather the consumption will naturally decrease.

| | | |
|---|---|---|
| Java, Private Estate | 0 51 | 0 52 |
| Java, Old Government, lb. | .... | .... |
| Bogotas, lb. | 0 49 | 0 50 |
| Guatemala, lb. | 0 48 | 0 52 |
| Mexican, lb. | .... | 0 55 |
| Maracaibo, lb. | 0 47 | 0 48 |
| Jamaica, lb. | 0 45 | 0 46 |
| Blue Mountain Jamaica | .... | 0 52 |
| Mocha, lb. | .... | 0 55 |
| Rio, lb. | 0 35 | 0 37 |
| Santos, Bourbon, lb. | 0 46 | 0 47½ |

## *Cereals Are Firm; Prices Unchanged*

**Toronto.**

CEREALS—The demand for cereals shows no abatement. Although no changes in price have occurred a firm market is reported with an upward tendency on some lines.

| | Single Bag Lots F.o.b. | Toronto |
|---|---|---|
| Barley, pearl, 98s | .... | 8 50 |
| Barley, pot, 98s | .... | 7 25 |
| Barley Flour, 98s | .... | 4 50 |
| Buckwheat Flour, 98s | .... | 6 25 |
| Cornmeal, Golden, 98s | 5 50 | 6 00 |
| Do., fancy yellow, 98s | .... | 6 50 |
| Hominy grits, 98s | 5 50 | 6 00 |
| Hominy, pearl, 98s | 5 25 | 5 75 |
| Oatmeal, 98s | 5 75 | 6 00 |
| Oat Flour | .... | .... |
| Corn Flour, 98s | .... | 5 50 |
| Rye Flour, 98s | .... | 5 00 |
| Rolled Oats, 90s | 5 60 | 6 00 |
| Rolled Wheat, 100- lb. bbl. | .... | 8 00 |
| Cracked wheat, bag | .... | 6 50 |
| Breakfast food, No. 1 | .... | 7 75 |
| Do., No. 2 | .... | 7 75 |
| Rice flour, 100 lbs. | .... | 10 00 |
| Linseed meal, 98s | .... | 6 75 |
| Peas, split, 98s | .... | 0 08½ |
| Blue peas, lb. | 0 09 | 0 10 |
| Marrowfat green peas | .... | 0 11¾ |
| Graham Flour, 98s | .... | 7 00 |
| Farina, 98s | .... | 6 20 |

## *Siam Rice Quoted at $15.00*

**Toronto**

RICE—The situation in the rice market shows no improvement. Spot stocks are light and reports from primary markets all point to firm high prices. Siam rice, the XX quality, is quoted at 15 cents per pound.

| | | |
|---|---|---|
| Honduras, fancy, per 100 lbs. | .... | .... |
| Blue Rose, lb. | 0 20 | 0 20½ |
| Siam, fancy, per 100 lbs. | .... | .... |
| Siam, second, per 100 lbs. | .... | 15 00 |
| Japans, fancy, per 100 lbs. | .... | 17 00 |
| Do., seconds, per 100 lbs. | .... | 15 00 |
| Fancy Patna | .... | 17 00 |
| White Sago | 0 13½ | 0 14 |
| Do., Pakling | .... | 14 00 |
| Chinese, XX., per 100 lbs. | .... | .... |
| Do., Simiu | .... | .... |
| Do., Mujin, No. 1 | .... | .... |
| Tapioca, pearl, per lb. | 0 12 | 0 12½ |

## *Many Lines Have Advanced*

Toronto.

MISCELLANEOUS — Baker's fresh grated cocoanut in 10-oz. tins advances to $2.15 per dozen; Shredded Wheat up to $4.90 per case; Harry Horne Custard Powder advances, 4-oz. tin, $1.20; 6-oz. tin, $1.75; 16-oz. tin, $3.60 per dozen, and 10-pound tins at $2.75 each.

Celluloid starch is up to $1.35 per dozen. Barrington Hall soluble coffee, standard size, $7.20 per dozen, and the hotel size, $4.65 each. Lowney's Cocoa also advanced, ¼s, ½s, 1s, at 49 cents per pound and 1-5s at 51 cents per pound.

## *Spice Markets Have Upward Trend*

Toronto.

SPICES—The market for spices is unsettled by the unprecedented situation in foreign exchange. Spot stocks in dealers' hands have greatly decreased and consequently the competition amongst the buyers is very keen, both on this continent and in Europe. Lower prices for this year cannot be expected in view of the fact that all countries are considerably short of stocks.

| | | |
|---|---|---|
| Allspice | 0 23 | 0 25 |
| Cassia | 0 35 | 0 40 |
| Cinnamon | .... | 0 55 |
| Cloves | 0 85 | 0 90 |
| Cayenne | 0 35 | 0 37 |
| Ginger | 0 32 | 0 40 |
| Herbs — sage, thyme, parsley, mint, savory, Marjoram | 0 40 | 0 70 |
| Pastry | 0 35 | 0 38 |
| Pickling spices | 0 22 | 0 80 |
| Mace | 0 80 | 0 90 |
| Peppers, black | 0 38 | 0 41 |
| Peppers, white | 0 50 | 0 52 |
| Paprika, lb. | 0 80 | 0 85 |
| Nutmegs, selects, whole 100s | .... | 0 55 |
| Do., 80s | .... | 0 63 |
| Do., 64s | .... | 0 75 |
| Do., ground | 0 40 | 0 50 |
| Nutmegs, ground | 0 40 | 0 50 |
| Mustard seed, whole | 0 20 | 0 40 |
| Celery seed, whole | .... | 0 75 |
| Coriander, whole | 0 25 | 0 30 |
| Carraway seed, whole | 0 35 | 0 45 |
| Tumeric | .... | 0 28 |
| Curry | 0 40 | 0 45 |
| Curry Powder | 0 40 | 0 45 |
| Cream of Tartar— | | |
| French, pure | 0 80 | 0 85 |
| American high-test, bulk | 0 80 | 0 85 |
| 2-oz. packages, doz. | .... | 1 75 |
| 4-oz. packages, doz. | 2 75 | 3 00 |
| 8-oz. tins, doz. | .... | 5 75 |

## *New Maple Syrup Quoted at High Figure*

Toronto.

MAPLE SYRUP — The prices are named for new maple syrup to arrive in about 10 days. One firm is quoting 5-gal. cans as high as $19.00. The size of the crop is hard to estimate at the present time.

| | | |
|---|---|---|
| MAPLE SYRUP— | | |
| 2½-lb. tins, 24 to case | .... | 17 35 |
| 5-lb. tins, 12 to case | .... | 17 35 |
| 8-lb. tins, 10 to case | .... | 19 95 |
| 10-lb. tins, 6 to case | .... | 15 75 |
| 5 gal. Imp. tin, 1 to case | 14 70 | 19 00 |
| 15 gal. keg, per gal. | .... | 2 90 |
| 16 oz. bottles, 24 to case | .... | 8 85 |
| Pure Maple Sugar, 1-lb. blocks, 50s | .... | 0 35 |

## *Honey Supplies Becoming Scarce*

Toronto.

HONEY—Very little is being quoted this week; apparently most stocks are in retailers' hands. Clover honey, in some quarters, is quoted at 26 cents per pound in 10-pound cans.

| | | |
|---|---|---|
| Honey, Clover— | | |
| 5-lb. tins | 0 27 | 0 28 |
| 2½s, tins | .... | 0 29 |
| 10-lb. tins | 0 26 | 0 27 |
| 60-lb. tins | .... | 0 26 |
| Buckwheat, 50-lb. tins, lb. | .... | 12 20 |
| Comb, No. 1, fancy, doz. | 4 50 | 5 00 |

## *Higher Prices Named on Pickles*

Toronto.

PICKLES—There is a considerable advance noted on the new price of pickles. Lytle's quoted as follows: Sweet mixed, sweet mustard, $2.75 per dozen for the 10-ounce bottle, sweet gherkins 10-ounce bottle, $3.00; sweet mixed and sweet mustard in 14-ounce bottles, $3.60 per dozen; sour mixed in 14-ounce bottles, $2.75 per dozen; 1-gal. pail sour mixed, $1.70; 1-gal. pail chow chow, $1.95; 1-gal. pail sweet mixed and sweet mustard, $2.75; 10-gal. keg sour mixed, $14.50; 10-gal. keg chow chow, $17.00; 10-gal. keg sweet mustard and 10-gal. keg sweet mixed, $21.00.

## *Shelled Walnuts Likely to Be Higher*

Toronto.

NUTS—Shelled walnuts continue to be a worry to importers, who state that it is almost an impossibility to fill orders, owing to the difficulty in getting supplies. Other nuts remain firm at prices quoted.

## *Canned Goods Remain Steady*

Toronto.

CANNED GOODS—Supplies of canned vegetables and fruits are moving out very freely. Wholesalers report a good business, especially on peas and the larger fruits. Jams are ruling at firm prices. Prices are unchanged for the most part.

## *Dried Fruits Are Selling Well*

Toronto.

DRIED FRUITS—Dried peaches, apricots and prunes are in active demand. Raisins are moving out slowly, probably due to the high price.

## *Steady Demand Noted For Beans*

Toronto.

BEANS—Conditions in the bean market remain unchanged. Ontario handpicked beans are scarce, but dealers state that just as soon as the roads become in better condition and as the season is advancing, farmers will commence to dump their stocks upon the market. A good business is reported for this line.

## *Lantern Globes Up; Lamp Chimneys Also*

Toronto.

LAMP CHIMNEYS—An advance has taken place on lamp chimneys, quoted as follows:—Case of 96 No. 1A or medium, $10.20; Case of 48 No. 1A, $5.70; case of 72 No. 2B or large, $8.90; case of 36 No. 2B, $4.95.

LANTERN GLOBES—Cold blast lantern globes quoted at cases of 36 at $1.05 per dozen; cases of 12 at $1.15 per dozen; Squat lantern globes quoted at cases of 12 at $1.05 per dozen; cases of 36 at $1.00 per dozen.

## *Lemons Quoted at $6.00 Per Case*

Toronto.

FRUITS—The demand for citrus fruits is keeping steady. The large size oranges are in over supply and in consequence prices are quoted lower; on some sizes as much as 75 cents per case. The smaller and medium-size oranges remain at the high figure. California lemons are quoted this week at $6.00 per case, a drop of $2.00 in the previous 2 weeks. Apples from Nova Scotia are arriving freely. A good business is noted.

| | | |
|---|---|---|
| Cal. Navel Oranges— | | |
| 80s, per case | .... | 5 00 |
| 100s, per case | .... | 6 25 |
| 126s, per case | .... | 7 25 |
| 150s, per case | .... | 8 25 |
| 176s, 200s, 216s, 250s, per case | .... | 9 00 |
| Florida Oranges— | | |
| 126s, 150s, 176s, 200s, 216s, 250s | 6 00 | 9 00 |
| Bananas, Port Limons | .... | 0 09½ |
| Lemons, Cal., 300s, 360s | 5 50 | 6 00 |
| Do., Messinas, 300s | .... | .... |
| Grapefruit, Florida— | | |
| 36s, 46s, 54s | 5 75 | 6 00 |
| 64s, 70s, 80s, 96s, 126s | .... | 6 50 |
| Grapefruit, Cuban— | | |
| 54s, 64s, 70s, 80s, 96s | .... | 5 00 |
| Apples, Nova Scotia— | | |
| Baldwins | 6 50 | 8 00 |
| Starks | 7 00 | 7 50 |
| Fallawatus | 6 00 | 7 50 |
| Mann | 7 00 | 7 50 |
| Apples, Ontario— | | |
| Spys, No. 1, bbl. | .... | 11 00 |
| Do., Nos. 2 and 3 | 6 50 | 9 00 |
| Baldwins | 6 00 | 8 00 |
| Rome Beauty, sizes 88s, 96s, 104s, 113s, 125s, 138s, 150s | 3 75 | 4 00 |
| Cal. Pears | .... | 5 50 |
| Florida Tangarines, 144s, 168s, 196s, 216s, 224s | .... | .... |
| Grapes, Spanish Malagas, keg | 15 00 | 17 00 |
| Cranberry, Cape Cod, bbl. | .... | 13 50 |
| Do., half bbl. | .... | 7 50 |
| Do., boxes | .... | 4 50 |

## *Bran is Scarce; Shorts Also*

Toronto.

MILLFEEDS—There is a heavy demand for bran and shorts, but the supply is very limited. Prices are unchanged.

## *Potatoes Are Quoted $4.50 Per Bag*

Toronto.

VEGETABLES.—The potato market has a firmer tone, being quoted at $4.50 per bag. Dealers state that this is only temporarily, due to Eastern storms and bad roads which make transportation of supplies very difficult. Florida cabbages are now arriving in car lots in bulk, and are being dished up to the trade at $6.50 per barrel. Ontario onions are getting scarce. Spanish onions are much in evidence and are quoted at $8.00 for a 120-pound case.

| | | |
|---|---|---|
| Carrots, per bag | 1 75 | 2 00 |
| Parsnips, per bag | .... | 2 75 |
| Radishes, Cal., doz. | .... | 0 75 |
| Onions, Yellow Danvers, 100 lb. sacks | .... | 8 00 |

| | | |
|---|---|---|
| British Columbia Onions, 75 lb. sacks | .... | 7 50 |
| Spanish Onions, large cases, 120 lbs. | .... | 8 00 |
| Do., small cases, 90 lbs. | .... | 6 50 |
| Onions, white, large sacks | .... | 8 50 |
| Celery, Florida, 3 to 4 doz. crates | .... | 6 50 |
| Cauliflower, Cal., standard case.. | 5 50 | 6 00 |
| Potatoes— | | |
| Ont., 90-lb. bags | 4 25 | 4 50 |
| Quebec, 90-lb. bags | 4 25 | 4 50 |
| Jersey Sweet, hamper | .... | 3 75 |
| Turnips, bag | .... | 1 25 |
| Mushrooms, 4-lb. basket | .... | 4 00 |
| Lettuce, Cal., head, 4 to 5 doz. cr. | 4 50 | 5 00 |
| Do., leaf, doz. | 0 35 | 0 50 |
| Cabbage, Florida, large hamper.. | .... | 4 00 |
| Do., Florida, bbl. | .... | 6 50 |
| Green Onions, doz. bunches | 0 40 | 0 50 |
| Hothouse Tomatoes, lb. | .... | 0 45 |
| Green Peppers, doz. | .... | 1 00 |
| Rhubarb, doz. bunches | 1 35 | 1 50 |
| Parsley, per dozen | 1 00 | 1 25 |
| Mexican Tomatoes, case | .... | 6 00 |
| Florida Tomatoes, case | 7 50 | 8 00 |

# WINNIPEG MARKETS

## *Sugar Supplies in Better Supply*

**Winnipeg.**

SUGAR.—Sugar supplies are improving. The feature of the week in the sugar market is the advance in the price of Redpath.

| SUGAR— | | |
|---|---|---|
| Redpath, granulated | .... | 17 30 |
| Atlantic, granulated | .... | 17 55 |
| St. Lawrence, granulated | .... | 17 55 |
| Acadia, granulated | .... | 17 70 |

## *Corn Syrups Have Advanced*

**Winnipeg.**

SYRUPS.—Corn syrups have advanced this week—an advance of 20 cents per case on the small sizes and 30 cents on the larger.

## *Jelly Powders Are Likely to Be Higher*

**Winnipeg.**

JELLY POWDER.—An advance is expected owing to the advance of sugar and the scarcity of gelatine, which is very hard to get at the present time.

## *Starches Are Quoted Higher*

**Winnipeg.**

STARCH.—An advance of one-half a cent per pound is registered on starch due to the high exchange rate and the increase in the cost of corn.

## *Coffee Stocks Getting Low*

**Winnipeg.**

COFFEES.—The feature in the coffee market is that coffee is firmer in price and it is reported that stocks of Santos are much smaller than at first supposed. The peak may be reached about the first of July. New crops will not arrive until about the first of September.

## *Spices Are in Firm Market*

**Winnipeg.**

SPICES.—Spices are very steady in some lines. Peppers for import are easier, spot supplies are rather short. Ginger and nutmegs remain high and scarce. Paprika is high in price and very little being offered.

## *Raisins Are in Scant Supply*

**Winnipeg.**

DRIED FRUIT.—Raisins are almost off the market with no prospect of lower prices before the next crop comes in. The prune market is easier as firms from the other side are mostly offering very large sizes at prices much lower than opening prices.

## *Advance in Tea Likely*

**Winnipeg.**

TEA.—The trend of the tea market shows every indication for higher prices in the very near future.

## *Bean Market is Unchanged*

**Winnipeg.**

BEANS.—Bean market is very flat. Prices are unchanged.

White Beans (in 100-lb. bags)—Extra fancy hand-picked, $8.50; fancy, hand-picked, $7.75.
Lima Beans—Per lb., 13c.
Lentils—Per lb., 16c.

## *Vegetables Are in Good Supply*

**Winnipeg.**

VEGETABLES.—New vegetables are arriving daily from California, cabbages, cauliflowers, onions, lettuce, and Mexican tomatoes.

| | | |
|---|---|---|
| Beets, per lb. | .... | 0 04 |
| Turnips, per lb. | .... | 0 03 |
| Carrots, per lb. | .... | 0 04 |
| Cabbage, per lb. | .... | 0 08 |
| Potatoes, per bushel | 2 75 | 3 00 |
| B.C. Onions, per sack | .... | 7 50 |
| Head Lettuce, per case | .... | 5 50 |
| Leaf Lettuce, per doz. | .... | 0 75 |
| California Cabbage, per lb. | .... | 0 10 |
| Do., Cauliflower, case | .... | 3 75 |
| Do., Celery, case | .... | 15 00 |
| Spanish Onions, case | .... | 9 00 |

## *Fruit Market is Very Active*

**Winnipeg.**

FRUITS. — Apples have recovered from a very bad slump and are likely to continue climbing till balance of season. All retailers should watch the packs for keeping qualities because of shrinkage that is causing the apple market to advance. Navel oranges are still soaring on account of the exceptional high demand in New York.

# VANCOUVER

## *Onions Scarce; Potatoes Higher*

**Vancouver.**

VEGETABLES.—Onion supplies are decreasing, the price is firmer. Potatoes have advanced to $115 per ton for Ashcrofts, and locals are quoted at $95 to $100.

| | | |
|---|---|---|
| Potatoes, Ashcroft | .... | 115 00 |
| Do., Mainland, ton | 95 00 | 100 00 |
| Do., local | 95 00 | 100 00 |
| Carrots, per lb. | .... | 0 03½ |
| Beets, per lb. | .... | 0 03 |
| Turnips, per lb. | .... | 0 02½ |
| Cabbage, per lb. | .... | 0 05 |
| Onions, B.C., sack | .... | 8 50 |
| Do., Man., sack | .... | .... |
| Valencia Onions, sack | .... | 9 00 |
| Head lettuce, Cal., case | .... | 7 25 |
| Do., leaf, per doz. | .... | 0 70 |
| Tomatoes, per case | .... | 15 00 |
| Celery, per dozen | .... | 3 00 |
| Cauliflower | .... | 4 25 |

## *Oranges Higher; Lemons Firm*

**Vancouver.**

FRUIT.—There is a good demand for all varieties of fruit. Apples are ruling at steady prices. Oranges are higher, quoted at $9 per case. Lemons are firm at $8 per case.

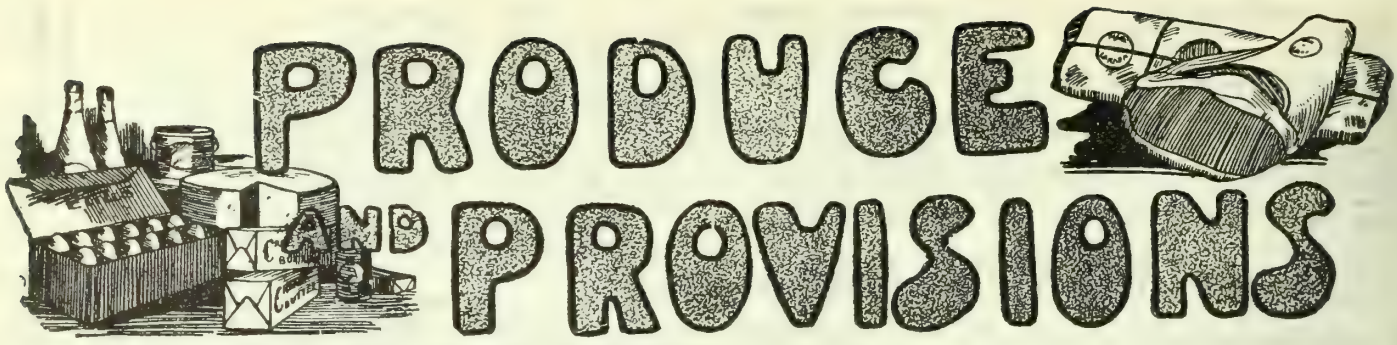
| Apples— | | |
|---|---|---|
| Cooking, box | .... | 1 75 |
| Baldwin, box | .... | 2 75 |
| Delicious, box | .... | 4 50 |
| Spitzenberg, box | 3 50 | 3 75 |
| Winesaps, box | 3 25 | 3 75 |
| Winter Bananas, box | .... | 3 00 |
| Newtons, box | .... | 3 50 |
| King David, box | .... | 2 75 |
| Jonathans, box | 2 75 | 3 00 |
| Grapefruit, Florida | .... | 11 00 |
| Oranges, Navels | .... | 9 00 |
| Lemons | .... | 8 00 |

## *New Brunswick Markets*

FROM ST. JOHN, BY WIRE.

St. John, N.B., March 19.—Very few changes are noted in the market this week. Business is reported brisk. The ordinary grade of cornmeal has advanced to $4.35 per bag. American clear pork is easier, declining one cent per pound. Fresh eggs are more plentiful and an easier tone has developed. Storage eggs are firmer and quoted at 60 cents per dozen. Potatoes are scarce, selling at $7.50 per barrel. Lemons have declined to $7.00 per case. Bananas are higher, quoted at 12 to 13 cents per pound.

| | | |
|---|---|---|
| Flour, No. 1 patents, bbls., Man. | .... | 14 90 |
| Cornmeal, gran., bags | .... | 6 25 |
| Cornmeal, ordinary | .... | 4 35 |
| Rolled oats | .... | 12 50 |
| Rice, Siam, per 100 lbs. | .... | 14 75 |
| Tapioca, 100 lbs. | 13 50 | 15 00 |
| Molasses | .... | 1 25 |
| Standard, granulated | .... | 16 60 |
| Sugar— | | |
| No. 1, yellow | .... | 16 10 |
| Cheese, New Brunswick | .... | 0 32 |
| Cheese, Ont., twins | .... | .... |
| Eggs, fresh, doz. | .... | 0 70 |
| Lard, pure, lb. | 0 33 | 0 33½ |
| Lard, compound | 0 30 | 0 30½ |
| American, clear pork | 55 00 | 59 00 |
| Tomatoes, 2½s, standard case | .... | 4 25 |
| Beef, corned, 1s | 4 00 | 1 20 |
| Eggs, storage | .... | 0 60 |
| Breakfast bacon | 0 42 | 0 45 |
| Butter, creamery, per lb. | .... | 0 68 |
| Butter, dairy, per lb. | .... | 0 63 |
| Butter, tub | 0 58 | 0 60 |
| Raspberries, 2s, Ont., case | 4 40 | 4 45 |
| Peaches, 2s, standard, case | 7 30 | 7 40 |
| Corn, 2s, standard, case | .... | 3 80 |
| Peas, standard, case | .... | 4 15 |
| Apples, gal., N.B., doz. | 4 75 | 5 00 |
| Strawberries, 2s, Ont., case | .... | .... |
| Salmon, Red Spring, flats, cases | .... | 19 50 |
| Pinks | 11 00 | 11 50 |
| Cohoes | 15 00 | 15 50 |
| Chums | .... | 9 00 |
| Evaporated Apples, per lb. | 0 22½ | 0 23 |
| Peaches, per lb. | 0 27½ | 0 28 |
| Potatoes, Natives, per bbl. | .... | 7 50 |
| Onions, Can., 100-lb. bag | .... | 8 00 |
| Lemons, Cal., case | .... | 7 00 |
| Grapefruit, Cal., case | 7 00 | 7 50 |
| Apples, Western, box | 5 00 | 5 50 |
| Bananas, per lb. | 0 12 | 0 13 |




# QUEBEC MARKETS

MONTREAL, March 19—Hogs are stronger and have advanced to from $20.50 to $21.00. Beef stands pretty much as it did last week and no changes have been effected. Barrelled pork is strong with higher tendencies. Hams and bacon are unchanged as far as prices are concerned, but the undertone is decidedly firmer and advances may be expected. No change is reported in cooked meats which remain steady under active demand. Margarine is steady and prices are maintained. Lard is firmer with higher tendencies. Shortening stands firm and strong under steady demands. Butter has advanced in the local market to from 64 to 65 cents per pound and is in a very strong position, owing to the fact that so much is being sold in the American market and the considerable reduction of spot stocks. New-laid eggs are selling as low as 60 cents per dozen and dealers are of the opinion that even lower prices may be expected, although there are very few Canadian eggs available. Cheese is unaltered, although a decidedly better feeling is manifest in the market. There is practically no change to report in the poultry situation. Fresh fish is easier this week and declines have been effected.

## *Hogs Advance $1.00; Beef is Unchanged*

**Montreal.**

FRESH MEATS.—Hogs are considerably stronger this week and have advanced to from $20.50 to $21 in the local markets. The market is very strong on account of the short supplies and the keener competition for what stocks are available. Business is stated to be fairly active, and the undercurrent is decidedly strong.

BEEF.—There is practically no change to report in the beef market. Prices rule unchanged under fairly active demands and the situation remains comparatively steady.

FRESH MEATS

| | | |
|---|---|---|
| Hogs, live (selects) | 20 50 | 21 00 |
| Hogs, dressed— | | |
| Abattoir killed, 65-90 lbs. | 23 50 | 24 50 |
| Fresh Pork— | | |
| Leg of Pork (foot on) | .... | 0 31½ |
| Loins (trimmed) | .... | 0 35 |
| Loins (untrimmed) | .... | 0 32 |
| Bone trimmings | 0 18 | 0 21 |
| Trimmed shoulders | .... | 0 25 |
| Untrimmed | .... | 0 23 |
| Pork Sausage (pure) | .... | 0 23 |
| Farmer Sausages | .... | 0 18 |

Fresh Beef—

| (Cows) | | | (Steers) |
|---|---|---|---|
| $0 19 | $0 22 | ..Hind quarters.. | $0 24 $0 27 |
| 0 12 | 0 14 | ..Front quarters.. | 0 15 0 18 |
| ... | 0 27 | ..... Loins ..... | 0 40 0 42 |
| ... | 0 22 | ..... Ribs ..... | .... 0 30 |
| ... | 0 12 | .... Chucks .... | .... 0 16 |
| ... | 0 18 | ..... Hips ..... | .... 0 23 |

| | | |
|---|---|---|
| Calves (as to grade) | 0 22 | 0 28 |
| Lambs, 50-80 lbs. (whole carcass), lb. | .... | 0 28 |
| No. 1 Mutton (whole carcass), 45-50 lbs., lb. | .... | 0 18 |

## *Barrelled Pork Strong With Upward Tendency*

**Montreal.**

BARRELLED MEATS—Barrelled pork is considerably stronger this week, and although no actual changes have been effected in the local markets the undertone indicates that advanced quotations may be expected in view of the strength of the hog market at the present time. Short cuts (25-35 pieces) are offered at $54.

BARRELLED MEATS

| | | |
|---|---|---|
| **Barrel Pork— —** | | |
| **Canadian short cut (bbl.), 25-35 pieces** | .... | **54 00** |
| **Clear fat backs (bbl.), 40-50 pieces** | .... | **55 00** |
| **Heavy mess pork (bbl.)** | .... | **52 00** |
| Plate Beef | .... | 28 00 |
| Mess Beef | .... | 25 00 |
| Bean Pork | .... | 50 00 |

## *Steady Demand Made For Bacon*

**Montreal.**

CURED MEATS.—A steady demand is manifest in the market for hams and bacon. No appreciable change has been effected in the prices but the position is considerably stronger, and dealers are of the opinion that tendencies are upward rather than down. Breakfast bacon is quoted at 48 cents and picnic hams are selling at about 28 cents.

| | | |
|---|---|---|
| **Hams—** | | |
| **Medium, smoked, per lb.—** | | |
| (Weights) 8-10 lbs. | .... | 0 35 |
| 12-14 lbs. | .... | 0 36 |
| 14-20 lbs. | .... | 0 35 |
| 20-25 lbs. | .... | .... |
| 25-35 lbs. | .... | 0 30 |
| Over 35 lbs. | .... | 0 28½ |

**Boneless (for slicing), 4c advance over above prices.**

| | | |
|---|---|---|
| Bacon— | | |
| Breakfast | .... | 0 48 |
| Cottage Rolls | .... | 0 34 |
| Picnic Hams | .... | 0 28 |

## *Cooked Meats Are Unchanged*

**Montreal.**

COOKED MEATS.—There is practically no change to the position of cooked meats this week. Prevailing prices show no alteration over those of last week, but the situation is somewhat firmer with higher tendencies on many lines in which pork largely figures.

| | | |
|---|---|---|
| Jellied pork tongues | .... | 0 46 |
| **Jellied Pressed Beef, lb.** | .... | **0 32** |
| **Ham and tongue, lb.** | .... | **0 36** |
| **Veal and tongue** | .... | **0 23** |
| Hams, cooked | .. | 0 47 |
| Shoulders, roast | .... | 0 50 |
| Shoulders, boiled | .... | 0 43 |
| Pork pies (doz.) | .... | 0 75 |
| Blood pudding, lb. | .... | 0 12 |
| Mince meat, lb. | 0 15 | 0 19 |
| Sausage, pure pork | .... | 0 26 |
| Bologna, lb. | 0 14 | 0 15 |

## *Margarine Steady; Prices Unchanged*

**Montreal.**

MARGARINE. — There is practically no change in the position of margarine this week. Prices are maintained under a somewhat limited demand, and, taken altogether, the situation is very steady. Prints are quoted at 37 cents per pound.

| | | |
|---|---|---|
| MARGARINE— | | |
| Prints, according to quality, lb. | .... | 0 37 |
| Tubs, according to quality, lb.. | 0 31 | 0 35 |

## *Lard Firm and an Active Seller*

**Montreal.**

LARD. —A steady demand for lard is maintained in the local markets and although prices rule unchanged the position is considerably firmer and slight advances may be looked for rather than any decline.

| | | |
|---|---|---|
| LARD— | | |
| Tierces | 0 29½ | 0 30½ |
| Tubs | 0 29¾ | 0 30¾ |
| Pails | 0 30 | 0 31 |
| Bricks | 0 32 | 0 33 |

## *Shortening Firm; in Active Demand*

**Montreal.**

SHORTENING. — No fresh developments have appeared in the market for shortening which stands firm under very active demands. Prices are maintained

and tierces are offering at 29 cents per pound.

## *Three-Cent Advance Made For Butter*

**Montreal.**

BUTTER. — Butter is considerably stronger this week and advances have been effected. Creamery prints are offering at from 64 to 65 cents per pound. There is manifest in the market a steady demand for butter from the United States, and as some dealers are of the opinion that a more profitable business can be transacted there, a considerable quantity is being shipped out of Canada. Consequently spot stocks are considerably reduced.

| BUTTER— | | |
|---|---|---|
| Creamery, prints, qual. storage | 0 64 | 0 65 |
| Creamery, solids, quality storage | 0 63 | 0 64 |
| Dairy, in tubs, choice | 0 48 | 0 55 |
| Dairy, prints | .... | 0 50 |
| Bakers' | .... | 0 45 |

## *Egg Prices Show Further Declines*

**Montreal.**

EGGS.—New-laid eggs are considerably easier and further declines have been effected during the week. In one quarter they are being offered at 60c per dozen and the general opinion is that further declines may be expected. Supplies of Canadian eggs are still insufficient to meet present demands, and the bulk of eggs upon the market are from across the line. Dealers state that the demands for eggs are very heavy.

| EGGS— | | |
|---|---|---|
| New laids | 0 60 | 0 63 |

## *Better Feeling in Cheese Market*

**Montreal.**

CHEESE. — Although no material change has developed in the market as far as prices are concerned, a decidedly better feeling is manifest on account, principally, of the improvement in the sterling exchange situation. Stocks on spot have been considerably reduced by the recent purchases made by the British Ministry of Food and the opinion is that stocks on hand will be disposed of in a more satisfactory manner. New cheese is selling at 29½ cents.

## *Dressed Poultry Nearly Exhausted*

**Montreal.**

POULTRY.—Local dealers state that supplies of dressed poultry are about finished for the season and practically none are coming upon the market. Supplies of live poultry are also very limited but are found sufficient to meet the slow demands of the present. Prices hold unchanged and the general tone of the market is very quiet.

## *Easier Prices For Fresh Fish*

**Montreal.**

FISH.—Owing to the improved condition of spot stocks, fresh fish is considerably easier and declines have been effected during the week. Fresh haddock is selling at from 8 to 9 cents per pound. Lobsters are more abundant and prices are declining. The mild weather of the past few days has had a bad effect on the sales of frozen fish, although prices have remained practically unchanged. With Lent more than half over, the trade is not buying heavily. Trading in salt and pickled fish is stated to be very quiet. Prices are maintained. Oysters in shell are still very scarce and in good demand. Bulk oysters are somewhat easier owing to the increased production and lesser demands.

| OYSTERS | | |
|---|---|---|
| Cape Cod, per barrel | .... | 16 00 |
| Batouche, per barrel | .... | 13 00 |
| Malpeques shell oysters, choice, bbl. | .... | 15 00 |
| Do., XXX., bbl. | .... | 13 00 |
| Scallops, gallon | .... | 4 50 |
| Can. No. 1 (solids) | 2 50 | 2 75 |
| Can. No. 3 (solids) | 7 00 | 7 50 |
| Can No. 4 (solids) | 11 00 | 12 00 |
| Can No. 1 (selects) | .... | 3 50 |
| Can No. 3 (selects) | 6 75 | 10 50 |
| **FRESH FISH** | | |
| Haddock | 0 08 | 0 09 |
| Steak cod | 0 11 | 0 12 |
| Market cod | 0 07½ | 0 08 |
| Mackerel | .... | 0 18 |
| Flounders | 0 08 | 0 09 |
| Prawns | .... | 0 40 |
| Live Lobsters | .... | 0 65 |
| Salmon (B.C.), per lb., Red | .... | 0 30 |
| Skate | .... | 0 12 |
| Shrimps | .... | 0 35 |
| Whitefish | .... | 0 16 |
| **FROZEN FISH** | | |
| Gaspereaux, per lb. | 0 06 | 0 07 |
| Halibut, large and chicken | 0 18 | 0 18½ |
| Halibut, Western, medium | 0 20 | 0 21 |
| Haddock | 0 08 | 0 08½ |
| Mackerel | 0 15 | 0 16 |
| Dore | 0 15 | 0 16 |
| Smelts, No. 1, per lb. | 0 17 | 0 18 |
| Smelts, extra large | .... | 0 25 |
| Smelts (small) | 0 09 | 0 10 |
| Pike, headless and dressed | 0 11 | 0 12 |
| Market Cod | 0 07 | 0 07½ |
| Whitefish, small | 0 12 | 0 13 |
| Sea Herrings | 0 07 | 0 07½ |
| Steak Cod | 0 09 | 0 09½ |
| Gaspe Salmon, per lb. | 0 24 | 0 25 |
| Salmon, Cohoes, round | 0 19 | 0 20 |
| Salmon, Qualla, hd. and dd. | 0 12½ | 0 23 |
| Whitefish | 0 15 | 0 16 |
| Lake Trout | 0 19 | 0 20 |
| Lake Herrings, bag, 100 lbs. | .... | 4 50 |
| Alewires | 0 07½ | 0 08 |
| **SALTED FISH** | | |
| Codfish— | | |
| Large bbls., 200 lbs. | .... | 18 00 |
| No. 1, medium, bbl., 200 lbs. | .... | 15 00 |
| No. 2, 200-lb. bbl. | .... | 14 00 |
| Strip boneless (30-lb. boxes), lb. | .... | 0 20 |
| Boneless (24 1-lb. cartons), lb. | .... | 0 18 |
| Ivory (2-lb. blocks, 20-lb. boxes) | .... | 0 16 |
| Shredded (12-lb. boxes) | 2 40 | 2 50 |
| Dried, 100-lb. bbl. | .... | 15 00 |
| Skinless, 100-lb. boxes | .... | 16 50 |
| Pollock, No. 1, 200-lb. barrel | .... | 13 00 |
| Boneless cod (2-lb.) | .... | 0 23 |

# ONTARIO MARKETS

TORONTO, March 19—Fresh meats are firmer in tone and a brisk demand is noted. Live hogs are quoted 25 to 50 cents per hundred higher. Dressed beef also has advanced 2 cents per pound. Provisions show no change. Business is reported good. Cooked meats are firm. The butter market has developed a firmness and while no change in price has occurred, the feeling amongst the dealers is that higher prices can be looked for. The egg market has weakened and change in quotations is almost a daily occurrence. Trade in cheese is somewhat improved. Lard, shortening and margarine hold steady. Poultry is firm.

## *Fresh Meats Ruling Firm*

**Toronto.**

FRESH MEATS.—There is a good demand for fresh meats and prices are firm. On some lines a few cents per pound higher is quoted. Live hogs are quoted 25 to 50 cents per hundred higher. Dressed beef is also about 2 cents per pound higher. Loins of pork are quoted at 38½ cents per pound.

| FRESH MEATS | | |
|---|---|---|
| Hogs— | | |
| Dressed, 70-100 lbs., per cwt. | 24 00 | 26 00 |
| Live off cars, per cwt. | 19 75 | 20 00 |
| Live, fed and watered, per cwt. | 19 50 | 19 75 |
| Live, f.o.b., per cwt. | 18 50 | 18 75 |
| Fresh Pork— | | |
| Legs of pork, up to 18 lbs. | .... | 0 31 |
| Loins of pork, lb. | .... | 0 38½ |
| Tenderloins, lb. | .... | 0 52 |
| Spare ribs, lb. | .... | 0 25 |
| Picnics, lb. | .... | 0 24 |
| New York shoulders, lb. | .... | 0 28 |
| Boston butts, lb. | .... | 0 32 |
| Montreal shoulders, lb. | .... | 0 29 |
| Fresh Beef from Steers and Heifers | | |
| Hind quarters, lb. | 0 24 | 0 27 |
| Front quarters, lb. | 0 14 | 0 16 |
| Ribs, lb. | 0 24 | 0 28 |
| Chucks, lb. | 0 14 | 0 16 |
| Loins, whole, lb. | 0 32 | 0 36 |
| Hips, lb. | 0 20 | 0 22 |
| Cow beef quotations about 2c per pound below above quotations. | | |
| Calves, lb. | 0 24 | 0 27 |
| Spring lamb, lb. | .... | .... |
| Yearling lamb | 0 30 | 0 34 |
| Sheep, whole, lb. | 0 14 | 0 20 |

Above prices subject to daily fluctations of the market.

## *Cooked Ham is 52 Cents Per Pound*

**Toronto.**

COOKED MEATS.—Cooked hams are apparently the big seller in cooked meats. The price remains firm at 52 cents per pound. Jellied ox tongue is also in good demand and quoted as high at 60 cents per pound.

| | | |
|---|---|---|
| Boiled hams, lb. | 0 50 | 0 52 |
| Hams, roast, without dressing, lb. | 0 51 | 0 54 |
| Shoulders, roast, without dressing, lb. | .... | .... |
| Head Cheese, 6s, lb. | .... | 0 13½ |
| Choice jellied ox tongue, lb. | 0 55 | 0 60 |
| Jellied pork tongue | 0 49 | 0 50 |

Above prices subject to daily fluctuations of the market.

## *Bacon and Hams Ruling at Firm Prices*

**Toronto.**

PROVISIONS.—The market for provisions shows little change as far as prices are concerned. Business is reported good for the season of the year. Nice, medium size hams are quoted at 35 cents per pound and the best trimmed breakfast bacon at 45 cents per pound.

## *Butter Market Shows a Firmness*

**Toronto.**

BUTTER. — The butter market has

developed a decidedly firm tone and while no change in price has been registered, a higher price can almost be expected.

BUTTER—

| | | |
|---|---|---|
| Creamery prints (fresh made) | 0 62 | 0 65 |
| Dairy prints, fresh, lb. | .... | 0 55 |
| Dairy prints, No. 1, lb. | .... | 0 54 |

## *Egg Market Has Downward Tone*

**Toronto.**

EGGS.—The egg market has considerably weakened. The price now quoted is 60 cents per dozen but even lower prices are expected before this week is out. American eggs are still the mainstay of the market but Ontario are arriving more freely.

EGGS—

| | | |
|---|---|---|
| Fresh | .... | 0 60 |
| Fresh selects in cartons | .... | 0 63 |

Prices shown are subject to daily fluctuations of the market.

## *Trade in Cheese Has Improved*

**Toronto.**

CHEESE.—Dealers report a steadier condition in the cheese market. A few small lots have been exported but stocks held are still very heavy. The prices quoted to the retail trade is 28 to 29 cents per pound.

CHEESE—

| | | |
|---|---|---|
| Large | 0 28 | 0 29 |
| Stilton | 0 34 | 0 35 |

Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.

## *Shortening is Quoted Higher*

**Toronto.**

SHORTENING.—An advance of one cent per pound is registered on shortening this week. One pound prints are quoted at 30½ cents and bulk at 29 cents per pound on the tierce basis.

SHORTENING—

| | | |
|---|---|---|
| 1-lb. prints | 0 30 | 0 30½ |
| Tierces, 400 lbs. | 0 28½ | 0 29 |

## *Margarine is Moving Steadily*

**Toronto.**

MARGARINE.—The demand for margarine is very steady and while no change is recorded in price the market is ruling firm at prices quoted:

MARGARINE—

| | | |
|---|---|---|
| 1-lb. prints, No. 1 | 0 37 | 0 38½ |
| Do., No. 2 | 0 34 | 0 37 |
| Do., No. 3 | 0 30 | 0 34 |
| Nut margarine, lb. | 0 34 | 0 35 |

## *Lard Prices Hold Firm*

**Toronto.**

LARD.—The market for lard holds firm and shows no change in quotations. Business is reported good on this line.

| | | |
|---|---|---|
| Tierces, 400 lbs., lb. | 0 30½ | 0 31 |

In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces.

## *Brisk Business Noted on Fish*

**Toronto.**

FISH.—The demand for fish is very active. Although supplies are arriving more freely, the demand is even greater, which is natural at this season. Halibut quotations are somewhat easier and this is by far the most favored fish. The demand for oysters is falling off due to the few mild days and the approach of the end of the season. Prices generally remain unchanged.

| FRESH SEA FISH. | | |
|---|---|---|
| Cod Steak, lb. | 0 11 | 0 13 |
| Do., market, lb. | 0 4½ | 0 07 |
| Haddock, heads off, lb. | .... | .... |
| Do., heads on, lb. | .... | 0 09 |
| Halibut, chicken | 0 15 | 0 17 |
| Do., medium | .... | 0 19 |
| Fresh Whitefish | .... | .... |
| Fresh Herring | .... | .... |
| Flounders, lb. | 0 09 | 0 10 |
| Oysters, glass jars, 13 oz., doz. | .... | 5 05 |
| Do., No. 3 can | .... | 10 50 |
| Do., No. 5 can | .... | 17 00 |
| Blue Point oysters, 800s | .... | 15 75 |
| Do., 1000s | .... | 14 00 |
| **FROZEN FISH** | | |
| Salmon, Red Spring | .... | 0 24 |
| Do., Cohoe | 0 20 | 0 22 |
| Do., Qualla | 0 10 | 0 11 |
| Halibut, chicken | .... | 0 15 |
| Do., medium | 0 18 | 0 19 |
| Do., jumbo | 0 18 | 0 19 |
| Whitefish, lb. | .... | 0 13 |
| Herring | .... | 0 09½ |
| Mackerel | 0 12 | 0 13 |
| Flounders | 0 10 | 0 11 |
| Trout | 0 17 | 0 18 |
| Pickerel, dressed | 0 14 | 0 15 |
| Smelts | 0 15 | 0 25 |
| Spanish Mackerel | .... | 0 30 |
| Pike, round | .... | 0 08 |
| Do., headless and dressed | .... | 0 09 |
| **SMOKED FISH** | | |
| Haddies, lb. | .... | 0 13 |
| Fillets, lb. | .... | 0 18 |
| Kippers, box | .... | 2 40 |
| Bloaters, box | .... | 2 25 |
| Ciscoes, lb. | .... | 0 20 |

## *Poultry Supplies Continue to Be Light*

**Toronto.**

POULTRY.—There is a dearth of fresh poultry noted. Live fat hens are in heavy demand and are quickly bought up; however, the stocks of storage poultry are still large and a good demand is reported for this line.

# WINNIPEG MARKETS

**WINNIPEG, March 19—The produce and provision markets continue firm. Hogs have advanced 75 cents to $1.25 per cwt. Cheese and butter have a firm tone, but quotations are unchanged. Fresh eggs are easier. Storage eggs are cleaned up.**

## *Hog Market is Very Firm*

**Winnipeg.**

FRESH MEAT.—The hog market is firm and quotations are 75 cents to $1.25 per cwt. higher.

HOGS—

| | | |
|---|---|---|
| Selected, cwt. | .... | $20 00 |
| Heavy, cwt. | .... | 18 00 |
| Light, cwt. | 18 00 | 19 25 |

## *Cheese Market is Unchanged*

**Winnipeg.**

CHEESE.—No change is noted in the cheese market. Prices remain firm at quotations listed.

CHEESE—

| | | |
|---|---|---|
| Ontario, large, per lb. | .... | $0 33 |
| Do., twins, per lb. | .... | 0 33¼ |
| Do., triplets, per lb. | .... | 0 34¼ |
| Manitoba, large, per lb. | .... | 0 31 |
| Do., twins, per lb. | .... | 0 31½ |

## *Butter Firm; Supplies Normal*

**Winnipeg.**

BUTTER.—The market for butter shows a tendency to firmness. Fresh creamery is quoted at 66 cents per pound.

BUTTER—

| | | |
|---|---|---|
| Finest creamery, 1s | .... | 0 66 |
| Do., solids | .... | 0 64 |
| Do., choice | .... | 0 64 |
| Do., solids | .... | 0 63 |
| Dairy, finest No. 1, prints | .... | 0 62 |
| Do., solids | .... | .... |
| Margarine, 1s | .... | 0 38 |

## *Eggs Have Declined*

**Winnipeg.**

EGGS.—Fresh eggs are arriving more freely and price declined considerably. Storage eggs are cleaned up.

EGGS—

| | | |
|---|---|---|
| New laid, doz. | .... | 0 58 |
| New laid from farmers | 0 60 | 0 65 |

# VANCOUVER MARKETS

## *Fresh Beef Has Advanced*

**Vancouver.**

FRESH MEAT.—There is a good business on fresh meats and the market is somewhat firmer. Beef has advanced about one cent per pound. Mutton and lamb, although firm, remain at the same quotations.

| | | |
|---|---|---|
| Beef steers | .... | 0 23 |
| Do., cow | .... | 0 21½ |
| Lamb | .... | 0 40 |
| Mutton | .... | 0 38 |
| Pork | .... | 0 38 |

## *Egg Market Has Weakened*

**Vancouver.**

EGGS.—The market for eggs is continuing to show declines. The price now quoted for new laids is 50 to 53 cents per dozen.

## *Butter Market Has Declined*

**Vancouver.**

BUTTER.—The market for butter has weakened. The price quoted this week is 69 cents per pound.

## *Cheese Prices Are Unchanged*

**Vancouver.**

CHEESE.—There is an active demand for cheese, the market ruling at firm prices.

CHEESE—

| | | |
|---|---|---|
| British Columbia | .... | 0 32½ |
| Ontario, solids | .... | 0 33½ |
| Do., twins | .... | 0 33¾ |
| Stilton | .... | 0 38 |

DAVIES QUALITY PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED TORONTO

# THIS is

## A Real Quality Product—
## Davies Pure Lard

"Quality": Something that every dealer wants. Something every housewife demands. Something we have and something we can give you.

Davies Pure Lard measures up in quality to the highest standard set for Canadian Pure Lard. It is fine in texture, smooth of grain and white in color.

You will find it well worth your while to feature Davies Pure Lard, for, when once taken into a home, it is asked for again.

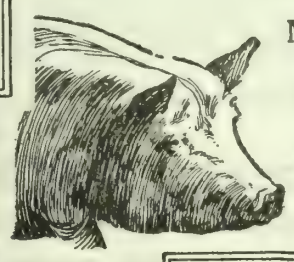
Can be had in convenient packages for household use. 10-lb., 5-lb. and 3-lb. pails, or in 1-lb. sanitary cartons.

Write us direct, or, if our salesman is calling upon you, give him your order.

Special attention always given orders received by mail.

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO

MONTREAL CHICAGO



MARIGOLD

MARIGOLD

**"The Greatest Seller of Its Kind in the World"**

MORRIS & COMPANY, Chicago, U. S. A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

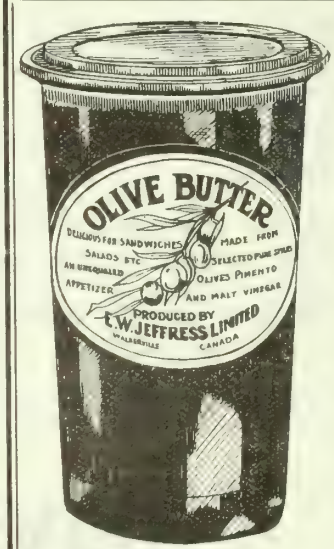
JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

SALT PLANT, WINDSOR, ONTARIO

**Windsor Table Salt**
Made in Canada

is made in the most modern plant in America; it is ALL SALT—pure, clean salt — that your customers know and use.

THE CANADIAN SALT CO., LIMITED


OLIVE BUTTER
DELICIOUS FOR SANDWICHES SALADS ETC
AN IDEAL RELISH APPETIZER
MADE FROM SELECTED PURE SPICED OLIVES PIMENTO AND MALT VINEGAR
PRODUCED BY E.W. JEFFRESS LIMITED
WALKERVILLE CANADA

# OLIVE BUTTER

Unquestionably appetizingly popular.

A palatable product prepared from Selected Spices, Olives, Pimento and Malt Vinegar — the Very Highest Grade Obtainable.

Prominently displayed, Olive Butter will prove itself a brisk seller.

HAVE A STOCK OF OLIVE BUTTER ON HAND AND DISPLAY IT EVERY DAY.

**Sold and Manufactured by**

## E. W. Jeffress, Limited

WALKERVILLE, ONT.

W. G. Patrick & Co., Limited, Toronto and Winnipeg
Selling Agents for our Blue Seal Lines

*For Your Easter Trade*

# ARMOUR'S Veribest Ham

*The Ham What Am*

Easter is the beginning of the big ham-consuming season. *Veribest* Ham —The Ham What Am—introduced a few years ago—has already established such a favorable reputation that to-day it is a big seller wherever handled.

Ham has a firm grain, an appetizing appearance — and the stockinet covering definitely retains the original fine flavor and prevents shrinkage.

Take advantage of this sales opportunity -- stock *Veribest* Ham as a special Easter offering. Write us for prices—or ask the Armour salesman to give you additional details.

**ARMOUR AND COMPANY**

**General Offices and Plant:**
**Hamilton, Ontario**

**Branch Offices:**
**Toronto** **Montreal**
**Sydney, N.S.** **St. John, N.B.**

DIRECT SHIPPERS

# Field & Co

(F.M.) LTD.

40-42 KING WILLIAM STREET.
LONDON, E.C.4. ENGLAND.

Cables: "Loudly, London"
Codes (Private): A.B.C. 4th and 5th Editions
Western Union and Bentleys

**There are plenty of fine fish in the sea, but the best of all Sardines are the**

# OBAYO REAL SARDINES

## *The Élite of the Sea*

(Packed in Pure Olive Oil)

STOCK Quality, Mr. Grocer, for successful business. The **Obayo Real Sardines** are of top-grade quality because **only** the finest selected sardines find their way into Obayo tins labelled gold and blue. Thus we are able to guarantee each tin to be of regular first-class quality. Moreover, the fish are packed in pure olive oil. Your enterprise requires big business in all your lines. Be quite certain of this:

## Obayo Real Sardines

will bring
BIGGER AND BIGGER
REDOUBLED AND REDOUBLED
SARDINE BUSINESS

When next you order Sardines,
ORDER

## Obayo Real Sardines

*Direct Importers:*
**FIELD & CO. (F.M.), Ltd.,**
40-42, King William St., London, E.C. 4

# An OXO Cube Year

This year the sales of Oxo Cubes promise to beat all previous records. Strong and persistent advertising, combined with the fact that the public fully realize the remarkable economy — cheapness — and convenience of these Cubes is increasing the demand by leaps and bounds.

If you have not already done so, get in touch with the sole proprietors and manufacturers — OXO Limited, to-day. (See addresses below).

***The Cubes that sell***

**OXO Limited**

Montreal—356 St. Antoine Street Toronto—441 King Street West
Winnipeg—203 Bon Accord Block

# Push Brunswick Brand Sea Foods for a Greater Lenten Profit

The delicious, satisfying flavor of these wholesome sea foods wins the esteem of the most fastidious, turning first sales into profit-building, repeat business.

Brunswick Brand will win you a larger and more profitable Lenten fish trade. Their superior quality and purity has produced an ever-increasing demand which Brunswick dealers are finding a remarkable source of profit.

**The Standard of Sea Food Quality**

**With the Smack of the Sea in them**

Selling Brunswick Brand lines is not experimenting in the least—their popularity is well-established and their selling value is unquestioned.

The ideal location and modern equipment of our plant enables us to produce sea foods that are leaders in their respective lines. Brunswick Brand brings the flavor of old Atlantic right to your customers' tables.

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

## Connors Bros., Limited

**BLACK'S HARBOR, N.B.**

# ROSE BRAND

## The Choice Products of a Great Institution

ROSE BRAND represents the choice products of an institution which for generations has been famous for the high quality of its foods.

It is the mark of foods critically selected and particularly prepared under ideal and scrupulously sanitary conditions. The kind of foods that you can well be proud to sell your customers.

To help our dealers increase their sales of pure food products, we create the demand for ROSE BRAND by forceful advertising in large dailies, weeklies and magazines throughout Canada.

Dainty, beautifully colored show cards, hangers, window trims, etc., have been prepared to attract purchasers to the store—give a more artistic touch to the food department and assist the storekeeper to arrange especially appealing displays.

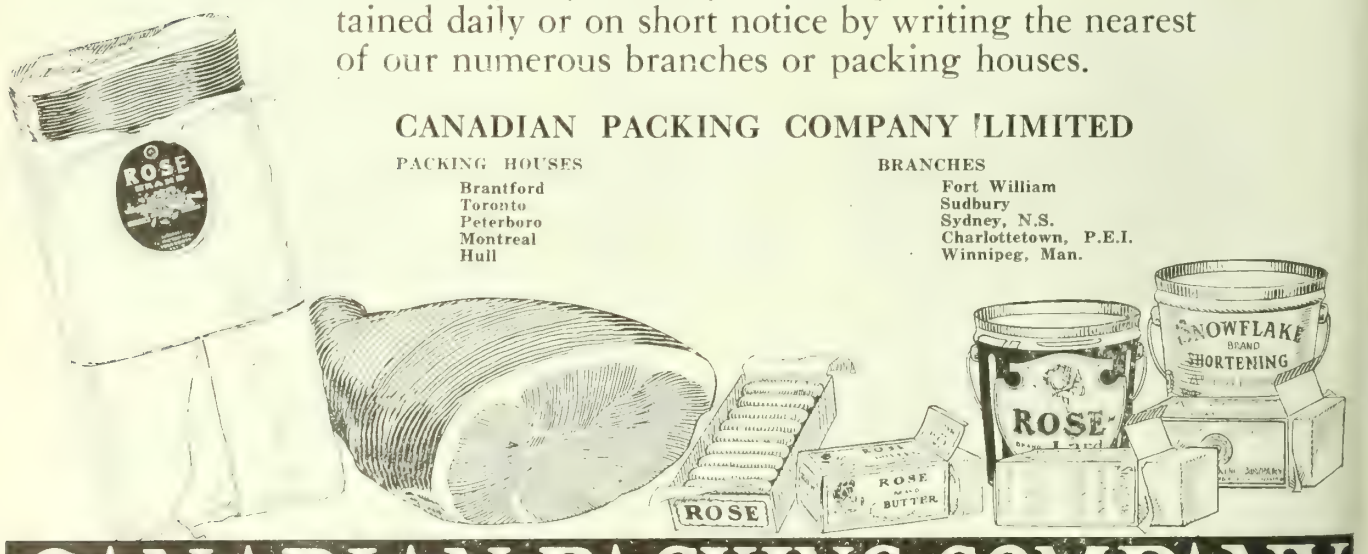
Recipe folders and other literature for counter distribution will be sent with the above-mentioned advertising to any dealer who requests it—gratis and postpaid.

A big feature of the ROSE BRAND service is prompt, speedy delivery. Fresh products can be obtained daily or on short notice by writing the nearest of our numerous branches or packing houses.

**CANADIAN PACKING COMPANY LIMITED**

PACKING HOUSES
Brantford
Toronto
Peterboro
Montreal
Hull

BRANCHES
Fort William
Sudbury
Sydney, N.S.
Charlottetown, P.E.I.
Winnipeg, Man.




**CANADIAN PACKING COMPANY LIMITED**

# *Why We Fixed a Price*

## *for the Handle of the*

# O-Cedar Polish Mop

THE increased cost of raw materials has compelled us to increase the price of the O-Cedar Polish Mop.

When contemplating this step, we took into consideration the fact that many consumers have enquired as to the price of the Mop without the handle.

Upon investigating we find it frequently happens that a woman has on hand one or more handles received with previous Mop purchases — and quite naturally she does not wish to duplicate the purchase if she can save something by purchasing the Mop proper, without handle.

It was evident, therefore, that we should quote these articles separately — one price for the Mop and another for the handle.

So instead of fixing our new price to the public at $1.75 for the complete article, we make it

**$1.50 for the Mop**

**and**

**25c. for the Handle**

In our newspaper advertising we are quoting these new prices in the new way.

You should clip one of our ads and hang it up in some prominent place, so that in the event of a customer questioning the change of price, you may simply point out the new price as quoted by the makers.

**This Mop, without handle, retails for $1.50**
**The Handle, 54" long, is 25c. extra**

Gummed sticker like the above, with the corrected price — will be forwarded to merchants on request.

## CHANNELL CHEMICAL CO., LIMI

TORONTO

If you have not received our Folder showing O-Cedar Advertising Features which are free to all dealers, write for a copy now.

BROOMS, BRUSHES
CANADA BRAND
Trade Mark
WHISKS & TOY BROOMS

# Canada Beaver Brand Brooms

## Quality

as expressed by Canada Beaver Brand Brooms means long service and complete customer-satisfaction. They are light yet tough, with smooth polished handles of flawless maple and brush of high-grade corn.

**Household Brooms—10 Different Grades. Toy Brooms—3 Different Grades. Whisks —10 Different Grades. Warehouse Brooms —A Specialty.**

**The**
**Canada Broom & Brush Co., Limited**
RIDGETOWN, ONT.
*Sales Manager*
M. Webber, London
*Western Sales Agency*—MESSRS. NICHOLSON-RANKIN
707-708 Confederation Life Bldg., Winnipeg, Man.
*Toronto Agents*—MESSRS. SCOTT & THOMAS, Foy Bldg., 32 Front St.

# Good Pencils Attractively Displayed

mean considerably more business without a proportionate extra bother on your part.

Send for your first order of Cane's Pencils to-day and watch the counter display earn you profits.

**Wm. Cane & Sons Co., Ltd.**
NEWMARKET, ONT.

## Looking Ahead!

WHEN planning for increased trade in the future, don't forget the little things that count.

Often enough it's the QUALITY in a *5 Cent* purchase that leads to a *5 Dollar* sale.

You may be sure that's one reason why the *growing* Grocery Stores sell.

# OCEAN BLUE

**In Squares and Bags**

*Order from your Wholesaler.*

**HARGREAVES (CANADA) Limited**
The Gray Building, 24 and 26 Wellington St. W., Toronto.

Western Agents For Manitoba, Saskatchewan and Alberta, W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

# *Sani-Flush*
(TRADE MARK REGISTERED)

## Closet Bowl Cleaner

The sale of ***Sani-Flush*** does not conflict with the sale of washing and scouring powders, because the function of ***Sani-Flush*** is distinctive. It is used only for cleaning closet bowls.

Always think of ***Sani-Flush*** as a unique preparation. Display it separately from general cleansers.

**Harold F. Ritchie & Co.**
LIMITED
10-12-14 McCaul St.
TORONTO, ONT.

# Profit in Cleanliness

If, by chance, a customer looks into your oil room, what is revealed?

Cleanliness?

Neatness and order?

Or is the look within merely depressing and disgusting?

These views show the pump portion of the Bowser kerosene and gasoline system. These tanks for kerosene are in the basement, and for gasoline buried underground to insure safety. Note the cleanliness of the store.

**BOWSER** ESTABLISHED 1885
**SYSTEMS**

installed in your store for the storage and distributing of oils, kerosene and gasoline, assures your customer the cleanliness and orderly arrangement of your oil department are characteristics of your entire establishment.

Bowser pumps are accurate, clean and economical.

Bowser tanks are safe, clean and neat. A combination that means satisfaction and profit.

Signify your interest by asking for literature.

**S. F. BOWSER COMPANY, Ltd.**
**66-68 Fraser Ave., TORONTO, Ont.**

# KING GEORGE'S NAVY

**CHEWING TOBACCO**

## Will win you increased business prestige

By getting you the good-will of the men, King George's Navy will increase your prestige and your profits, too. Get a man coming to your store for this delightful chew and you'll hold his custom right along.

Show King George's Navy now.

Rock City Tobacco Co., Ltd.

# All the Newspapers Carry the Story of MACDONALD'S TOBACCO

172 of Canada's leading newspapers and periodicals tell of the quality of the "Tobacco with a Heart."

The dealer who sells Macdonald's sells an article which has maintained a standard of quality for 60 years—and moreover it is one of the most profitable lines in the Tobacco Trade.

**PLUG SMOKING**
BRIER
INDEX
BRITISH CONSOLS

**PLUG CHEWING**
PRINCE OF WALES
CROWN
BLACK ROD (Twist)
NAPOLEON

**Selling Agents:**

Hamilton—Alfred Powis & Son.
London—D. C. Hannah.
Manitoba and North-West—The W. L. McKenzie & Co., Limited, Winnipeg.
British Columbia—George A. Stone, Vancouver.
Quebec—H. C. Fortier, Montreal.
Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons.

## W. C. MACDONALD REGD.

INCORPORATED
MONTREAL

# A favorite seller that nets substantial profits

Grocers everywhere find it a good flour to sell—a flour that never varies in quality—a flour that will live up to the highest recommendation.

Brodie & Harvie's XXX Self-Raising Flour is known and preferred by women who are particular about the results of their baking and cooking operations.

For making delicious Pancakes, Muffins, Biscuits, etc., it is the peer of "Self-Raising" Flours. Your customers will find they can get better results from Brodie & Harvie's XXX "Self-Raising" Flour than from any other. Now is the time to push sales. The Lenten season means a big demand for flour of this type. Keep a good stock on hand.

**Brodie & Harvie, Limited**
**MONTREAL**

# ESCOFFIER

## SAUCES, PICKLES, Etc.

**As used by H.R.H. The Prince of Wales and Suite on their recent tour in "H.M.S. Renown"**

**SAUCE ROBERT**
FOR ALL MEATS ETC.

**SAUCE DIABLE**
FOR ALL KINDS OF FISH

**SAUCE MELBA**
FOR PUDDINGS AND FRUIT

*Sole Selling Representatives:*
MESSRS. ARGYLL BUTE, LTD.
357 St. Catherine St. West, Montreal, Canada

**SAUCE DERBY**
FOR ALL COLD MEATS AND STEWS

**The American Palate Craves the Maple Taste**

# Mapleine

satisfies this inborn desire. It is simply delicious in cakes, frostings, puddings, desserts—adds the bit of novelty the housewife so enjoys.

**"The maple-tasting flavoring"** describes it perfectly and insures its welcome with customers.

Keep plenty of Mapleine on your shelves—order of your jobber or

**F. E. Robson & Co., 25 Front St. East, Toronto**
**Mason & Hickey Box 2949 - Winnipeg**

M-531

# TURKISH DELIGHT
## *HAREM BRAND*

The only genuine Turkish Delight.
Packed in 10 lb. Wooden Boxes, 100 lbs. to the Case.
Plain or with nuts.

*Mail us your order.*

DOMINION SALES COMPANY
*General Sales Agents*
ROOM 412, BIRKS BLDG. MONTREAL, QUE.

# TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES. Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

**P. PASTENE & CO., LIMITED**
340 ST. ANTOINE STREET - - - MONTREAL, QUE.

# OAKEY'S
## "WELLINGTON KNIFE POLISH.

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

**John Oakey & Sons, Ltd.**
*Manufacturers of*
**Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.**
**Wellington Mills, London, S.E.1., Eng.**
*Agents:*
F. Manley, 42 Sylvester-Willson Bldg Winnipeg.
Sankey & Manson, 839 Beatty Street Vancouver.


# QUOTATIONS FOR PROPRIETARY ARTICLES

**SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR**

### JAMS
**DOMINION CANNERS, LTD.**
**Hamilton, Ont.**
**"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.**

Screw Vac. Top Glass Jars, 16 oz.

| | |
|---|---|
| Strawberry | $5 15 |
| Currant, Black | 5 05 |
| Pear | 4 40 |
| Peach | 4 40 |
| Plum | 4 20 |
| Apricot | 4 50 |
| Cherry | 4 85 |
| Gooseberry | 4 50 |

### "AYLMER" PURE ORANGE MARMALADE

| | Per doz. |
|---|---|
| 12 oz. Glass, Screw Top, 2 doz. in case | 3 15 |
| 16 oz. Glass, Screw Top, 2 doz. in case | 3 85 |
| 16 oz. Glass, Tall, Vacuum, 2 doz. in case | 3 85 |
| 2's Tin, 2 doz. per case | 5 95 |
| 4's Tins, 12 pails in crate, per pail | 0 95 |
| 5's Tin, 8 pails in crate, per pail | 1 18 |
| 7's Tin or Wood, 6 pails in crate | 1 64 |
| 30's Tin or Wood, one pail in crate, per lb. | 0 23 |

### PORK AND BEANS
**"DOMINION BRAND"**

| | Per doz. |
|---|---|
| Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case | $0 85 |
| 1's Pork and Beans, Flat, Plain, 4 doz. to case | 0 92½ |
| 1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case | 0 95 |
| 1's Pork and Beans, Tall, Plain, 4 doz. to case | 0 95 |
| 1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case | 0 97½ |
| 1½'s (20 oz.), Plain, per doz. | 1 25 |
| Tomato or Chili Sauce | 1 27½ |
| 2's Pork and Beans, Plain, 2 doz. to the case | 1 50 |
| 2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case | 1 52½ |
| 2½'s Tall, Plain, per doz. | 2 00 |
| Tomato or Chili Sauce | 2 35 |

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

### CATSUPS—In Glass Bottles

| | Per doz. |
|---|---|
| ½ Pts., Aylmer Quality | $1 80 |
| 12 oz., Aylmer Quality | 2 55 |
| | Per jug |
| Gallon jugs, Aylmer Quality | $1.65 |
| | Per doz. |
| Pints, Delhi Epicure | $2.75 |
| ½-Pints, Red Seal | 1.25 |
| Pints, Red Seal | 1 90 |
| Qts., Red Seal | 2.40 |
| Gallons, Red Seal | 6.45 |

### BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal, Can.

### CONDENSED MILK
Terms—Net 30 days

| | |
|---|---|
| Eagle Brand, each 48 cans | $11 00 |
| Reindeer Brand, each 48 cans | 10 50 |
| Silver Cow, each 48 cans | 10 00 |
| Gold Seal, Purity, ea. 48 cans | 9 85 |
| Mayflower Brand, each 48 cans | 9 85 |
| Challenge Clover Brand, each 48 cans | 9 35 |

### EVAPORATED MILK

| | |
|---|---|
| St. Charles Brand, Hotel, each 24 cans | $7 15 |
| Jersey Brand, Hotel, each 48 cans | 7 15 |
| St. Charles Brand, tall, each 48 cans | 7 25 |
| Jersey Brand, tall, each 48 cans | 7 25 |
| Peerless Brand, tall, each 48 cans | 7 25 |
| St. Charles Brand, Family, 48 cans | 6 25 |
| Jersey Brand, Family, each 48 cans | 6 25 |
| Peerless Brand, Family, each 48 cans | 6 25 |
| St. Charles Brand, small, each 48 cans | 3 30 |
| Jersey Brand, small, each 48 cans | 3 30 |
| Peerless Brand, small, each 48 cans | 3 30 |

### CONDENSED COFFEE

| | |
|---|---|
| Reindeer Brand, large, each 24 cans | 6 75 |
| Reindeer Brand, small, each 48 cans | 6 50 |
| Cocoa, Reindeer Brand, large, each 24 cans | 6 25 |
| Reindeer Brand, small, 48 cans | 6 50 |

### HARRY HORNE & CO.,
Toronto, Ont.

| | Per case |
|---|---|
| Cooker Brand Peas (3 doz. in case) | 4 20 |
| Cooker Brand Popping Corn (3 doz. in case) | 4 20 |

### COLMAN'S OR KEEN'S MUSTARD

| | Per doz. tins |
|---|---|
| D.S.F., ¼-lb. | $2 00 |
| D.S.F., ½-lb. | 5 30 |
| D.S.F., 1 lb. | 10 40 |
| F.D., ¼-lb. | .... |
| | Per jar |
| Durham, 1-lb. jar, each | $0 60 |
| Durham, 4-lb. jar, each | 2 25 |

### CANADIAN MILK PRODUCTS. LIMITED,
Toronto and Montreal

**KLIM**

| | |
|---|---|
| 8 oz. tins, 4 dozen per case | $12.50 |
| 16 oz. tins, 2 dozen per case | 11.50 |
| 10 lb. tins, 6 tins per case | 25.00 |

Prices f.o.b. Toronto.

### THE CANADA STARCH CO., LTD.
**Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.**
**Manufacturers of the Edwardsburg Brands Starches**

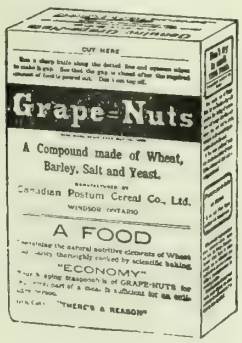
| Laundry Starches— Boxes | Cents |
|---|---|
| 40 lbs.. Canada Laundry | $0 10¼ |
| 100-lb. kegs, No. 1 white | 0 10¼ |
| 200-lb. bbls., No. 1 white | 0 10¼ |
| 40 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. | 0 12¼ |
| 40 lbs., Benson's Enamel, (cold water), per case | 3 50 |
| Celluloid, 45 cartons, case | 4 80 |
| **Culinary Starch.** | |
| 40 lbs., W. T. Benson & Co.'s Celebrated Prepared | 0 12 |
| 40 lbs. Canada Pure or Challenge Corn | 0 10¾ |
| 20 lbs. Casco Refined Potato Flour, 1-lb. pkgs | 0 16 |

(20-lb. boxes, ¼c higher, except potato flour.)

# The Repeating Quality of

# Grape-Nuts

among all classes of customers becomes noticeable to the grocer who observes his trade.




There is a definite customer asset in this which the grocer recognizes; and this constant trade, with its generous profit, is steadily increased by heavy, judicious advertising.

***"There's a Reason"***

***Made by*** **CANADIAN POSTUM CEREAL CO., LTD., Windsor, Ontario**

## Furnivall's FINE FRUIT PURE JAM

## The Acme of Perfection—

The delicious flavor so characteristic of Furnivall's Jam is continually attracting new and profitable business to Furnivall dealers.

Try a sample order to-day.

Only fine, nature-ripened, carefully selected fruit and pure cane sugar is used in Furnivall Jams.

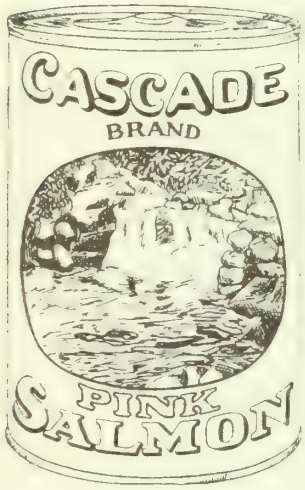
**FURNIVALL - NEW**
Limited
Hamilton - Canada

AGENTS—**The City of Ottawa, Quebec and the Lower Provinces with the exception of Cape Breton:** Messrs. Geo. Hodge & Son, Ltd., Montreal Que. **Ontario:** McLaren Imperial Cheese Co., Ltd., Toronto, Ont. **Manitoba:** A. D. Norman, Scott Block, Winnipeg, Man. **Hamilton:** J. T. Price & Co., 35 Mary St., Hamilton, Ont. **Cape Breton Island, N.S.:** O. N. Mann, Sydney, N.S. **Saskatoon:** Gilbert Stroyan, Saskatoon, Sask. **Newfoundland:** E. J. Godden, St. John's, Newfoundland.

*"The Pink of Perfection"*

# CASCADE SALMON

EVERY TIN IS GUARANTEED




Pounds and Half Pounds

British Columbia Packers' Association

Vancouver, B.C.



## Arm and Hammer Brand

# Sal Soda

is packed in handy, attractive cartons of 2½ lbs. each—36 packages to the box.

Have your jobber send you a supply at once and save time and money by selling Sal Soda "the New Way."

**Church & Dwight, Limited**
**Montreal**


### CROWN BRAND CORN SYRUP

| | |
|---|---|
| 2-lb. tins, 2 doz. in case | 6 50 |
| 5-lb. tins, 1 doz. in case | 7 45 |
| 10-lb. tins, ½ doz. in case | 7 15 |
| 20-lb. tins, ¼ doz. in case | 7 10 |

(Prices in Maritime Provinces 10c per case higher.)

| | |
|---|---|
| Barrels, about 700 lbs. | 0 09 |
| Half bbls., about 350 lbs. | |

### LILY WHITE CORN SYRUP

| | |
|---|---|
| 2-lb. tins, 2 doz. in case | 5 90 |
| 5-lb. tins, 1 doz. in case | 6 85 |
| 10-lb. tins, ½ doz. in case | 6 55 |
| 20-lb. tins, ¼ doz. in case | 6 50 |

(5, 10, and 20-lb. tins have wire handles.)

### GELATINE

| | |
|---|---|
| Cox's Instant Powdered Gelatine (2-qt. size), per doz. | $1 75 |

### INFANTS' FOOD

MAGOR, SO N& CO., LTD.

| | Doz. |
|---|---|
| Robinson's Patent Barley— | |
| 1-lb. | $4 00 |
| ½-lb. | 2 00 |
| Robinson's Patent Groats— | |
| 1-lb. | 4 00 |
| ½-lb. | 2 00 |

### BLUE

| | |
|---|---|
| Keen's Oxford, per lb. | 0 24 |
| In cases, 12 12-lb. bxs to case. | 0 25 |

### NUGGET POLISHES

| | |
|---|---|
| Polish ,Black, Tan, Toney Red, Dark Brown, White Dressing, each | $1.25 |
| | Doz. |
| White Cleaner (liquid) | $2.00 |
| Card Outfits—Black, Tan, Toney Red, Dark Brown | 4.80 |
| Metal Outfits — Black, Tan, Toney Red, Dark Brown | 5.60 |

### IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

| | |
|---|---|
| Black Watch, 10s, lb. | $1 20 |
| Bobs, 12s | 1 13 |
| Currency, 12s | 1 13 |
| Stag Bar, 9s, boxes, 6 lbs. | 1 08 |
| Pay Roll, thick bars | 1 30 |
| Pay Roll, plugs, 10s, 6-lb. ¼ caddies | 1 25 |
| Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs. | 1.25 |
| Great West Pouches, 9s, 2-lb. boxes, ½ and 1-lb. lunch boxes | 1 20 |
| Forest and Stream, tins, 9s, 2-lb. cartons | 1 44 |
| Forest and Stream ¼s, ½s, and 1-lb. tins | 1 50 |
| Master Workman, 2 lbs. | 1 25 |
| Master Workman, 4 lbs. | 1 25 |
| Derby, 9s, 4-lb. boxes | 1 20 |
| Old Virginia, 12s | 1 70 |
| Old Kentucky (bars), 8s, boxes, 5 lbs. | 1 25 |

### THE COWAN CO., LTD., Sterling Road, Toronto, Ont.

### COCOA AND CHOCOLATE

#### COCOA

| | |
|---|---|
| Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. | $5 80 |
| Perfection, ¼-lb. tins, doz. | 1 60 |
| Perfection, ½-lb. tins, doz. | 3 00 |
| Perfection, 10s size, doz. | 1 15 |
| Perfection, 5-lb. tins, per lb. | 0 42 |
| Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz. | 3 25 |
| Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb. | 0 30 |

#### UNSWEETENED CHOCOLATE

| | |
|---|---|
| Supreme Chocolate, 12-lb, bxs, per lb. | 0 45 |
| Supreme Chocolate, 10c size, 2 doz. in box, per box | 2 25 |
| Perfection Chocolate, 10c size, 2 doz .in box, per box | 1 90 |

#### SWEET CHOCOLATE

| | Per lb. |
|---|---|
| Eagle Chocolate, ¼s, 6-lb. boxes | 0 36 |
| Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case | 0 36 |
| Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case | 0 36 |
| Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case | 0 36 |
| Diamond Crown Chocolate, 28 cakes in box | 1 25 |

#### CHOCOLATE CONFECTIONS

| | |
|---|---|
| Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. | $0 47 |
| Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Milk Croquettes, 5-lb. boxes. | 0 47 |
| No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. | 0 43 |
| Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. | 0 43 |
| No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. | 0 43 |
| No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, lb. | 0 43 |
| No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. | 0 40 |
| Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. | 0 43 |
| Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. | 0 60 |
| Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. | 0 60 |

#### NUT MILK CHOCOLATE, ETC.

| | |
|---|---|
| Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box | 2 34 |
| Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box | 2 34 |
| Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb. | 0 47 |
| Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box | 2 45 |
| Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb. | 0 47 |
| Fruit and Nut Milk Chocolate Slabs, per lb. | 0 47 |
| Milk Chocolate Slabs, with Assorted Nuts, per lb. | 0 47 |
| Plain Milk Chocolate Slabs, per lb. | 0 47 |

#### MISCELLANEOUS

| | |
|---|---|
| Maple Buds, fancy, 1 lb., ½ doz. in box, per doz. | $6 00 |
| Maple Buds, fancy, ½ lb., 1 doz. in box, per doz. | 3 20 |
| Assorted Chocolate, 1 lb., ½ doz. in box, per doz. | 6 00 |
| Assorted Chocolate, ½ lb., 1 doz. in box, per doz. | 3 20 |
| Chocolate Ginger, ½ lb., 1 doz. in box, per doz. | 4 35 |
| Crystallized Ginger, full ½ lb., 1 doz. in box, per doz. | 4 35 |
| Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box | 2 04 |
| Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box | 2 04 |
| Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box | 2 04 |
| Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross | 1 15 |
| 120—1c Milk Chocolate Sticks, 60 boxes in case | 0 80 |

### W. K. KELLOGG CEREAL CO., Battle Creek, Mich. Toronto, Canada.

| | |
|---|---|
| Kellogg's Toasted Corn Flakes, Waxtite | 4 15 |
| Kelogg's Toasted Corn Flakes, Ind. | 2 00 |
| Kellogg's Dominion Corn Flakes | 4 15 |
| Kellogg's Dominion Corn Flakes, Indiv. | 2 00 |
| Kellogg's Shredded Krumbles. | 3 50 |
| Kellogg's Shredded Krumbles, Ind. | 2 00 |
| Kellogg's Krumbled Bran | 1 85 |

### BRODIE & HARVIES, LTD., 14 Bleury St., Montreal

| | |
|---|---|
| XXX Self-Raising Flour, 6 lbs. packages, doz. | $6.00 |
| Do., 3 lbs. | 3.05 |
| Superb Self-Raising Flour, 6 lb. | 5.80 |
| Do., 3 lb. | 2.95 |
| Crescent Self-Raising Flour, 6 lb. | 5.90 |
| Do., 3 lb. | 3 00 |
| Perfection Rolled Oats (55 oz) | 3.00 |
| Brodie's Self-Raising Pancake Flour, 1½ lb. pack., doz. | 1 50 |
| Brodie's Self-Raising Buck-Flour, 1½ lb. pkg, doz. | 1.50 |

# Diamond Crystal

We have received a letter from the Diamond Crystal Salt Co. of St. Clair, Mich., of which the following is an extract.

> "In order to assist our Canadian friends in avoiding the high exchange rates between the two countries at this time we are arranging to accept payment on all Canadian accounts in Canadian funds, to accumulate these funds in the Bank of —— and as they accumulate to purchase Canadian Government Bonds, and if necessary to use these bonds as a collateral against loans in this country until the exchange rate improves."

You will observe that these people appreciate the serious exchange situation and are willing to directly assist in rectifying this unsatisfactory condition. We would also like the trade to know that this offer came to us unsolicited. This action of theirs will enable us to materially reduce prices of the finest salt produced on this continent, and now quote:-

| | | | |
|---|---|---|---|
| Bbls. | Diamond Crystal, | 120-2½s, | 7.65 |
| " | Diamond Crystal, | 75-4s, | 7.55 |
| " | Diamond Crystal, | 60-5s, | 7.25 |
| " | Diamond Crystal, | 24-12s, | 7.45 |
| " | Diamond Crystal, | 75-2s and 37-4s, | 7.70 |
| Bags | Diamond Crystal, Dairy, 28s, | | .65 |
| " | Diamond Crystal, Dairy, 56s, | | 1.15 |
| Shaker Salt, Case 2 dozen, | | | 2.95 per case |

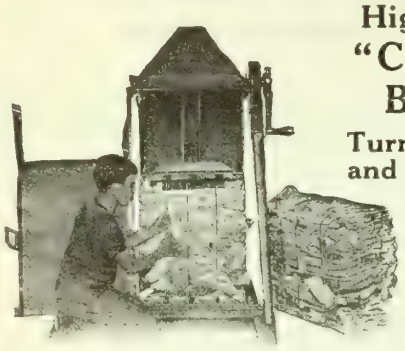
*SEND US A TRIAL ORDER*

**H. P. ECKARDT & CO**

**WHOLESALE GROCERS**

CHURCH STREET & ESPLANADE TORONTO

## Sell Your Waste Paper



High Prices Now
"Climax" Steel
Baling Press

Turns it into money and reduces your fire risk. made in 12 sizes.

*Send for Catalog.*

Climax Baler Co.
HAMILTON, ONT.



We would like to communicate with firms desiring to have a reliable company act for them as agents for the Islands of Cape Breton and Newfoundland.

**The Farquhar Trading Company, Ltd.**
NORTH SYDNEY, N.S.

P. O. Box 249



# Even One Half Hour

spent reading your trade paper is time well spent. Then pass it on to your assistant, and let it help him to help you.


**BLACKWOODS'**
**BAKING POWDER**

| | Per doz. |
|---|---|
| 8-oz. tins, 4 doz. to case | $ 1 80 |
| 12-oz. tins, 4 doz. to case | 2 25 |
| 16-oz. tins, 4 doz. to case | 2 50 |
| Qt. Sealers, 1 doz. to case | 5 00 |
| ½-lb. tins, 1 doz. to case | 6 50 |
| 5-lb. tins, 1 doz. to case | 10 50 |

**CORDIALS**

| | |
|---|---|
| Black Cherry | St. Julien Claret |
| Mondego Port | Grape Wine |
| Hot Todd | Ginger Wine |
| Sloe Gin | Creme de Menthe |

Packed 1 doz. qts. to case.
Per case ..... $4 50
Bulk, per gallon ..... 1 25

**LIQUEURS**

| | |
|---|---|
| H. T. Special | Ginger |
| Creme deMenthe | Black Cherry |
| Hot Todd | Port |
| Grape | Claret |
| Sloe Gin | Trench Rum |

Packed 1 doz. qts. to cs. Per cs. $6 25
Bulk, per gallon ..... 2 25

**CONCENTRATED FRUIT CIDERS**

| | |
|---|---|
| Orange | Cherry |
| Peach | Loganberry |
| Lemon | Strawberry |
| Grape | Raspberry |
| | Blackberry |

Per doz.
Packed 24, 2½-lb. tins to case. $7 20
Apple, pkd. 24, 2½-lb. tins to cs.. 7 40

**EXTRACTS**

Blackwoods' Government Standard. All flavors. Per doz.—

| 2-oz. | 2½-oz. | 4-oz. | 8-oz. | 16-oz. |
|---|---|---|---|---|
| $1 75 | 2 00 | 3 25 | 6 75 | 11 25 |

Heather Brand. Fifty per cent. over Government Standard. Per doz.—

| 2-oz. | 2½-oz. | 4-oz. | 8-oz. | 16-oz. |
|---|---|---|---|---|
| $2 25 | 2 60 | 4 25 | 7 50 | 14 00 |

**OYSTER COCKTAILS** Per doz

Pimento Stuffed, 24, 8 oz. to cs. 3 00
Packed 5-doz. 4-oz. bottles to cs. $3 25

**OLIVES** Per doz

Queens, packed 24, 8 oz. to cs. $2 20
Queens, packed 24, 16 oz. to cs. 3 25
Pimento Stuffed, 24, 16 oz. to cs. 4 50

**BLACKWOODS' DE LUXE PICKLES**

| Ozs. | 10 | 16 | 18 | 20 | Qts. |
|---|---|---|---|---|---|
| Sr. Mix. .. | 2.25 | 3.15 | 3.35 | 3.75 | 4.65 |
| Chow ..... | 2.35 | 3.25 | 3.40 | 3.85 | 4.90 |
| Onions .... | 3.45 | .... | .... | .... | .... |
| Gherkins . | 3.50 | .... | .... | .... | .... |
| Sw. Mix. .. | 2.50 | 3.35 | 3.60 | 4.00 | 5.15 |
| Sw. Onions | 3.75 | .... | .... | .... | .... |
| Sw. Gherkin | 3.75 | .... | .... | .... | .... |

F.o.b. jobbing points add the following freight per dozen:— F.o.b. Winnipeg. 10 oz., 10c; 16 oz., 15c; 18 oz., 20c; 20 oz., 25c; qts., 30c.

**PICKLES IN TINS** Per doz

| | |
|---|---|
| Sr. Mix, 2½-lb. tins | $3 25 |
| Chow, 2½-lb. tins | 3 40 |
| Sw. Mix, 2½-lb. tins | 3 65 |
| Sr. Gherkin, 2½-lb. tins | 4 25 |
| Sw. Gherkin, 2½-lb. tins | 4 50 |
| Dills, 2½-lb. tins | 3 50 |
| Kraut, 2½-lb. tins | 1 90 |

**PICKLES IN BULK**
Spring Top Gallon Jars

| | |
|---|---|
| Sr. Mix | $1 70 |
| Chow | 1 85 |
| Sw. Mix | 1 45 |
| Dills | 1 10 |

| Pails | 1 gal. | 3 gal. | 5 gal. |
|---|---|---|---|
| Sr. Mix | $1 40 | $3 60 | $4 60 |
| Chow | 1 45 | 3 75 | 4 90 |
| Sw. Mix | 1 70 | 4 25 | 6 50 |

**RELISHES** Per doz

| | |
|---|---|
| Horse Radish, 10-oz. bottle | $2 40 |
| English Picalilli, 8-oz. | 2 25 |

**RASPBERRY VINEGAR, HEAVY SYRUP** Per doz

| | |
|---|---|
| Packed 1 doz. Qts. to case | $5 50 |
| Packed 2 doz. Pts. to case | 3 25 |
| Packed in bbls., 6 doz. Qts. | 5 25 |
| Packed in bbls., 10 doz. Pts. | 3 00 |

**BRAMBLE BRAND RASPBERRY VINEGAR** Per doz

| | |
|---|---|
| Packed 1 doz. Qts. to case | $4 00 |
| Packed 2 doz. Pts. to case | 2 50 |
| Packed in bbls. 6 doz. Qts. | 3 25 |
| Packed in bbls., 10 doz. Pts. | 2 25 |

**SAUCES** Per doz

| | |
|---|---|
| Gravy Sauce, ½-pt. bottles | $2 50 |
| B.B. Sauce, ½-pt. bottles | 2 25 |
| Worcester, ½-pt. bottles | 1 40 |
| Worcester, pt. bottles | 2 00 |
| Mustard, 4-oz. bottles | 0 95 |

**TOMATO BOUILLON**
Packed 1 doz. qts. to cs. Case. $12 00

**VINEGAR**
**BLACKWOODS' NO. 1 BROWN AND WHITE SPIRIT VINEGAR** Per doz

| | |
|---|---|
| Packed 2 doz. Qts. to case | $2 25 |
| Packed 2 doz. Pts. to case | 1 50 |

**BULK**

| | |
|---|---|
| 50 O.P. Spirit, per gallon | $0 52 |
| Proof Spirit, per gallon | 0 37 |
| Spirit, per gallon | 0 28½ |
| Cider, per gallon | 0 45 |
| Artificial Proof, per gallon. | 0 25 |
| Artificial, per gallon | 0 22 |

**ARTIFICIAL HONEY**
Packed 2 doz., 8-oz., per doz. $2 50


When Writing Advertisers Please Mention This Paper.

Pet Brand Sunkist Navel Oranges

Pet Brand and Greyhound Lemons

Stripes Brand Florida Grape Fruit

The best in their respective Lines

Also Florida Cabbage
Florida Celery
Cauliflower, Lettuce, etc.

Fancy Boxed Apples

WHITE & CO., Limited
*Fruits de Luxe*
TORONTO

FRESH ARRIVALS DAILY OF

New Vegetables

FROM THE SOUTH

Cabbage Celery Tomatoes
Cauliflower Head Lettuce

ORANGES
California Sunkist Navels
Florida Sealdsweet Oranges

GRAPE FRUIT
Florida and Cuban—All sizes

NEW MAPLE SYRUP AND SUGAR
(Guaranteed Pure)

We are now booking orders for shipment as soon as possible after sugaring begins. Ask for quotations.
All size Tins—Bottles and 15 gal. Kegs

*The House of Quality*

Hugh Walker & Son
Limited
Guelph Established 1861 Ontario

Vinegar and Syrup

Pumps

Fruit Jars
Jar Rings
Lamp Chimneys
Lantern Globes

Walter Woods & Co.
Hamilton and Winnipeg

*Correspondence Solicited.*

Owing to the high freights prevailing

CONTINUE TO IMPORT

supplies of

SPRATT'S

DOG CAKES
POULTRY FOODS
CANARY & PARROT MIXTURES
Etc.,

through SPRATT'S
PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.

# MARSH'S

The name of a high-class grape juice, that means greater profits and repeat sales for you, Mr. Grocer.

Marsh's Grape Juice possesses all the wonderfully rich flavor of the full-ripened, juicy Concord grapes from which it is made.

It is an all-year seller that deserves a prominent place in your displays. Keep your stock of Marsh's in good shape.

**The Marsh Grape Juice Company**

NIAGARA FALLS, - ONT.

Agents for Ontario, Quebec and Maritime Provinces

**The McLaren Imperial Cheese Company Limited**

Toronto and Montreal



*It's Profitable Because—*

**100% PURE**

**COSGRAVE'S PURE MALT Vinegar**

Better to sell this branded, bottled vinegar than the bulk article. No waste — no loss — no deterioration. Easily handled makes fine display. Quality guaranteed.

**RETAILS 15c and 25c**

**WELL ADVERTISED**

Write us or ask your jobber for trade prices.


# INDEX TO ADVERTISERS


A

Armour & Co. ..... 55
Aron & Co., Inc., J. ..... 3

B

Bain & Co., Donald H. ..... 12
Battle Creek Toasted Corn Flake Co. .....Front cover
Berg & Beard ..... 72
Borden Milk Co. ..... 1
Bowron Bros., Ltd. ..... 4
Bowser & Co., Ltd., S. F. ..... 61
B.C. Packers Assn. ..... 66
British Columbia Hop Co..... 10
Brodie & Harvie ..... 63

C

Calgary Storage & Cartage.... 15
Canada Nut Co. ..... 11
Canadian Broom & Brush Co... 60
Can. Cereal & Flour Mills Co.. Inside back cover
Canadian Packing Co. ..... 58
Canadian Postum Cereal Co. ... 65
Canadian Salt Co. ..... 54
Cane & Sons, Wm. ..... 60
Channell Chemical Co. ..... Inside front cover, 59
Church & Dwight ..... 66
Clark, Ltd., W. ..... 2
Clayoquot Sound Canning Co... 11
Climax Baler Co. ..... 68
Columbia Macaroni Co. ..... 15
Connors Bros. ..... 57
Cosgraves Pure Malt Vinegar.. 70

D

Davies Co., Wm..... 53
Dayton Scale Co. .....Back cover
Diamond Dyes ..... 19
Dodwell & Co. ..... 10
Dominion Canners B.C., Ltd... 9
Dominion Sales Co. ..... 64

E

Eckardt & Co., H. P..... 67
Edgett Ltd., W. H. ..... 11
Enquiry Page ..... 23
Escoffier Ltd. ..... 65
Escott Co., Ltd., W. H. ..... 14

F

Fairbanks Ltd., N. K. ..... 19
Farquhar Trading Co., Ltd..... 68
Fidelity Collection Agency ..... 71
Field & Co. ..... 56
Furnivall-New Co., Ltd..... 63

G

Gaetz & Co. ..... 16
Gauvreau, Paul F. ..... 16
Grant & Co., C. H. ..... 12
Gray & Co., John ..... 20
Gunns Ltd. ..... 23

H

Hall Co., Harry ..... 10
Hanson Co., Ltd., J. H. ..... 8
Hargraves Ltd. ..... 60
Hay, A. H. M. ..... 16
Herald Brokerage Co. ..... 12
Henderson Brokerage, B. M..... 15
Hillock & Co., John ..... 74
Hodgsons, Ltd. ..... 20
Howe, McIntyre & Co..... 16
Huntley & Palmers, Ltd. ..... 18
Hygienic Products ..... 60

I

Imperial Grain & Milling Co... 10

J

Jeffress Ltd., E. W. ..... 54
Jeye's Fluid .....
Joyce, H. S. ..... 16

K

Kessell & Co., F. ..... 15

L

Lambe, W. G. A. ..... 15
Lemon Bros. ..... 9
Levant American Mercantile Co. 16
Lund & Co., Peter ..... 11

M

McDavid & Co. ..... 16
McLauchlan, J. K. ..... 15
McLay Brokerage Co. ..... 12
Macdonald Regd., W. C. ..... 62
Mackenzie, W. L..... 12
Maclure & Co., A. M. ..... 12
Maclure & Langley ..... 15
Magic Mfg. Co. ..... 8
Magor, Son & Co., Ltd..... 24
Manley, F. ..... 8
Mann & Co., C. A. ..... 71
Mapleine ..... 64
Maple Crispette Co. ..... 6
Marsh Grape Juice Co. ..... 70
Marshall, H. D. ..... 15
Mickle, George T. ..... 71
Moore & Co., R. M..... 71
Morris & Company ..... 54
Mount Royal Milling Co..... 8

N

National Biscuit Co. ..... 11
National Licorice Co. ..... 9
Nelson, C. T. ..... 11
Nicholson & Rankin ..... 24
Norcanners, Ltd. ..... 14

O

Oakey & Sons, Ltd., John... 64
Oxo Co., Ltd. ..... 56

P

Pacific Cartage Co. ..... 15
Parke & Parke ..... 72
Pastene, P. ..... 64
Patrick & Co., W. G. ..... 15
Pennock & Co., H. P. ..... 13
Perry & Co., H. L. ..... 13
Pullan & Co., E. ..... 9

R

Richardson & Green ..... 12
Rock City Tobacco Co. ..... 61
Rose & Laflamme ..... 16

S

Salada Tea Co. ..... 21
Sarnia Paper Box Co. ..... 71
Scott-Bathgate Co., Ltd. ..... 14
Sheely-Mott & Co. ..... 16
Sibbald & Son, T. M. ..... 15
Silcox & Drew ..... 16
Smalls Ltd. ..... 7
Solman, O. M. ..... 16
So-Clean, Ltd. ..... 71
Spratts Ltd. ..... 69
St. Armand Fils Cie ..... 16

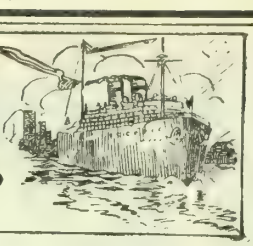
T

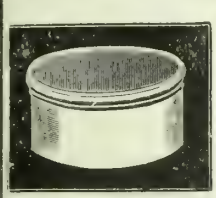
Tanglefoot ..... 71
Thompson & Co., J. C. ..... 16
Toronto Pottery Works ..... 71
Toronto Salt Works ..... 71
Trent Mfg. Co. ..... 71

W

Wagstaffe Limited ..... 5
Walker & Son, Hugh..... 69
Wallace Fisheries, Ltd. ..... 9
Watson & Truesdale ..... 13
Wells, Richardson & Co..... 19
White & Co..... 69
White Cottell's ..... 71
White Swan Spices & Cereals 21
Wiley, Frank H. ..... 13
Williams Storage Co. ..... 13
Woods & Co., Walter ..... 69

# BUYERS' MARKET GUIDE
## Latest Editorial Market News





**STONEWARE JARS**

Place order for crocks before the season opens. They are going to be hard to get later.
Our Catalogue shows complete line of Butter Jars, Meat Tubs, Jugs, Churns, etc.

**The Toronto Pottery Co.**
Limited
Dominion Bank Bldg.
Toronto, Canada

---

We are now located in our new and more spacious warehouse at

**60-62 JARVIS ST.**

**TORONTO SALT WORKS**

GEO. J. CLIFF

---

**WHITE-COTTELL'S**
*Best English Malt Vinegar*

**QUALITY VINEGAR**

White, Cottell & Co., Camberwell, London, Eng.

Agents:
W. Y. COLCLOUGH, 592 Kingswood Road
Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD.
Vancouver, B.C.
BAIRD & CO., Merchants, St. Johns

---

Order from your jobber to-day.

**"SOCLEAN"**
the dustless sweeping compound

**SOCLEAN, LIMITED**
Manufacturers TORONTO, Ontario

---

**A GOOD TIME TO BUY PICKLING SPICE**

It may be a little too early to think of pickling spice, but with every indication pointing toward scarcity and higher prices on all kinds of spices, it might be wise for the merchant to have orders for this line booked. Lower prices are unlikely in view of the fact that stocks of spices are very low, both on this continent and in Europe.

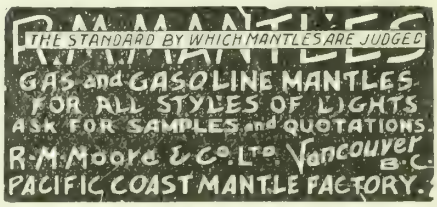
---

**FOR SALE**

Selected eggs, creamery butter, fancy dressed poultry. It will pay you to buy your supplies from

**C. A. MANN & CO.**
LONDON, ONT.
Phone 1577

---


THE STANDARD BY WHICH MANTLES ARE JUDGED
GAS and GASOLINE MANTLES
FOR ALL STYLES OF LIGHTS
ASK FOR SAMPLES and QUOTATIONS.
R-M-Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY.

---

**The SARNIA PAPER BOX CO., Ltd.**
SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

---

**BEANS**

Handpicked or Screened

*Ask for quotations*

**Geo. T. Mickle, Ridgetown, Ont.**

---

**30 DOZ. CASE FILLERS**
**ONE DOZ. CARTON FILLERS**
**¼-INCH CUSHION FILLERS**
**CORRUGATED FLATS**

**The TRENT MFG. CO., LTD.**
TRENTON - - ONTARIO

---

**Fidelity Collection Agency Ltd.**
Canadian Bank of Commerce Bldg., Winnipeg
*Collections and Adjustment*
"We collect anything anywhere"
References: Can. Bank of Commerce and Molsons Bank

---

**TANGLEFOOT**
The Non-Poisonous Fly Destroyer
The U. S. Dept. of Agriculture says in the Bulletin: Special pains should be taken to prevent children from drinking poisoned baites and poisoned flies dropping into foods or drinks.

---

These one-inch spaces only $2.20 per insertion if used each issue in the year.

# Wanted

## HELP WANTED

EXPERIENCED CLERK FOR GENERAL store, must be smart, congenial, reliable, able to take charge if necessary. Furnish reference with first letter. Wages $25 per week. To commence at once. Address Box 31, Martintown, Ont.

A YOUNG MAN WITH SEVERAL YEARS OF up-to-date merchandise advertising experience, for a business that offers good opportunities. Box 102, Canadian Grocer, 143-153 University Avt., Toronto, Ont.

## FOR SALE

FOR SALE—GENERAL STORE, CENTRAL Alberta, excellent mixed farming district; G.T.P. Ry.; good class customers; stock is clean and well assorted; will inventory about $6,500, including fixtures. Store building may be leased at low rental. If you are interested in buying a business I can give you satisfactory figures as to volume, profits, etc. One man can handle this business with occasional help, and it is a money-maker; sidelines handled, requiring no investment, make sufficient commission to cover all expenses. $3,000 cash, balance on terms that business will easily finance. Apply Box No. 100, c/o Canadian Grocer, 143 University Ave., Toronto.

GROCERY FOR SALE—LARGE SHIP YARD trade. Good clean stock. Good reasons for selling. Apply Box 76, Canadian Grocer, 153 University Ave., Toronto, Ont.

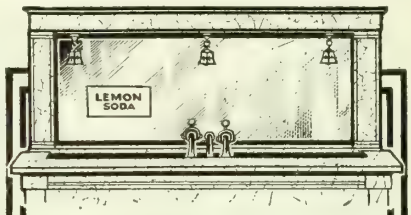
A PORK CURING BUSINESS AND PLANT for sale. H. Coleman, Kincardine, Ont.

ICE CREAM AND CONFECTIONERY BUSIness, low rent; good reasons for selling; splendid opportunity for the right person. Apply Box 665, Preston, Ont.

FOR SALE—BOWSER STEEL OIL TANK, 100 gallons; in use one year only. Going out of business. Price $100. G. W. Flewelling, P.O. Box 56, Fairville, N.B.

## It Will Pay You

A. H. Mealing, formerly in the grocery business in Orillia, Ont., used this page to dispose of his business. He received 60 replies to his announcement. The want ad. page is read by merchants in every Province of Canada. Send along your wants. It paid Mr. Mealing; it will pay you too. Canadian Grocer, 143-153 University Avenue, Toronto.




**Arnett Soda Fountains**

They're money-makers—the public want the service and they buy lots of other things where they buy their sodas.

We are the Fountain experts of Western Canada and supply all the big stores.

**Ask us for literature.**

**Thomas Lewis Arnett**

Souris Manitoba

ARNETTIZE YOUR STORE

Opportunities are offered every week on this page.

Are you making use of them?

## SITUATIONS WANTED

DOES ANY LARGE TEA HOUSE REQUIRE representation on commission? Ten years' experience in wholesale bulk and package trade and well known to buyers in Quebec and Ontario. Position as buyer would be considered. Box 70. Canadian Grocer, 153 University Ave., Toronto.

YOUNG MARRIED MAN, 24 YEARS OF AGE, having four years' experience in general store, desires a position in wholesale or retail store in the Province of Ontario. Can commence at once Best of references. Apply to Box 84, Canadian Grocer, 153 University Ave., Toronto.

## WANTED

ADVERTISER IS OPEN TO ENTERTAIN PURCHASE of a first-class grocery business which will stand thorough investigation; give full particulars first letter, cash required, turnover, net profits; towns or cities in Western Ontario considered. Box 50, Canadian Grocer, 153 University Ave., Toronto, Ont.

To Dye Your Last Year's Straw Hat So it looks like new

**PARKE'S Straw Hat Dye**

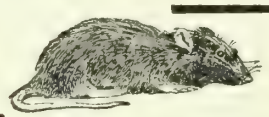
A waterproof, durable dye, made in all fashionable colors.

**Retails 35c per bottle with brush.**

Wholesale price, $2.75 per dozen, $29.70 per gross.

Manufactured by
**PARKE & PARKE**
Limited
St. and Market Sq.
Hamilton Ontario

KINDLY MENTION THIS PAPER WHEN WRITING TO ADVERTISERS



**RID OF RATS**

**The only non-poisonous Rat and Mouse exterminator in the world . . . .**

**Millions are using it in all civilized countries. Fully guaranteed. Exclusive territories granted to responsible dealers or agents. Price—15 cents per box, $1.80 per doz.. $1.00 per lb. in bulk.**

**BERG & BEARD MFG. Co., Inc.,**
**100 Emerson Place, Brooklyn, N.Y.**

*Get our prices on Split Peas, Pot and Pearl Barley, Manitoba Blended and Ontario Wheat Flours.*

# Quick Turnovers

This large, well-known, Red and Blue Package of **Quality Rolled Oats** is daily increasing its vast circle of friends. Grocers find it an excellent seller and the profits on each sale are remarkably good.

The delicious nut-like flavor—the semi-cooked, thinly rolled flakes that cook so quickly and the big, striking moth and air-proof heavy cardboard package are all strong selling points for making sales. Immediate delivery on any quantities.

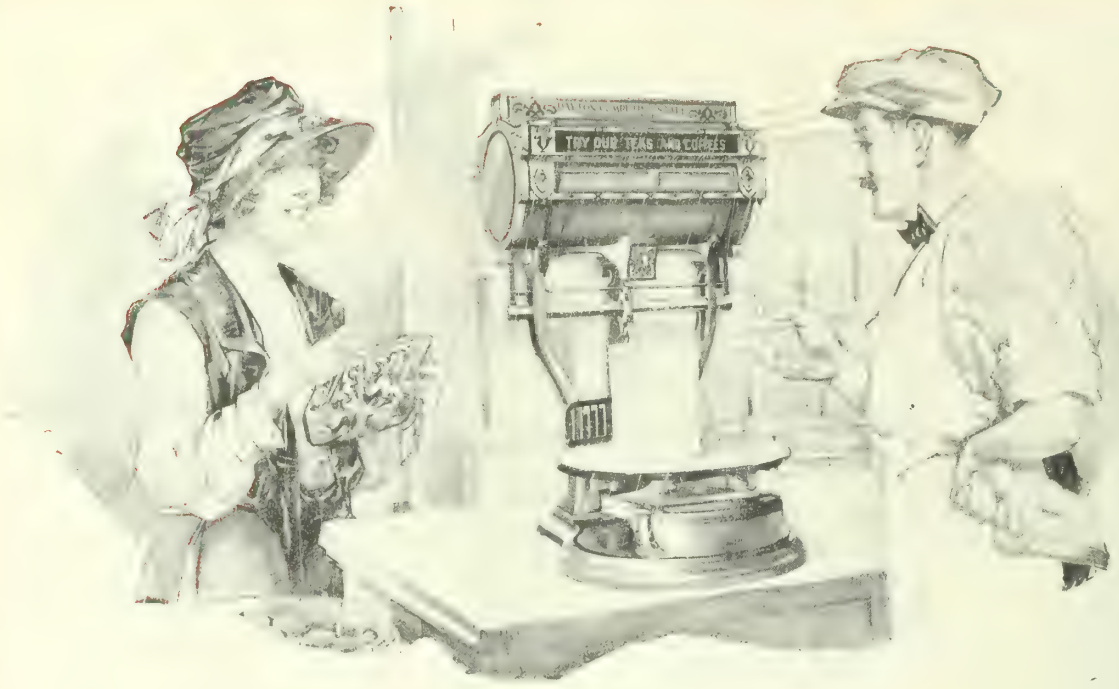
*Selling Agents for Ontario*

Cruickshank & Guild, 32 Front St. West, Toronto

## Canadian Cereal & Flour Mills Co., Limited

**TILLSONBURG, ONTARIO**

**Head Office - - Stratford, Ont.**




# Consider that Dollar you have just taken in

How much of it belongs to you? How much of it is YOURS? After the wholesaler is paid—the rent is paid—your light bills, heat, clerks, taxes, repairs, insurance, etc., have all been satisfied—how much of that dollar remains? For what is left belongs to you—to educate, feed and clothe yourself and family with. Did you ever reflect that every little loss you sustain in your business in the weighing of goods, for example, comes out of the little fag end of that dollar—YOUR end? That's why up-to-date merchants use the Dayton Scale. Every weighing is just. Every price calculation is right. The customer is satisfied. The business prospers.

**"If It's a Dayton, It's Right"**

**Made in Canada. Catalogue free.**

# DAYTON COMPUTING SCALES

**Manufactured by**
**International Business Machine Co., Limited**

**Royce and Campbell Ave.**
**Toronto**

**Frank E. Mutton**
**Vice-Pres. and Gen. Mgr.**

**Branches in all principal cities**

*Also makers of International Time Recorders and Hollerith Electric Tabulators*

Manufacturers' Agents Number

# CANADIAN GROCER

Member of the Associated Business Papers——Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV. PUBLICATION OFFICE: TORONTO, MARCH 26, 1920 No. 13


# Welch's

## Quality Fruit Jams

THE finest fruits—and only the finest, are used in the making of Welch Quality fruit jams. Grapelade has the real grape flavor. Peachlade has the true peach taste. Plumlade that of the plum—and so on. Every one made smoother, richer, and better by the special Welch way of making jams.

A line of goods on which your customers can depend for quality—and you can depend on selling. Business-building and profit-making.

We invite dealers who carry the Welch line to make use of the many attractive window and counter-cards and displays and other selling helps that will tie up with the extensive magazine and newspaper advertising now running in the Dominion.

Full information will be furnished gladly to those who do not sell Welch's Quality Fruit Jams.

## The Welch Co., Limited, St. Catharines, Ontario

# HIP-O-LITE MARSHMALLOW CREME

*(Ready-to-use)*

## *Now Made in Canada by Bowron Bros.*

| 1 Gal—160 oz. | 32 oz. | 16 oz. | 1 Pt. | Half Pint. |
|---|---|---|---|---|
| Lacquered can, 4 tins to case. | Screw Top Jar, 1 doz. to case. | Mason Jar Screw Top 1 doz. to case. | Fibre Carton, 1 doz. to case. | Fibre Carton, 4 doz. to case. |
| Wt. 27 lbs. per case | Wt. 18 lbs. per case | Wt. 19 lbs. per case | Wt. 10 lbs. per case | Wt. 20 lbs. per case |
| $19.00 doz. | $5.50 doz. | $3.50 doz. | $2.60 doz. | $1.75 doz. |

**ALL SIZES QUOTED ARE IMPERIAL MEASURE**

An exquisite Marshmallow of spreadable consistency, light, tender and short. It is used for desserts, cake fillings, frostings, sauces and a hundred and one delicious dishes. Always ready for use—no cooking and the contents of these handy containers will not spoil after opening.

**HIP-O-LITE** offers an excellent profit Take for instance the 16 oz. size jar (the big family size seller), this costs you 30c and sells for 40c.

A national advertising campaign in leading magazines is daily creating a demand for **HIP-O-LITE** — the delicious Marshmallow Cream that is "different."

On drop shipments of 100 lbs. or over we pay the freight. Send for our free booklets on simplified candy-making, dessert recipes, etc. A post card brings any quantity you wish. Order **HIP-O-LITE** from your wholesaler or send his name to us with your order and we will ship direct.

## BOWRON BROS., Limited

**Hamilton, Canada**

CANADIAN GROCER, published every Friday. Yearly subscription price, $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

BORDEN MILK CO. LIMITED
"EAGLE BRAND"
Trade Mark of BORDEN MILK COMPANY LIMITED
GAIL BORDEN
EAGLE
BRAND
by which their PRESERVED MILK will hereafter be designated and for additional protection against imposition each Label will bear the signature.
Gail Borden
BORDEN MILK COMPANY LIMITED
MONTREAL, CANADA.

# *Borden's*

## —the name that stands for greater purity, better quality, and larger profits.

The name *Borden's* is the big "buy word" on the tongues of Canadian housewives—the name that stands for guaranteed quality, for scrupulous purity and the greatest value for their dollar. For 63 years Borden's Milk Products have held and won a reputation that is to-day netting Borden dealers profits that are astonishingly good.

Make your next order Borden's and find out why many dealers sell Borden's exclusively.

SIX CANADIAN FACTORIES

**The *Borden* CO., LIMITED**

**Leaders of Quality**

MONTREAL VANCOUVER

# CLARK'S
# PORK AND BEANS

WITH
TOMATO,
CHILI
OR
PLAIN
SAUCE

MADE IN CANADA BY CANADIANS

are the Beans which GO with Canadians.

They are an "ESSENTIAL" in every grocery and they have reached that position by consistent high quality and persistent advertising.

WATCH OUR POSTER CAMPAIGN.

**W. Clark, Ltd.** **Montreal**

Clark's

Home of J. Aron & Co., Inc., Santos, Brazil

We are in a position to offer the Canadian Trade large quantities of all varieties of Heavy and Fine Chemicals, Agricultural Chemicals and Sundries, as well as all other products for Chemical, Soap, Paper, Dyeing Industries, Tanneries, etc.

The technical services of our chemical engineering experts are at your disposal for advice and information regarding production methods and use of proper materials.

# J. ARON & COMPANY, Inc.
## NEW YORK

***Canadian Representatives:***

**A. T. Cleghorn, Vancouver, B.C.; Nicholson-Rankin, Ltd., Winnipeg, Man.; Alex. F. Tytler, London, Ont.; J. T. Price & Co., Hamilton, Ont.; James Kyd, Ottawa, Ont.; Dastous & Co., Reg., Sherbrooke, Que.; Hughes Trading Co. of Canada, Ltd., Montreal, Que.; Lind Brokerage Co., Ltd., Toronto, Ont.; Schofield & Beer, St. John, N. B.; O. N. Mann, Sydney, N.S.**

# THE BISCUITS OF
# HUNTLEY & PALMERS, Limited
## READING AND LONDON

are renowned throughout the whole world as being the finest that are made, and unequalled both for quality and for keeping properties.
Amongst their greatest favourites are the following :—

| | |
|---|---|
| **BREAKFAST** | The most perfect type of unsweetened rusk. |
| **DIGESTIVE** | Made from selected meal. Short eating, highly nourishing and easily digested. |
| **DINNER** | Especially suitable for serving with soup or for use with butter or cheese. |
| **GINGER NUTS** | Unique, delicious and unrivalled. As popular now as in the days of our grandfathers. |
| **NURSERY** | An excellent food for children and invalids. For many years they have had a large and increasing consumption both in England and abroad. |
| **OSBORNE** | Often imitated — never equalled. Slightly sweet. |
| **PETIT BEURRE** | Favourites even when our parents were young. |
| **TEA RUSKS** | Very delicate and much appreciated at Afternoon Tea. |

***Representatives :***

NOVA SCOTIA and PRINCE EDWARD ISLAND
John Tobin & Co.
Matin Street, Halifax, N.S.

NEW BRUNSWICK
Angevine & McLaughlin
P.O. Box 5, St. John, N.B.

QUEBEC
Rose & Laflamme, Ltd.
500 St. Paul Street West, Montreal.

ONTARIO
The MacLaren Imperial Cheese Co., Ltd.
69 Front Street East, Toronto.

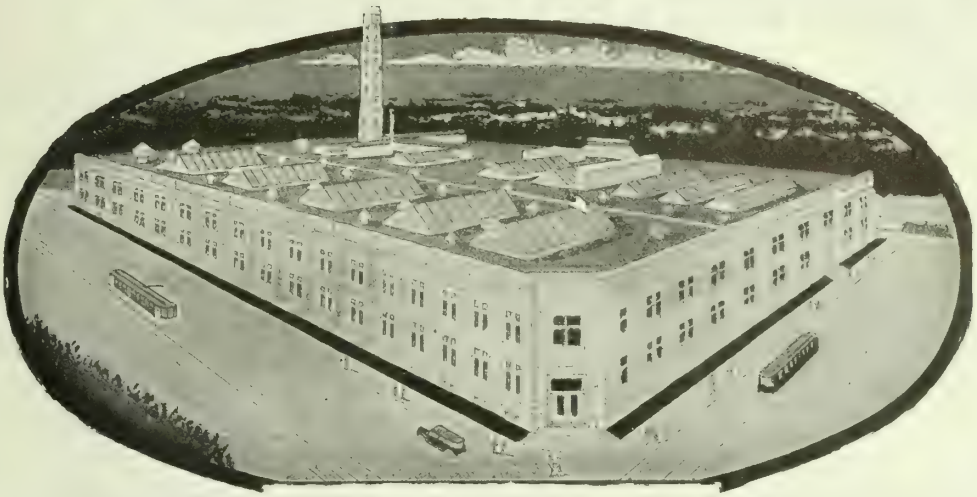
MANITOBA, SASKATCHEWAN and ALBERTA
W. Lloyd Lock & Co.
179 Bannatyne Avenue East, Winnipeg

BRITISH COLUMBIA—
MAINLAND
Kelly, Douglas & Co., Ltd.
Water Street, Vancouver, B.C.
VANCOUVER ISLAND
R. P. Rithet & Co., Ltd.
Victoria, B.C.

NEWFOUNDLAND and LABRADOR
P. E. Outerbridge
P.O. Box 1131, St. John's, N.F.

# HUNTLEY & PALMERS, LIMITED
READING AND LONDON, ENGLAND

# WAGSTAFFE'S



New Season's Seville Oranges just arrived

WAGSTAFFE LIMITED
HAMILTON - ONTARIO - CANADA

THE MOST MODERN EQUIPPED PLANT IN CANADA, FOR FRUIT PRESERVING, CANDIED PEEL AND CRYSTALLIZED FRUITS.

We are now making delivery of our

## New Season's

Celebrated

## Seville Orange Marmalade

All Orange and Sugar, No Camouflage

*Order from Your Wholesale Grocer*

# Wagstaffe Limited

Pure Fruit Preservers

Hamilton -- -- Canada

**Representatives:** H. P. Burton, 513 Dominion Bldg., Vancouver, B.C.; Dominion Brokerage Co., Edmonton, Alta.; Dominion Brokerage Co., Calgary, Alta.; W. H. Escott Co., Ltd., Winnipeg, Man.; W. H. Escott Co., Ltd., Saskatoon, Sask.; W. H. Escott Co., Ltd., Regina, Sask.; W. G. Hinton, 89 Marchmont Rd., Toronto, Ont.; H. G. Smith, 386 Beaconsfield Ave., N.D.G., Montreal, Que.; J. B. W. Smith, 708 Waterloo St., London, Ont.; F. G. Knox, Collingwood, Ont.; W. S. Clawson & Co., St. John, N.B.; H. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton 7 Duke St. Truro N.S.; John Rossitor, St. John's, Nfld.

# 50% MORE PROFIT ON DIAMOND DYES

After January 1, 1920, the retail price of each package of Diamond Dyes will be 15c everywhere—instead of 10c.

## Have Clerks ask 15c a Package

We know you will welcome this necessary increase in price by the big leader. It means 50% more profit for you on each sale hereafter. While your price increases proportionately, your profit is 50% increased as well.

New price, $1.13 per dozen—Same quantity discounts as heretofore.

In our million dollar advertising campaign which will include your city, and every city, town and hamlet, we lay great stress upon the "Diamond Dye Direction Book" and the "Diamond Dye Color Card." Women will come to you for a Direction Book and ask to see your Color Card. If not supplied, write us to-day.

**WELLS & RICHARDSON CO., Limited**

200 MOUNTAIN ST. : : : : MONTREAL, P.Q.

EUREKA

Everybody wants to get the full value of their money when purchasing any article. They want to know they are getting an honest deal and they want to know that they can absolutely depend on their article doing its work properly. This applies to Eureka Refrigerators of all designs. Eureka Refrigerators are built to stand the heaviest strain and wear in whatever use they may be put, from a florist's design to the large butcher designs. And thereby you set the full value of your purchasing and an honest deal.

Write for free illustrated catalog and order to-day so you will not be caught napping when the warm weather comes.

**Eureka Refrigerator Co., Limited**

Head Office and Factories

Owen Sound, - Ontario

*"The Pink of Perfection"*

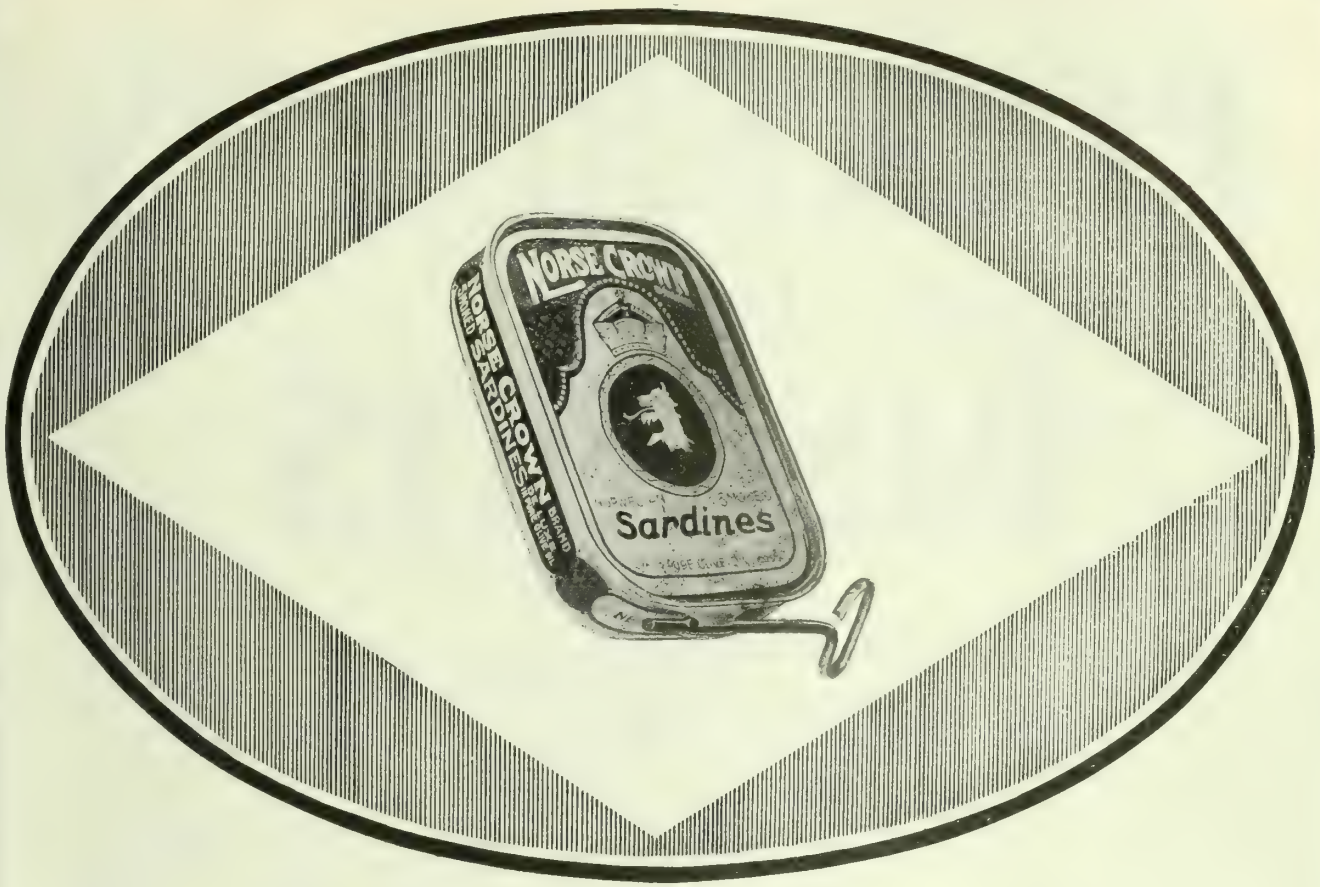
# CASCADE SALMON

EVERY TIN IS GUARANTEED

Pounds and Half Pounds

**British Columbia Packers' Association**

Vancouver, B.C.




# "Norse Crown"

*NORWEGIAN*

## BRISLING (SARDINES)

These delicious little Norwegian Brisling will prove a "rare treat" to your Sardine connoisseurs, Mr. Grocer, and their profit margin will net you very attractive earnings.

Each individual fish before packing is carefully examined, lightly smoked and packed in the finest olive oil thereby insuring absolute dependability and quality perfection. Order from your wholesaler or communicate with us.

*Sole Agents for Canada and Newfoundland*

**The Oversea Export & Import Co., Ltd.**
NORWAY

## Stewart Menzies & Company

**32 Front St. W. - Toronto**

# PEEK FREAN'S
## English
# BISCUITS

Two Peerless and Popular Lines.

## PAT-A-CAKE (Reg'd.)

Sweet, Crisp, Delicious
Genuine only when "P.F.'s"

## "P.F." SHORTCAKE

Originated by P. F. & Co.
and largely imitated.

Send a card to the Agents for Samples
of these and other goods in demand.

***Montreal District***—F. L. Benedict Co., Read Building, Montreal
***Toronto District***—Harry Horne Co., 1297-1299 Queen St. W., Toronto
***Winnipeg District***—W. H. Escott Co., 181-3 Bannatyne Ave., Winnipeg
***Vancouver District***—H. W. Malkin Co., 41-61 Water St., Vancouver

## Peek Frean & Co., Ltd.

Biscuit Manufacturers

London England

# WESTERN CANADA

## *To Manufacturers:*

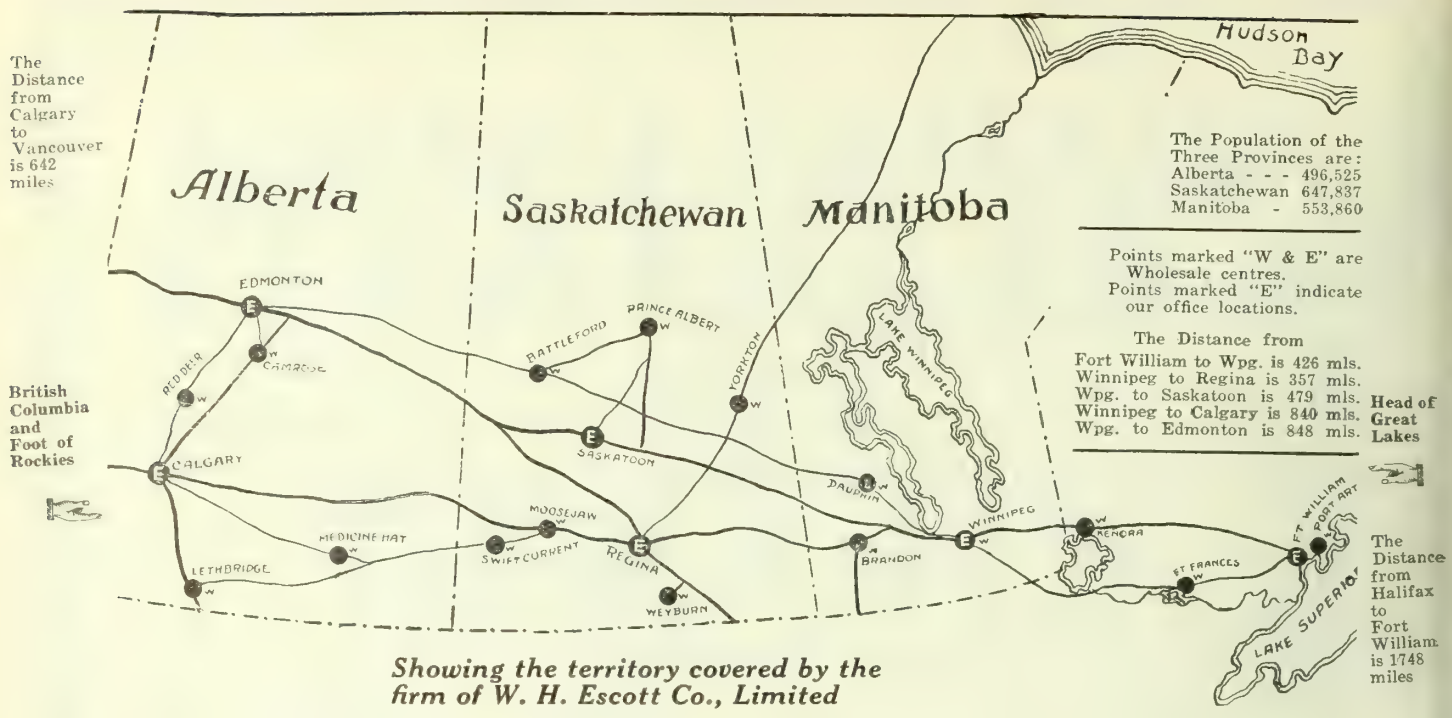
1. We are equipped to handle big lines in a big way.
2. A Live Sales Organization.
3. Detail Specialists.
4. Quick Results.
5. Big Results.
6. Wide Distribution.
7. Responsible Representation.
8. An old-established connection with the Western trade places us in a position to offer unexcelled facilities for marketing your products.
9. We will be pleased to send you full particulars any time. Write us to-day. Your letter will receive prompt attention.

# H. P. PENNOCK & CO., LIMITED

*WHOLESALE GROCERY BROKERS*

MANITOBA SASKATCHEWAN Head Office **WINNIPEG,** Manitoba ALBERTA WESTERN ONTARIO

*Representing The Canadian Salt Co., Limited; Atlantic Sugar Refineries, Limited; Lea & Perrins, etc.*




*Showing the territory covered by the firm of W. H. Escott Co., Limited*

# Let This Dependable House Market Your Products in the Western Field

For new firms who are planning to enter this great, rich field with quality products and those who feel that their lines are not being marketed at present with the maximum of success, W. H. Escott & Co. offer an aggressive selling organization that is unsurpassed from the standpoint of successful results achieved.

With a highly specialized and thoroughly experienced staff of tireless sales producers, backed by ample capital, excellent distribution, good warehouse and shipping facilities, we are especially equipped to market your product with a thoroughness that spells success.

**A postal card will bring a prompt reply and ample testimony of our ability and financial standing. Write us to-day.**

## W. H. Escott Co., Ltd.

*Manufacturers Agents and Wholesale Grocery Brokers*

WINNIPEG, FORT WILLIAM, REGINA, SASKATOON, CALGARY, EDMONTON

*Cable Address - All Branches*
*"DONBAIN"*

*CODES:*
*A.B.C., 4th and 5th Editions*
*Armsby 1911, Western Union and Bentleys*

# TO MANUFACTURERS and SHIPPERS

We offer the facilities of an efficient and energetic "chain" organization, long established, with financial stability and the necessary experience and knowledge to place your goods, enjoying the confidence of the trade for service, integrity and fair dealing.

**If you are not represented in our territory, or getting maximum results, get in touch with us.**

## DONALD H. BAIN CO.

***Wholesale Grocery Commission Agents, Brokers and Importers***

HEAD OFFICE: WINNIPEG

**Branches:** REGINA SASKATOON EDMONTON CALGARY VANCOUVER

**Also Saracen's Head, Snowhill, LONDON, E.C. 1, England**

Our Specialty Salesmen are on the job—all the time—at strategic points all over Ontario—

# to promote distribution

for our regular lines, and

# for you, if you want it.

We submit that our plan and our men—backed up by energetic, experienced head office suggestion and control—provide for sales service of the most efficient kind.

Let us suggest how we would handle your product.

*Our Leading Lines:*

"Squirrel" Brand Peanut Butter and Salted Peanuts
"Lanka" Tea
"Upton's" Jams and Marmalades

## S. H. MOORE & COMPANY

*GROCERY BROKERS*

Excelsior Life Bldg. - TORONTO

# FRESH DRIED WHOLE EGG

*Guaranteed Soluble*

## CHICKEN BRAND

Packed in Cases containing 140 lbs. each, or, in Cartons containing the equivalent of twelve Shell Eggs.

*Wholesale Agents Wanted*

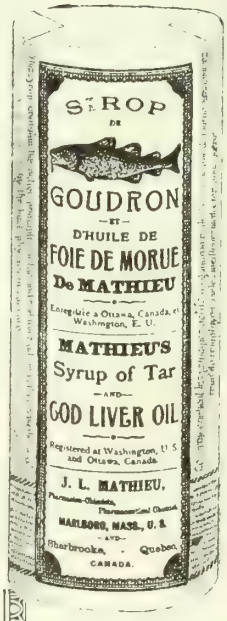
## H. D. Hardie & Co., Ltd.

11-27 Bishop St.
Anderston, Glasgow

Also at 102 Southwark Street, London, S.E. 1

Telegraphic Address: "Azote, Glasgow."

Telegraphic Address: "Stiracto, Boroh, London"




# Help fight Influenza

by telling your customers of the great curative properties possessed by Mathieu's Syrup of Tar and Cod Liver Oil.

For the prevention of Influenza, for the cure of colds in all stages, you cannot sell a more reliable remedy and the profit on each sale will reward you handsomely.

## J. L. Mathieu Co.

*PROPRIETORS*

SHERBROOKE - QUEBEC

BASKETS | BOXES / CRATES | VENEER

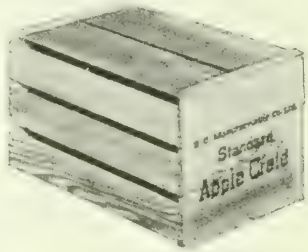
# WORTHY CONTAINERS

## are a necessity in marketing High Class Products

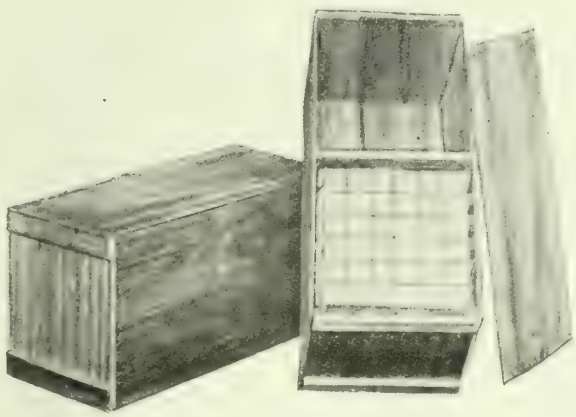
THE SUPERIOR QUALITY OF BRITISH COLUMBIA TIMBER IS WELL KNOWN

## THREE OF OUR LEADERS

For marketing apples there is no package to compare with the box as shown in accompanying cut. British Columbia apples now have a reputation which is unequalled in the market, and a portion of this reputation can be fairly claimed for the boxes. Competition demands the use of the highest standard container for your products.




The accompanying cut illustrates our Standard Apple Crate, which is used for marketing the lower grade apples. Our facilities are the best for giving prompt and careful attention to all orders for this package.



### STANDARD COTTONWOOD EGG CASE

This case throughout is made from the famous Fraser Valley cottonwood, which do not confuse with inferior wood of the same name grown in other localities. After being cut by our up-to-date machines, it is thoroughly air dried. It then becomes one of the lightest and strongest of woods and is unequalled for cold storage purposes. This egg case cannot be surpassed. We are prepared to supply this case in carlots at short notice.

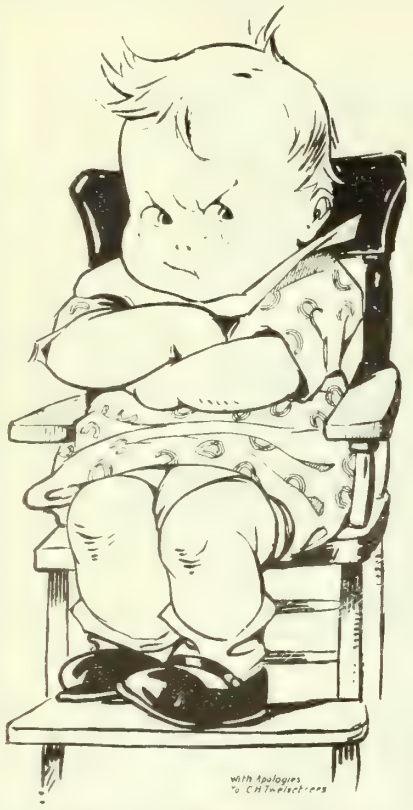
## British Columbia Manufacturing Co., Limited

NEW WESTMINSTER, B.C.

ONTARIO AGENTS

**S. H. MOORE & COMPANY**

704 Excelsior Life Building, Toronto — Illustrated Catalogue on Request




*You'll Find out Who's Boss around here if I don't get some more* UPTON'S MARMALADE ~

# Irresistible!

Like Upton Products this boy is irresistible. He is a great salesman. He works constantly creating a demand for

## UPTON'S PURE JAMS *and* ORANGE MARMALADE

He will influence customers of yours. Co-operate with him. Display Upton's in a prominent place in your store.

## T. UPTON COMPANY, LIMITED

HAMILTON, CANADA

*Selling Agents:*

S. H. Moore & Company, Toronto, Ont.
Gaetz & Company, Halifax, N. S.
Rose & Laflamme, Ltd, Montreal, P. Q.
Schofield & Beer, St. John, N. B.
Scott Bathgate Co., Ltd., Winnipeg, Man.
P. H. Cowan & Co., St. John's, Nfld.

# Pumpkin Pie Without Eggs

Canned Pumpkin is one of the cheapest canned foods on the market.

Sale has been restricted owing to the popular opinion that pumpkin pie requires eggs.

A first-class *Pumpkin Pie* can be made *without eggs* with the following recipe:—

**1 Can Pumpkin**
**1 Cup Milk**
**¾ Cup Sugar**
**1 Tablespoon Flour mixed with the milk**
**Salt and Spices to taste.**

ASK FOR DOMINION BRAND CANNED PUMPKIN

Every tin guaranteed by

## DOMINION CANNERS LIMITED

HAMILTON, CANADA

# Ice Cream Cones

## Mr. Jobber

## We Are Booking Orders for 1921

No Middlemen's or Distributors' Profits. We Sell Direct from the Manufacturer to

# YOU

## Can Save $ $ $ $ Buying Through Us

Our Principals are pleased to sell you direct

*Place Your Orders With Us*

*Only the Very Best Products Sold*

## Martin M. Sichel and Co.

BROKERS

212 McGill Street Montreal

Our Organization--
is composed of a staff of thoroughly experienced, aggressive salesmen—a chain of warehouses from the Great Lakes to the Pacific Coast, and is backed by ample capital and a reputation for producing big results.
HEAD OFFICE:
287 Stanley Street
Winnipeg
Man.
BRANCH OFFICES:
Fort William, Ont.
Regina, Sask.
Calgary, Alta.
Lethbridge, Alta.
Brandon, Man.
Saskatoon, Sask.
Edmonton, Alta.
Vancouver, B.C.

# Here are a few lines we are successfully representing

ARBUCKLE BROS. - - - New York, N.Y.
Green Coffees.

ARROZ MILLING CO. - - - - New Orleans
Rice.

BORDEN MILK CO., LTD. - - - Montreal, Que.
Condensed and Evaporated Milk.

CALIFORNIA PACKING CORPN. - San Francisco, Cal.
Canned and Dried Fruits, etc. (including Del Monte Lines.)

CANADA STARCH CO., LTD. - - Montreal, Que.
Factories—Cardinal, Brantford and Fort William—
Starch, Syrup, Glucose, etc.

COLUMBIA MACARONI CO., - - Lethbridge, Alta.

CANADA NUT CO. LTD. - - - Vancouver, B.C.
Squirrel Brand Peanut Butter, etc.

CREAMETTE CO. - - - - Minneapolis, Minn.
Creamettes, Macaroni, Vermicelli, Spaghetti and Egg
Noodles.

CRESCENT MFG. CO. - - - - Seattle, Wash.
Mapleine.

CROWN BROOM WORKS, LTD. - - Vancouver, B.C.
Brooms, Woodenware.

DOMINION SUGAR CO., LTD. - - Chatham, Ont.
Factories—Wallaceburg, Chatham and Kitchener—
Granulated, Lump, Icing and Powdered Sugar.

DUNBAR MOLASSES AND SYRUP CO. - New Orleans.

FOSTER & HOLTERMANN, LTD. - Brantford, Ont.
"Pride of Ontario" Honey.

GORMAN, ECKERT & CO., LTD. - London, Ont.
Olives, Spices, Extracts, etc.

HARPER PRESNAIL CO., LTD. - - Hamilton, Ont.
Pathfinder, Irene and Elk Cigars.

INGERSOLL PACKING CO., LTD. - Ingersoll, Ont.
Large Royal Oxford, Ingersoll Cream, Pimento and
Chili Cheese, and Beaver Brand Meats.

W. K. KELLOGG CEREAL CO.,
Toronto, Ont., and Battle Creek, Mich.
Corn Flakes, Krumbles, etc.

KING BEACH MFG. CO., LTD. - Mission City, B.C.
Jams, Jellies and Marmalade.

W. S. LOGGIE CO., LTD. - - Chatham, N.B.
Blueberries, Codfish and Lobsters.

NATIONAL LICORICE CO. - - Montreal, Que.
Licorice.

NICHOLSON & BROCK - - - Toronto, Ont.
Bird Seed and Gravel.

PROCTER & GAMBLE DIST. CO. OF CANADA, LTD.,
Hamilton, Ont.
Bulk Crisco, Soap Chips, Cotton Seed Oil and Flakewhite.

W. A. TAYLOR CONF. & MFG. CO. - Winnipeg, Man.
Horse Radish.

J. H. WETHEY, LTD . - - St. Catharines, Ont.
Jams and Marmalade, Bulk and Package Mincemeat.

# MASON & HICKEY

## *MANUFACTURERS' AGENTS*

**287 STANLEY STREET -:- WINNIPEG, CANADA**

# TEES AND PERSSE LIMITED

## MANUFACTURERS' AGENT

## Here Since 1884

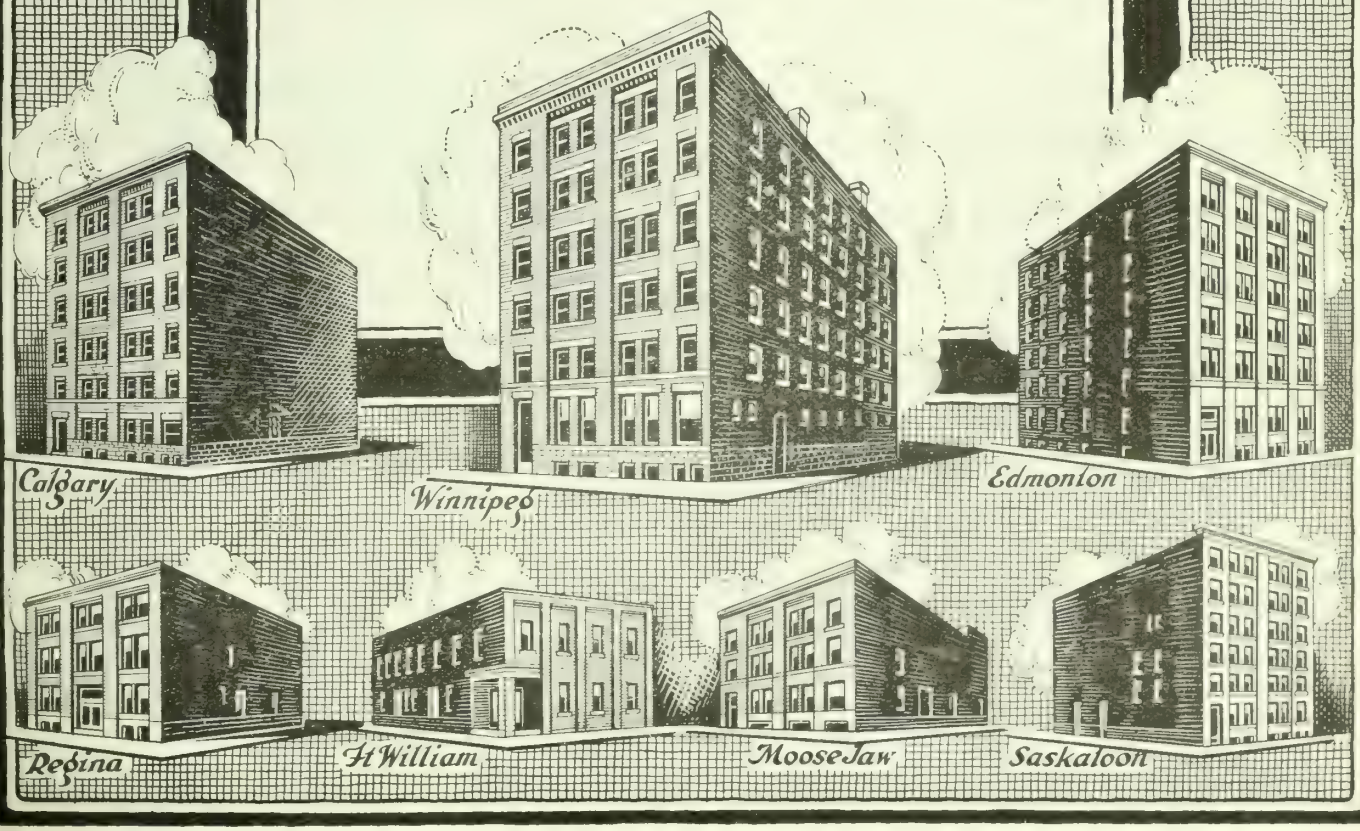
**"From the Great Lakes to the Rockies"**

Our present organization and chain of warehouses, totalling 31 acres of floor space, are silent tributes to the quality of the products we handle.

We are located at strategic points in Western Canada, giving our principals a daily contact with the wholesale and retail trade. Our progress is continuous—can we be of service to you?

**Winnipeg, - - Man.**

**Fort William Regina Moose Jaw**
**Saskatoon Calgary Edmonton**



# The House of Scott-Bathgate Co., Ltd.

## WINNIPEG

## What it Stands for

The steady growth and development of our business indicates progressiveness.

Service, Integrity and Reliability are the corner stones on which our business has been built.

The Home of the Scott-Bathgate Co.

Here is an organization fully equipped in every way to introduce your product and push it in a way that spells quick, profitable returns.

Ten of our salesmen do retail selling exclusively, and others work among the wholesalers.

**To the manufacturer who is looking for an efficient Western House to represent him, this Company cannot be excelled in efficiency, reliability and result-getting.**

***We are agents for Christie's Biscuits and Robertson's Confectionery.***

We are always glad to furnish those interested with particulars of our organization, financial standing, etc., and information about the Western Market.

# SCOTT-BATHGATE CO., Ltd.

## 149 Notre Dame East, Winnipeg

# YOU ARE SPECIALISTS AND SO ARE WE

YOU, as a manufacturer, we venture, do not make ***everything*** that goes into your product. Few manufacturers do.

YOU bring together materials in various stages of development—you refine, complete, assemble or combine these materials—put ***your*** specialized science into them—and the result, your finished product goes to your market.

IN furnishing materials for your product, some men are vitally necessary to you, with whose specialized science you may be only slightly acquainted.

You do not claim to know their science. They do not claim to know yours. It is because you put ***your*** knowledge and ***their*** knowledge together that you make your product the success it is.

We, of Richardson, Green Ltd., offer you our experience of specialization in merchandizing, to gain or widen your market. We do not claim to know all about your business. But we do match our achievement in our specialized science with that of any other line.

Let us put ***our*** specialization with ***your*** specialization—and help you work out your market problem.

This is the way we have always worked—***with the manufacturer.***

## RICHARDSON, GREEN LIMITED

*GROCERY BROKERS*

MANUFACTURERS AGENTS :

WINNIPEG REGINA SASKATOON CALGARY EDMONTON

# HOPS

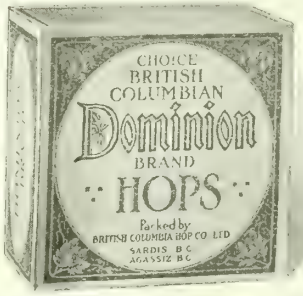
In Quarter and Half Pound
Full and Short Weight Packages

*BUY DIRECT FROM THE PRODUCER*

**BRITISH COLUMBIA HOP CO., LTD.**

Ranches located at
Sardis, Agassiz,
B. C.

*Head Sales Office:*
235 Pine Street
San Francisco,
California.




**Largest Hop Growers in Canada**

*Write for Prices—Samples*

AGENTS: For Western Canada—Donald H. Bain Co., Winnipeg, Man. Ontario—Raymond & Raymond, London, Ontario. Quebec and New Brunswick—Arthur P. Tippet & Co., Montreal, Quebec. Newfoundland—Globe Trading Co., St. John's, Newfoundland. Nova Scotia—Chisholm & Co., Ltd., Halifax, N.S.



# DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

**Our agents are:**

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

**Dodwell & Co., Ltd.**

*Importers & Exporters*

VANCOUVER



When Sorting up Your

# CANNED FRUIT
AND
# DRIED FRUIT

Stocks, *Remember*

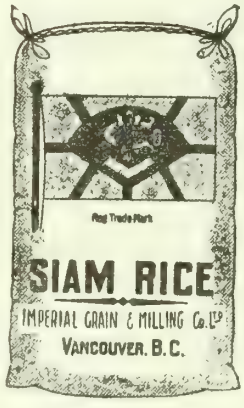
# "CASTLE"
## brands

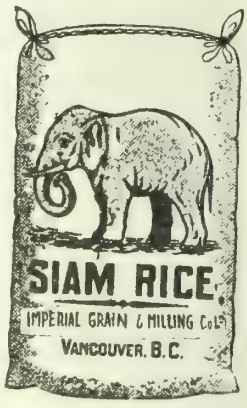
*Are as Popular as Ever*

DISTRIBUTED BY

# Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.




We are offering the best value in Rice on the Canadian market to-day.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

BRITISH COLUMBIA

## Squirrel Brand PEANUT BUTTER

**W. H. Edgett Ltd.**
Vancouver
Canada
**Importers — Exporters**
Handlers: Beans, Nuts, Potatoes

**C. T. NELSON**
Grocery Broker and Manufacturers' Agent
105 Hibben-Bone Bldg., Victoria, B.C. In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER

**PETER LUND & COMPANY**
Manufacturers' Agents
Can sell, and if required, finance one or two additional staple lines for
**British Columbia Territory**
*Interested manufacturers please communicate.*
505 Metropolitan Bldg., Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C.

**MACARONI**
The pure food that builds Muscle and Bone at small expense
*The Meat of The Wheat*
Manufactured by the
**Columbia Macaroni Co., Limited**
LETHBRIDGE, ALTA.

*"Yes, send me 'Red Arrow' Biscuits again, I was pleased with the last."*

Mr. Grocer — It invariably works out like this.

Made in Vancouver

Made in Regina

EVERY MORSEL EDIBLE AND DELICIOUS

YOU STAKE YOUR REPUTATION ON EVERY SALE YOU MAKE
THE QUALITY STANDARD WE MAINTAIN ON
## "ALBATROSS" PILCHARDS
WILL NEVER LET YOU DOWN

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:
**Ontario and Quebec:** Alfred Powis & Son, Hamilton, Ontario
**Manitoba & Sask.:** H. P. Pennock & Co., Ltd., Winnipeg, Man.
**Alberta & British Columbia:** Mason & Hickey
J. L. Beckwith, Victoria, B. C.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

**FRANK H. WILEY**
Mfrs. Agent and Importer
Groceries and Chemicals
Headquarters for Feed Molasses
533-537 Henry Ave., Winnipeg

**A. M. Maclure & Co.**
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALIES

**Richardson Green, Limited**
MANUFACTURERS' AGENTS
Calling upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

**THE McLAY BROKERAGE CO.**
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
*Take advantage of our Service*
WINNIPEG MANITOBA

**C. H. GRANT CO.**
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

**W. L. Mackenzie & Co., Ltd.**
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

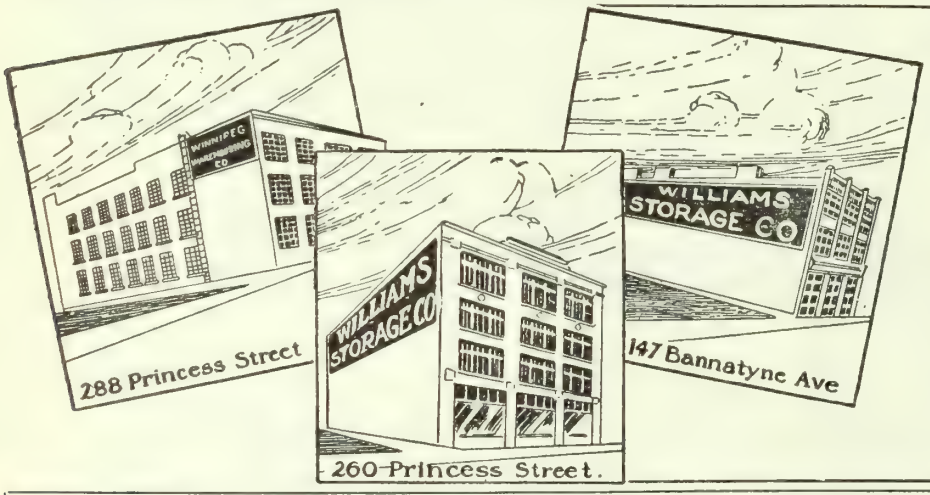
**HERALD BROKERAGE CO.**
Wholesale Commission Brokers and Manufacturers' Agents.
We give you the best of service.
617 McIntyre Blk. Winnipeg, Man. | 16 Board of Trade Bldg. Calgary, Alberta

**Western Transfer & Storage, Ltd.**
C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association

**PACIFIC CARTAGE CO.**
C.P.R. Carters
Office: C.P.R. Freight Sheds CALGARY
*Distribution of Cars a Specialty*
Storage and Forwarding Prompt Service

**B. M. Henderson Brokerage, Ltd.**
Kelly Bldg., 104th St., Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables

Say you saw it in Canadian Grocer, it will identify you.




## The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

**Williams Storage Co.**
WINNIPEG
and
Winnipeg Warehousing Co.

## Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

"ALWAYS ON THE JOB"

## The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

**J. K. McLAUCHLAN**
Manufacturers Agent and Grocery Broker
Kellog's Toasted Corn Flakes, Waddell's Jam, McLauchlan's Biscuits and Confectionery.
45 Front St. East, TORONTO.

**MACLURE & LANGLEY**
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

**CRUICKSHANK & GUILD**
Manufacturers' Agents
32 Front St. W. TORONTO

**LOGGIE, SONS & CO.**
Merchandise Brokers
Manufacturers' Agents
*GROCERS, CONFECTIONERS and DRUG SPECIALTIES*
SERVICE — LOGGIE, SONS & CO. — SATISFACTION
32 Front TORONTO St. West CANADA

**W. G. PATRICK & CO.**
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

**C. MORRIS & COMPANY**
Importers Exporters
Grocery Brokers
*Head Office:* TORONTO
*U. S. Office:* CHICAGO, ILL.

**SCOTT & THOMAS**
*Manufacturers' Agents*
Confectionery and Grocery Brokers
32 Front St. West, TORONTO

**WANTED**
An additional line to sell to Wholesale Grocers in the Province of Ontario, by an established broker with best references and connections. C. C. Mann, 311 Board of Trade Bldg., Toronto, Ont.

TRADE EXCELSIOR MARK

**BROOMS**

**No. 1 Carpet Broom**
**Rex Broom**
**I X L Broom**
Our lines of high-grade brooms for the house

**No. 1 and No. 2 and Extra**
Our good grade house brooms

Warehouse, Deck, Toy Brooms and Whisks

**J. C. SLOANE CO.**
Owen Sound Canada

**OCEAN BLUE**
**In Squares and Bags**

EVERY woman takes a pride in having spotlessly white household linen. OCEAN BLUE gives the best results in the easiest way.

Give **all** your customers the opportunity of testing it, and you will soon need to

**Order more from your Wholesaler.**

**HARGREAVES (CANADA) Limited**
The Gray Building, 24 & 26 Wellington St. W., Toronto.

Western Agents: For Manitoba, Saskatchewan and Alberta W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton For British Columbia and Yukon: Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

QUEBEC

**ROSE & LAFLAMME**
LIMITED
*Commission Merchants*
*Grocers' Specialties*
MONTREAL TORONTO

**MANUFACTURERS**
Place your merchandise with a modern up-to-the-minute Agency in 1920.
**O. M. SOLMON**
MANUFACTURERS' AGENT, IMPORTER, EXPORTER, COMMISSION MERCHANT
Is open to represent several new progressive manufacturers in the New Year.
4492 St. Catherine St. W., Montreal

Established 1889
**HOWE, McINTYRE Company**
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL - CANADA

**SHEELY-MOTT,**
**COMPANY**
Brokers & Manufacturers' Agents
MONTREAL

NOW SELLING

Harry Horne's Double Cream Custard and all other Double-Cream Products.
Tartarine.
"Cooker Brand" Peas.
Butterfly Tints—the latest word in dyes.
Extracts and Ethereal Oils
Nu-Jell Jelly Powder.
Confectionery.
Peas, Beans and all kinds of cereals.
Place your enquiries with us and be satisfied.

We work the Retail Trade

3 St. Nicholas Street
Telephones - - Main 301
Main 3971

**Look These Over**
THEN ORDER
HALL SALMON, EPPS COCOA, SYMINGTON'S SOUPS AND GRAVIES, MAPLEINE, THIIS SARDINES, HERRINGS.
J. C. THOMPSON COMPANY
MONTREAL, QUEBEC

**PAUL F. GAUVREAU**
Wholesale Broker
Flour, Feeds and Cereals,
84 St. Peter Street, Quebec.
I am buyer of flour, feeds, grains of all kinds, damaged grain, also cereals. Mail samples.

**Grecian Currants**
WE ARE EXCLUSIVE AGENTS and we can supply in quantities, the famous "FILIATRA CURRANTS" fine cleaned stock, crop 1919, and other Brands, also figs. Write for prices.
On inquiries we can quote the best prices on Fancy Bluerose rice, coffee, Norwegian sardines, cigarette paper, etc.
Levant-American Mercantile Co.
LIMITED
Montreal, Canada

**WANTED**
Agencies for food products for the City of Montreal, best references.
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

**H. D. MARSHALL**
*Wholesale Grocery Broker*
OTTAWA MONTREAL HALIFAX

Say you saw it in Canadian Grocer, it will identify you.

**AGENCIES WANTED**
For Food Products, Confectionery, etc. For the Dominion. Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

**AGENCIES WANTED**
For food products, jams and confectionery lines for the Province of Quebec, also for Egypt, Roumania, Bulgaria, Turkey, Greece and Italy. Good connections and best references. Levant-American Mercantile Co., Ltd., 408 Power Bldg., 83 Craig W., Montreal.

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
**A. H. M. HAY**
*General Produce & Lumbermen's Supplies*
Phone 5311 98 St. PETER ST.
Residence 6383 QUEBEC

TELEPHONE MAIN 7143
**ST. ARNAUD FILS CIE**
GROCERY BROKER
Importateurs & Exportateurs | Importers & Exporters
Pois et Feves | Peas and Beans
Produits Alimentaires | Food Products
ST. NICHOLAS BUILDING, MONTREAL

MARITIME PROVINCES

**GAETZ & CO.**
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

**BRITISH GUIANA**
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
*Manufacturers' Representatives*
41 Robb Street, Georgetown, Demerara, British Guiana
*Exporters:* Cocoanuts, Coffee, Rice, Cocoa.

## Delightful Treat for the Whole Family

Small's *Forest Cream Cake Icing* and *Bread Spread* is delicious, nourishing and economical, ready prepared for sandwiches, filling and icing cakes. Packed in one, two and a half, and thirty pound tins.

PANCAKES have a new zest and a taste that lingers when sprinkled with Small's **Forest Cream** Maple Syrup. Fresh and pure as the Northern snows, and smacks well of the Canadian forest. Remember the little name "SMALL'S" and insist on it. The original. Established ninety-five years. At leading grocers throughout the world.

**SMALL'S LIMITED, MONTREAL**

# NOTICE

The above artistic ad. appears in The Canadian Home Journal, MacLean's National Magazine and other like magazines in Canada. We are also advertising in the Farmers' Magazine, Toronto, Farmers' Advocate, Canadian Power Farmer and Grain Growers' Guide, of Winnipeg. The above-mentioned journals reach nearly 400,000 of the best homes in Canada, exceeding approximately 1,000,000 readers. Small's Brands are of long standing, the result of many years of experience. We are continually making improvements where we find it possible. The merits of Small's Brands have been appreciated and recognized the world over, having received gold and silver medals and diplomas from all leading countries, including the Orient.

We make no concession or allow no special discounts to departmental or chain stores, but to jobbers only. We feel that by handling Small's Brands mutual satisfaction will be the continual result.

"Hold fast to quality" (John Wanamaker).

## SMALL'S LIMITED, MONTREAL

Established 1876

ARTHUR P. TIPPET & CO. MONTREAL and TORONTO

*Manufacturers Agents and Importers*

SPECIAL AGENTS and efficient salesmen in all the leading Cities in Canada

AGENTS FOR

Gelatines, Mediterranean Products, Californian Fruits, Herbs, Seeds, Hops, etc. Norwegian Fish, "THISTLE" Brand Fish
Australian Products

# Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

### REPAIRS AND SUPPLIES FOR RICE-KNIGHT LAMPS.

Wanted, name of firm who can supply generators for No. 30 Rice-Knight hollow wire gasoline lamps, or repair old generators (H. W. Knight & Bros, 86 Richmond street, Toronto, used to do this work, but advise they have closed up that department.) —A. W. Little, Vinemount, Ont.

Answer.—As the H. W. Knight & Bros. Company have closed up their lamp department where you could obtain these, we would advise you to try the following firms: Schultz Manufacturing Co., Hamilton, Ont.; Ontario Lantern and Lamp Co., Ltd., Hamilton; National Stamping and Electric Works, Chicago, Ill.; Rochester Lamp Company, 120 Church street, Toronto, Ont.; Mantle Lamp Company of America, Inc., 146 Trade street west, Montreal, Que.

### WHERE TO BUY NOVELTIES

Will you please advise me the names of firms where I can buy novelties of all kinds, such as puzzles, tricks, etc?—I. J. Bonner, Antigonish, N. S.

Answer.—Fancy Goods Company of Canada, 468 King Street W., Toronto, Ont.; Nerlich & Co., Front St. W., Toronto, Ont.; Croft & Son, Wellington st. w., Toronto, Ont.; Harold A. Wilson & Company, 299 Yonge st., Toronto; David McCown & Company, 21 Main st., Toronto; Gilbert Menzie & Company, 439 King st. w., Toronto; Canadian Manufacturers of Novelties, 13 Doucher st., Montreal, Que.; David Novelty Company, Montreal, Que.

### WHO SELLS SALADA TEA?

Please give us the name and address of the company who sells "SALADA" teas. Have they an office in Montreal? Thanks. Please answer by mail.—Dube & Fils, Riviere-du-Loup Station, Quebec.

Answer.—The name and address of firm who sells Salada Tea is Salada Tea Co., 461 King st. w., Toronto, Ont. Office in Montreal is Salada Tea Co., St. Paul and St. Sulpice sts.

### DAIRY BUTTER.

In your March 5th number of CANADIAN GROCER you state dairy butter is scarce, and quoted at 56 to 59 cents. Do you know where I can sell some at price named? —E. A. Whitmore, Philipsville, Ont.

Answer.—This is the price quoted by the manufacturers and wholesalers to the retail trade. 52 cents a lb. is about the price that you would be able to get from the following firms here who might buy some butter from you:

Gunns Ltd., West Toronto, Ont.; Swift Canadian Co., West Toronto, Ont.; Wm. Davies Co., 521 Front st. e., Toronto; Harris Abattoir Co., West Toronto, Ont.; Canadian Packing Co., Toronto, Ont.

### MANUFACTURERS OF GLASS BOTTLES.

Will you please inform us who manufactures in Canada 4-oz. and 12-oz. glass clean bottles?—The Crowe Furniture Co., Ltd., Bridgewater, N. S.

Answer.—4-oz. and 12-oz. glass bottles are manufactured by the Dominion Glass Co., Beaver Hall, Montreal, Que., and the Dominion Bottle Co., 198 Chestnut st., Toronto, Ont.

### AGENTS FOR CROSS & BLACKWELL PRODUCTS.

Would you please advise us the name of the manufacturer's agent for Cross & Blackwell's Products for Eastern Canada?—Mr. B. A. Mowat, Campbelltown, N. B.

Answer.—Stewart Menzies & Co., Toronto, Ont., are agents for Cross & Blackwell Products for all of Canada.

### DRY GOODS MAGAZINE.

Is there a good magazine like the CANADIAN GROCER dealing with Dry Goods? —Mr. S. Mignarra, Coniston, Ont.

Answer.—We would refer you to "DRY GOODS REVIEW," 153 University ave., Toronto, Ont., published every month. Subscription price $2.00 per year.

"DRY GOODS REVIEW" is along with CANADIAN GROCER one of the sixteen business papers and magazines published by the MacLean Publishing Co., and covers the entire Dry Goods field.

### WAR TAX STAMPS ON PATENT MEDICINES AND STOCK AND POULTRY FOOD.

Is it still necessary to place War Tax Stamps on patent medicines and stock and poultry food?—J. K.

Answer.—It is still necessary to place War Tax Stamps on all patent medicines, and all stock and poultry foods except baby chicks' food, lice killer and Pratt's Disinfectant.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

## INFORMATION WANTED

Date.....1920..

Please give me information on the following:—Name.....

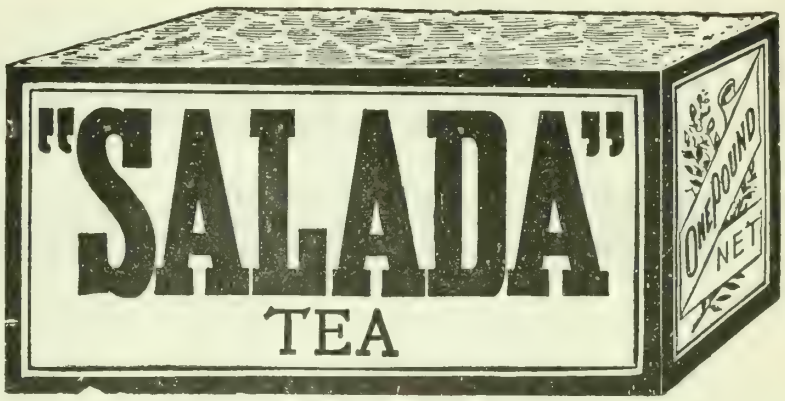
Address .....

.....

.....

.....

# The Genius of "Turnover"




*Forks Road, Ont., March 12th, 1920*

*"A great many people ask for "SALADA" and I am going to push the sales for all that is in me this spring."*

*H. E. COOKE*

**A wise trader, this. Thousands of grocers like Mr. Cooke have realized that "turnover spells profits"**

**A WORD TO THE LISTENING TRADER**

**Last week's sales put us another 69,424 pounds ahead---that was the INCREASE for the week ending March 13th, 1920, over the corresponding week in 1919.**

# A Good Investment

**Do you want a clerk or store manager?**

**Do you want a traveller?**

**Do you want a position as clerk or travelling salesman?**

**Do you want an agent?**

**Do you want an agency?**

**Do you want to sell or exchange your business?**

**Do you want to buy a grocery business?**

**Do you want to buy or sell any store equipment?**

If so, sit down now, and draft an advertisement for CANADIAN GROCER'S "Wanted" page, setting forth just what you want, and stating your needs or qualifications. Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling groceries in Canada.

The cost?

Trifling! Three cents per word for first insertion and two cents per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of five cents extra per insertion is made when Box Number is required. In this way the advertiser's name is, if desired, kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of CANADIAN GROCER not later than Monday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

**Canadian Grocer, 153 University Ave., Toronto, Ont.**

# TWO WELL KNOWN CANADIAN HOUSES ARE JOINING FORCES

# WHO ARE THEY ?

Reward of $25—divided into prizes of $12.50—$7.50 and—$5.00 for the first three correct answers.

REPLIES MUST BE MAILED TO :

**Mr. B. T. HUSTON, Manager, Canadian Grocer, Toronto,**

NOT LATER THAN MARCH 30th, 1920

# Take Advantage of Our Publicity

Link up your store with the Red Rose Tea Publicity Campaign, now running in the newspapers, by making a display of Red Rose Tea packages in your window.

Our new Waxed Board Packages are neat and attractive, and are easily arranged to make an eye-catching display.

If you will try one Red Rose Window Display, we believe you will be so pleased with the results that you will make frequent displays in future.

**T. H. Estabrooks Co., Limited**

St. John, Montreal, Toronto, Winnipeg, Calgary, Edmonton

# Count Your Loss on Baking Powder

**EVERY grocer knows the total number of his regular customers. And to them he supplies the largest proportion of their food necessities. He depends upon their trade and confidence for his business existence, while they depend upon him for worthy service and the best in foodstuffs. A mutual confidence is the result of fair trading on both sides.**

**All other things being equal, the average "regular customer" is glad to have his or her kitchen needs filled by the family grocer.**

**But when it comes to baking powder, the grocer may find that a surprising proportion of his regular trade are buying everything from him that is used for the table except baking powder. He may have 300 customers, only 100 of whom are purchasing their baking powder at his store.**

**This legitimate grocery business is proceeding through some other channel of trade, when EVERY CAN USED should be ordered from his shelves—and in the grocer's interest every can should be Egg-O Baking Powder.**

**Egg-O Baking Powder is supported by advertising and selling-demonstration that costs tens of thousands—every dollar of which is spent to bring all the great demand for baking powder into the grocery store.**

**Let's emphasize that thought—every effort for publicity, every direct sale to the home by our solicitors is to attract the baking powder business to the grocery store where it belongs.**

*All we ask of the grocer is a fair degree of co-operation and the vital touch of enthusiasm that makes team-play worth while in business building.*

*Make all your customers baking powder customers. We will do our honest-to-goodness level best to make them buy over your counters—and, of course, to buy EGG-O.*

*EGG-O is kept in stock by all jobbers.*

**The EGG-O Baking Powder Company, Limited**

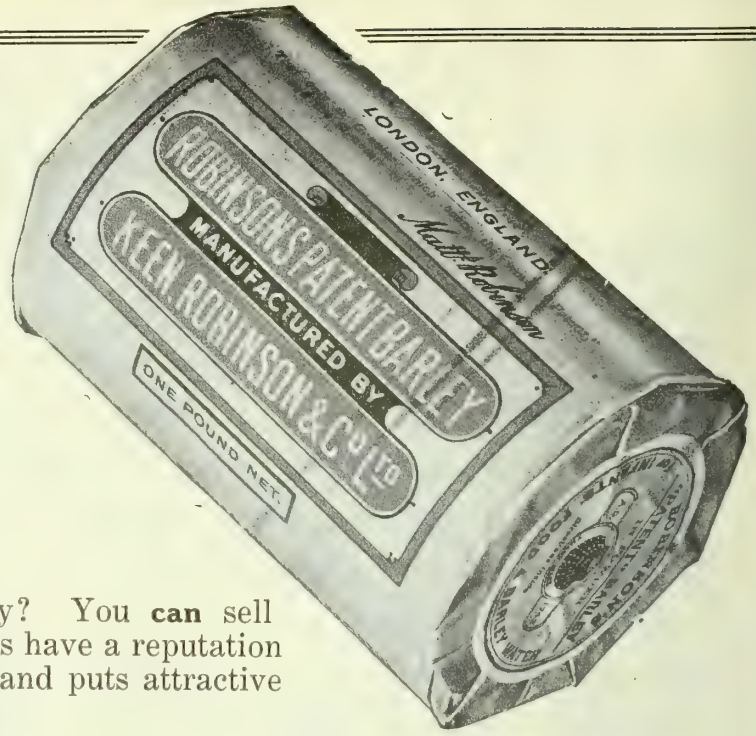
HAMILTON - CANADA

*Lines that are Always Popular—*

## ROBINSON'S "PATENT" BARLEY

and

## ROBINSON'S "PATENT" GROATS




Are you selling Robinson's regularly? You **can** sell them. Everywhere the Robinson lines have a reputation for quality that keeps stock moving and puts attractive profits in the cash drawer.

**MAGOR, SON & COMPANY, LIMITED**
191 St. Paul St. West, Montreal 30 Church Street, Toronto

# Abbey's EFFERVESCENT SALT

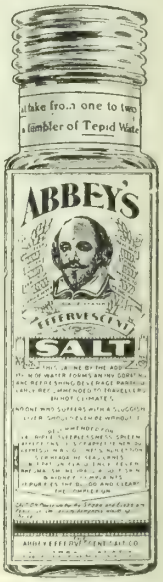
Makes Life WORTH LIVING

## Many of Your Customers Take It Regularly Every Spring

Everybody knows how good it is as a Spring Tonic—to purify the blood, regulate the liver, improve appetite and digestion, and build up the whole system.

Spring is always a big season for the sale of Abbey's Salt. The big advertisements now running are helping to boom the sales.

Take advantage of them. Display Abbey's Salt in windows and on the counters. Recommend it to your customers. Let it help to make money for you.




**THE ABBEY EFFERVESCENT SALT CO., Montreal**

CANADIAN GROCER

Vol. XXXIV. TORONTO, MARCH 26, 1920 No. 13

# "No Tangible Evidence of a Combine," Caustic Remark of Commissioner

## Board of Commerce Appointment Again Comes Up at Enquiry—"I'm in Doubt as to Who is Being Tried Here," Says Mr. O'Connor—Secretary Pyke a Witness for Several Hours—Evidence of F. W. Hudson

Special Staff Correspondence

TORONTO, March 25.—Following a week's adjournment, the wholesale grocers' combine investigation case was resumed in the City Hall here on Monday, Commissioners W. F. O'Connor, K.C., and James Murdock of the Board of Commerce presiding.

The hearing of the evidence of A. C. Pyke, secretary of the Wholesale Grocers of Ontario, also of the Canadian Wholesale Grocers' Association, occupied most of the day. A. W. Roebuck, counsel for the Ontario Attorney-General's Department, asked many questions concerning contracts of manufacturers, firms that applied for membership in the Ontario association, minutes of the various meetings, etc.

F. W. Hudson, president and manager of the Canada Brokerage Co., wholesale grocers, Toronto, was the only other witness.

There were several lively passages-at-arms between the commissioners and Mr. Roebuck; also a few between the latter and Robert McKay, K.C., counsel for the wholesalers.

Since the adjournment on Friday, March 12, Attorney-General W. E. Raney wrote the Board of Commerce, criticizing it sharply for putting A. S. Porter in the box, claiming that as he was the informant his name should not have appeared.

At the opening of the court on Monday Mr. McKay, on behalf of his clients, regretted it was necessary for him to refer to the matter which had been the subject of public comment through the action of the Attorney-General.

Mr. O'Connor interjected that the board would appreciate it if that matter were forgotten as soon as possible.

Mr. McKay said there had been an attempt to prejudice public opinion in a matter that was sub judice and affecting his clients. "It is a matter which, in justice to my clients, I don't think should be passed over," he said, but he would bow to the board's ruling.

Mr. Roebuck, for the Attorney-General, took issue with the statement that the action of the Attorney-General had caused prejudice.

"If my learned friend says that, I must go on and say what I have to say," replied Mr. McKay, with some heat.

Mr. O'Connor hoped the proceedings would be started in a friendly way, and "if anything like that was to be said, it should be said at the end."

### Wholesalers' Profits

Mr. Roebuck then called attention to the figures Commissioner O'Connor had given in Hamilton regarding profits made by the wholesale grocers of Canada. "The fact that any wholesaler is taking an undue profit does not always mean he is making an undue profit," he said.

The question was now a matter of issue before the board, but Mr. O'Connor objected. Under the Combines Law, he said, a combine to be an evil thing must work as a detriment to the consuming public; that Mr. Roebuck had access to the figures before they were put into the records. The board claimed the right to intervene at any time in order to keep the attitude of the public mind in a sane condition.

Mr. Roebuck made the point that since the figures had been admitted into the records, he wanted to have the matter gone into further. A typical case had been given of a wholesale firm doing a business of $1,300,000 on a capital of $800,000, and he considered that as that meant less than two turnovers annually, there necessarily must be some inaccuracy.

Mr. O'Connor said that capital included a great many things, such as fixtures, buildings, etc., but that if the prosecution counsel had any evidence to submit to the contrary as to the correctness of the figures given in Hamilton, the Board of Commerce was always ready to hear the same.

Mr. Roebuck stated that in the case above mentioned the profits showed 1½ per cent. on turnover, which would be $19,500, whereas 6 per cent. on capital would be $48,000.

Mr. O'Connor claimed both could be easily correct, and suggested counsel employ an accountant to go into them.

Major Duncan, Toronto member of the Board of Commerce, observed that what Mr. Roebuck was stating was not to the board but "to someone outside the board."

Finally Mr. O'Connor ruled that all discussion immediately cease or the board would have to adjourn.

Mr. Roebuck asked that all figures be put into the records, and the commissioner said the application would be considered. Commissioner James Murdock asked if Mr. Roebuck wanted all the figures of wholesalers all over Canada to be given to the general public. There the matter rested.

### THE U. F. O. AND THE WHOLESALERS

There is more or less of a surmise that back of the wholesale grocers' combine investigation is the United Farmers of Ontario. At any rate, CANADIAN GROCER has heard a statement made to that effect. What interest have the U. F. O. in the wholesale grocers and their association? A few months ago the U. F. O. formed a non-profit wholesale company to supply their various co-operative stores. Naturally they want to buy at jobbers' discount all the goods they can. The Wholesale Grocers of Ontario have expressed themselves openly as being opposed to the ethics of a manufacturer selling to what they term a "buying organization" of consumers or of retailers.

There you have the possible connection. Later events may show whether the supposition is correct or otherwise.

### Mr. Pyke's Evidence

A. C. Pyke then took the stand and stated he was secretary of the Wholesale Grocers of Ontario, also of the Canadian Association.

"Sort of a double-headed monster," observed Mr. Roebuck. Mr. McKay objected strenuously to this and the commissioners ruled the language to be objectionable and it was stricken from the records.

"I see as a humorist I'm a failure," added the prosecution counsel.

Answering Mr. Roebuck, Mr. Pyke said that all the Ontario members (82 in number) were also members of the Canadian Association. He gave a list of the leading officials, which has already appeared in CANADIAN GROCER.

"What constitutes right of a merchant to belong to your association?" asked Mr. Roebuck.

"Any wholesale grocer."

"What is your organization's opinion as to what is a wholesale grocer?"

"It is defined in the application for membership. One essential point is the carrying of a full assortment of groceries."

"Do you mean every line?"

"Yes, practically every line."

"What means have you to say whether an applicant has a full line?"

"I would say of a wholesaler who can fill an opening order."

"Do you mean a reasonably complete line?"

"I would say a complete line."

"If some applicant was shown to be out of one line, would that exclude the applicant?"

"I wouldn't imagine so."

"Would a statement of a thousand lines be reasonably correct?"

"I would say perhaps it is."

"What do you mean by a co-operative association?"

"An organization for the purpose of buying their goods direct and supplying consumers."

"If an applicant is interested in the profits of a retail store is he excluded from your association?"

"A wholesaler may, through some reason, say indebtedness, have had to take hold of a retail store to liquidate his debts, but a wholesaler should be a merchant whose interests are entirely devoted to a wholesale house."

"If he goes into the retail business for making profits is he then eligible?"

"I should think not."

"So that a fine distinction is drawn in this case?"

"I should think so."

"An applicant must not be connected with any organization that distributes profits on the purchases?"

"That is correct."

"If they don't receive dividends in accordance with purchases, are they eligible?"

"That would be one reason why they would be."

Further, Mr. Pyke said a warehouse was necessary; a wholesaler must not have a retail counter nor sell direct to the consumer.

A. C. PYKE

Secretary Wholesale Grocers of Ontario, for several hours a witness at the investigation.

"If he is a manufacturer and also conducts a wholesale house, is he eligible?"

"Yes."

Mr. Pyke said he had had frequent tilts with the Food Board as to definition of a wholesaler.

Mr. Roebuck: "Did you send T. A. Lytle & Co. a list of wholesale grocers of Ontario?"

"Yes, I did." Mr. Pyke presented a complete list of members to the board.

"Did you have some negotiations with the T. A. Lytle Co. with a view to having them confine their sales to your organization?"

"No. Mr. Lytle came to us stating he desired in future to market his products through the wholesale trade instead of partly through the wholesalers and direct to the retailer. He met our committee and said he felt that it was the more economical method. There was no discussion as to exactly what a wholesaler meant. I sent out a circular regarding the change in selling Lytle goods, and at his request supplied him with a list of members. We made no arrangement with any manufacturer to sell exclusively through our members — and never considered one."

"In a letter from the T. A. Lytle Co., May 10, 1919, they asked permission to allow them to handle the wholesale grocery trade in their own way. How do you explain that—that is, gradually eliminating those who were not legitimate wholesalers and who were still on their list?"

"I don't know; that would have to come from the company."

Other correspondence referred to the Keenleyside Company of London, on which a London wholesaler had given some information.

"Acting on the strength of that information, you advised T. A. Lytle Co. not to sell them?" asked Mr. Roebuck.

"Yes; just as I stated in the letter. I had no further knowledge of this matter and do not know whether they sold to the Keenleyside Company or not."

"Did you get a letter from T. A. Lytle Co. re Crighton Bros., wholesale grocers, Toronto?"

"I may have, but I don't remember."

"Have they made application to join your association?"

"No; and I don't think I gave the Lytle Company any information about them, as I had never heard of the firm before."

### No Change in Discount

"In Circular 109 it says: 'They have also agreed to allow the wholesale trade 15 per cent. discount.' Is that the same as before?"

"I'm not sure, but I think it is."

"Is it correct you have supplied manufacturers generally with a list of your members?"

"Yes, it is."

"Was there any correspondence with Lytles re Albert Picton?"

"No; I don't remember."

There was no correspondence regarding Fearman Bros. or J. Harris of Hamilton.

"I see a letter from the T. A. Lytle Co. stating that they were maintaining their specialty men, so that their expense of distribution would not be lessened?"

"Yes, it would. The wholesalers would carry the stocks and distribute the goods. The wholesale grocers of Ontario have 923 salesmen selling groceries."

"In another letter you say: You will no doubt, be approached by chain stores such as Loblaw's, etc., asking you to place them on your list. Is that correct?"

"Yes, we do not want manufacturers to sell outside the legitimate wholesalers."

"You asked them for list of firms wanting to be placed on their list. Why?"

"Don't remember asking that, but it may have been that we wanted these names so as to get some of them in our organization."

"Did he supply any list?"

"No, I think not."

"Is a man who cuts prices eligible as a wholesale grocer?"

"There is nothing in the by-laws or constitution referring to that. We have nothing to do with prices."

### The York Trading Company Again

"You had an application from the York Trading Co.?"

"Yes, from Mr. Dowson and Mr. Vair, but it was not accepted, as we didn't consider them wholesalers. We heard that the retailers connected with it would get certain discounts from their purchases."

"You have heard a denial to that?"

"Yes, from Mr. Dowson."

"Did you engage in activities with a view to preventing them from purchasing direct?"

"You have all my correspondence regarding this matter."

"Are there letters from you asking manufacturers not to sell them?"

"No, sir."

"Did you ever discuss the York Trading Co. with any manufacturers?"

'Yes. we told manufacturers what we thought of them and we left them to decide the matter."

"A wink was as good as a nod, eh?"

"I object to the theatrical again," replied Mr. McKay.

Mr. Roebuck: "Did you have any communication with the Canadian Shredded Wheat Co., regarding the York Trading Co?"

"There was a circular sent out to every manufacturer, May 9, 1919."

"In it you say in effect that a number of retailers were members of the York Trading Co., formed apparently to buy direct. Was that letter written to have manufacturers decline to sell direct to that company? Also it mentions farmers' organizations cutting out the retailer?"

"I wanted their opinions as to whether they thought it was desirable to sell such firms."

"The procter & Gamble Distributing Co., and Cudahy Packing Co., were written?"

"Just the same as the other firms and in no other way."

Later Mr. O'Connor ruled that no comparisons be made with The York Trading Co., as the board had already pronounced it a "sham" wholesaler.

**Retailers' Questions at Ottawa Meeting**

One of the questions taken up at Otawa in August, was as to whether wholesalers should sell hotels, co-operative stores, mail order houses, etc. Was anything done?"

"That was a question submitted by the R. M. A. No, I think a committee was appointed to discuss the matter."

"I see a question: Do you consider wholesale grocers should sell to persons with no knowledge of the grocery business and with no capital, or to those who have failed in business or who cut prices?"

Mr. Pyke.—"Those were also questions submitted by the Retail Merchants' Association. We discussed them later at an executive meeting of our association, but I don't remember any action taken."

The minute book of the wholesale grocers of Ontario was put in as an exhibit.

Mr. Roebuck—"I see you asked members for a list of manufacturers of soap selling direct to the retail trade?"

Mr. Pyke—"Yes, we have often discussed this matter with them."

"Did you intimate to them that if they sold to the retailer a portion of their product, they could not sell the balance to the wholesale trade?"

"No, but we have always been urging them to market their goods through the wholesaler."

"I see that in March, 1918, members were asked to give you names of any retailers to whom manufacturers were selling direct. Did you get the information?"

"Yes, I likely wrote a letter to them for the information. They gave me a lot of information. No action has yet been taken by the executive."

"There is a letter dated March 12, 1918, from the Salada Tea Co., regarding an increase in discount to the wholesale trade. Did you get it?"

"No, they refused."

"T. Kenny & Co., wholesale grocers, Sarnia, wrote you suggesting that the wholesalers should not handle Salada Tea and should push sales of their own lines. Was any decision arrived at?"

"No, there was no need of discussing the matter, as the discount we received was only 5 per cent., and there would be no wholesaler try to sell it on that basis."

"A list of brokers in each jobbing centre was asked for by the members at one meeting. Did you prepare this?"

"Yes. The object was to have the members get information as to what brokers were selling direct to retailers, so that they would be able to act accordingly in purchasing."

**A Long List of Wholesalers**

Mr. Roebuck questioned the witness in regard to objections he took to the Food Board's ideas of what constituted a wholesaler, but Mr. O'Connor said that the Food Board's idea of a wholesaler or a retailer would be immaterial, in so far as this investigation is concerned.

Mr. Pyke said the objection was that the Food Board has granted over 1,100 licenses to merchants as wholesalers, "whereas we knew there were not that many wholesale grocers in Canada."

Mr. O'Connor asked why the name of the Food Board had been brought in.

Mr. Roebuck replied that he was submitting evidence to show there was a ring of wholesalers and that the witness and others were endeavoring to exclude others from getting certain goods. The Food Board's definition was related to the enquiry as it had defined what a wholesaler was.

The commissioner ruled, however, that such evidence was not related to this question as to whether a combine existed, and very firmly ruled it out of order.

Mr. Roebuck—"In correspondence with W. C. Macdonald Reg'd., there is mentioned the amount of profit that both wholesaler and retailer should have. Is that correct?"

"No, sir, we suggested a new list price be made showing the wholesaler about 10 per cent., instead of about 2 per cent., as it had been before."

"A delegation went to Montreal?"

"I was the delegation. I saw Mr. Stewart and discussed the point of him fixing the resale price for his goods, and also the amount of discount."

"It was in July, 1919, that the W. C. Macdonald, Reg'd., adopted the selling arrangement."

"Was there a reduction in the size of the Macdonald plug at that time?"

"I do not know, but I don't think there was."

"In your circular you mention there is to be no cutting in prices, that there is to be no cash discount, and you provided a rubber stamp for this purpose?"

"Yes."

"So you have the Macdonald Company's business down to a rubber stamp basis?"

"No, not at all—it was merely a selling agreement."

"I see on June 4, 1919, it was reported W. Clark Co., of Montreal, was selling direct to the retail trade. Did you write Mr. Clark?"

"Yes, my point was that all retailers should be placed on the same basis."

"Are you opposed in principle to a manufacturer selling any retailer of any kind direct?"

"Yes, we are. . . . Clark's representative came to see me, but I don't think what I said changed their methods in any way.

"There was a contract made at one time by the Procter & Gamble Co. with the wholesalers?"

"Yes, I believe there was; but I never saw it. It was before my time as secretary, and I think it was a contract entered into by them with each individual wholesaler."

"I see there was an effort on June 25, 1918, to get the St. Croix Soap Co. to cease selling the retail trade?"

"Yes."

"Did that mean such men as J. Harris of Hamilton?"

"No, I didn't know Mr. Harris then."

"Do you understand in case of W. C. Macdonald, Reg'd., that if anyone cuts their resale price they will remove him from the list?"

"Yes, I understand so."

"You received last year an increase in the discount on sugar?"

"Yes. Before it was 33 cents per cwt., but the refiners made it 5 per cent., which gave the wholesalers a little advantage."

"Was there an advance in price at that time?"

"I don't know, I don't think so."

"Did you have an application from Chas. Reckon & Sons, Cobourg, Ont., to join you."

"Yes, I sent them an application, but have heard nothing since."

"You took up the question with Tuckett's, Limited, Hamilton, cigar and tobacco manufacturers, of selling direct to the retail trade?"

"Yes."

"You discussed with the Corn Products Co., of Kornlets, the matter of a better discount and did you get it?"

"Yes, I think we did; it didn't increase the price to the consumer."

"Did you take up the question of selling retail trade with Quaker Oats Co.?"

"Yes, they claimed they were not selling the retail trade."

**Only Eaton's and Simpson's Left On**

"The Bowes Co. stated at one meeting they were prepared to sell through the wholesale trade their specialty products, such as maple syrup, peanut but-

ter, etc., if the wholesalers gave them support?"

"Yes. They were to allow 15 per cent. discount and cease selling certain retailers at preferred price."

"You sent out a circular outlining this agreement, stating they would confine their sales to the legitimate wholesale trade except Eaton's and Simpson's. Was there any objection?"

"Yes, to the Eaton and Simpson Cos., but the committee approved the arrangement generally. On account of the two department stores buying so much butter and eggs the Bowes Co. wanted to sell their specialty lines direct to them as well."

"Did the Eaton and Simpson Companies pay the same price as any other retailer?"

"I don't know about that, but I don't think so."

"Are you in favor of Eaton's and Simpson's having an advantage over other retailers?"

"I'm in favor of all retailers being treated alike."

**A Quantity Price Arrangement**

"What is Harold F. Ritchie & Company's policy? I see he addressed a meeting."

"I think Mr. Ritchie has always contended that anyone who buys in quantity should get the quantity price. He had just taken over the selling of the Imperial Extract Co.'s goods for Ontario, and he was putting that policy into effect. He is now giving retailers who buy in large quantities a quantity price."

**Mr. Morley Applies for Membership**

"There was an application from F. W. Morley & Co. to join the association in 1919?"

"Yes, but we didn't accept it because we didn't consider them legitimate wholesale grocers."

"In April it was reported that Mr. Morley was selling sugar at a very low margin. Did that have anything to do with your rejection?"

"We considered he was selling the sugar on a brokerage basis and was not a straight wholesaler. He told us he did not wish to carry on a wholesale grocery business in all lines, but he merely wanted to do a quantity trade to the larger retailers."

"Has any action been taken by you to prevent Morley from buying?"

"None in particular. We have asked manufacturers not to sell certain classes of merchants, which would include Morley."

"There is some correspondence here from S. J. Major Limited, of Ottawa, regarding Morley selling canned goods at a low price?"

"The wholesalers couldn't compete in the canned goods prices Morley was quoting. He was getting just a brokerage, and we brought the matter to the attention of Dominion Canners Ltd., asking them to try to correct the unfairness."

"Did that mean cutting Morley off?"

"Not necessarily. They could get him to sell at the list price."

"Do the wholesalers go after business from every merchant?"

"Yes. I think they do, so long as their credit is good. Mr. Morley said he didn't want the small business, but I do not remember him stating he didn't want to get tied up in the matter of selling at a fixed price."

"There is a letter from the Ottawa wholesalers, stating they approved of the policy of ceasing to buy from any manufacturers who sold direct to the retail trade. Did you approve of that?"

"Yes, but I don't think they have been able to maintain the policy."

"I see Harold F. Ritchie addressed your association suggesting that the wholesalers sell Shirriff's marmalade, and he agreed to allow a discount of 15 per cent. on 15 barrels, and that a discount of 5 per cent. be allowed to retailers for buying in barrel quantities. Did you agree to that?"

"That was Mr. Ritchie's method, and that is the way it has been carried out. We did not approve of the quantity price."

The agreement with L. Schepp & Co, cocoanut manufacturers, fixing a resale price and price to the consumer was read.

"What about a manufacturer giving bonuses to salesmen of wholesalers?"

"The wholesale grocers do not approve of it. The salesmen would likely specialize on the line of that manufacturer to the exclusion of others."

Mr. McKay termed it a "bribe."

Mr. Roebuck—"You had an application from Chevrier Bros., Cornwall, Ont. Did they become a member?"

"No, I sent them an application, but it was not returned."

Correspondence was also read in connection with the Chisholm Milling Co., stating they would confine their sales to the wholesale grocery trade.

"I see an effort was made to have the Pure Gold Co. distribute their goods through the wholesale trade. What was done?"

"We interviewed them, but we were not successful."

Mr. Roebuck—"There is a letter here from F. T. Smye raising objection to the St. Lawrence Sugar Refining Co. making up a carload and selling direct to a number of retailers, thus diverting business from wholesalers?"

Mr. Pyke—"That car would be turned over to a wholesaler to fill, and that might mean that a customer of a certain wholesaler would get the sugar from another wholesaler, thus diverting the business away from the proper wholesale house."

"I see reference in the minutes from John Garvey & Sons, London, complaining of certain department stores selling soap at such a low price that the other retailers could not compete?"

"Yes, we object to manufacturers selling to department stores at a price that gives them an unfair advantage over their competitors."

**Changes Proposed in Gillett Contract**

"The E. W. Gillett Co. asked for a conference to discuss a change in contract. What difference was that from the one in force now?"

"I think there was the question of prepayment of freight, also some wholesalers were allowing a cash discount and others selling at net price. The matter was held over. No change has yet been made, to my knowledge."

"On June 24, 1919, you had a conference with Wm Braid & Co., in regard to a new package tea which they proposed to distribute exclusively through the wholesale trade?"

"Yes. They announced that intention, the trade discount being 10 per cent. and 2½ per cent. They had a conference afterwards stating the price to the retail trade."

"There was a conference with Mr. Lazenby and Mr. Wright, Jr., in June, to discuss trade matters regarding Crosse & Blackwell's goods?"

"Yes, but they decided to distribute through both the wholesale and retail trade, as they didn't think Crosse & Blackwell's goods could stand a 15 per cent. discount to the wholesaler. They proposed 5 per cent."

"Gregory, Greek & Co., Parry Sound, applied for membership in August last. Were they refused?"

"Our information was that they were still in the retail grocery business. Their application was not accepted."

"You policy is not to refuse but to defer action?"

"You may put it that way if you wish."

"That was about the time you were getting after the manufacturers. Do you think that was why they wanted to become a member?"

"Possibly."

"The discount on Oxo was increased by 2½ per cent. on your recommendation. To what does that apply?"

"It was increased from 12½ to 15 per cent. I don't know that there was any change in the retail price."

"Did you make any arrangement with Diamond Cleanser?"

"No, I don't think they agreed to sell entirely through the wholesalers."

"You made an arrangement with Glo Products to sell their goods?"

"Yes."

"What happened since?"

"Nothing, so far as I know."

"Would the arrangement with Glo Products exclude selling to Mr. Morley or York Trading Co.?"

"Yes."

"To H. P. Eckardt and Medland Bros.?"

"No, they are wholesale grocers. We never asked any manufacturer not to sell a wholesale grocer."

"On April 8, 1919, Mr. Beckett and Mr. Smye addressed your meeting and submitted a proposition for the closer

unity of the members; included in which was the writing to manufacturers sending them a list of your members, and asking them to give you a list of others they were selling. Was that the proposition referred to in the minutes?"

"Yes, I presume it was."

"When was your charter granted?"

"In July, 1919."

**Wanted It Dominion Wide**

"Was it agreed that the wholesalers of Toronto, Hamilton and London were prepared to decline as a body to purchase from any manufacturer who should sell direct to the retailers at lower that the list price?"

"Yes, the minutes state so."

"Did everybody approve of this?"

"All but the National Grocers Limited. Before endorsing it they wished to know the attitude of the Montreal wholesalers as they competed with them. They thought it should be Dominion wide instead of Provincial."

"You interviewed some of the Montreal wholesalers?"

"Yes, but they thought it should be Dominion wide. One firm was in favor of it for Ontario but not for Quebec."

Mr. Roebuck read the resolutions submitted to the Dec. 2 meeting in Toronto. One of these dealt with the policy of having a card printed for the use of brokers. The idea was that members should not purchase from brokers who did not present this card signed by the secretary.

Mr. Pyke said that was correct, but that it had not been put into effect, that some of the members thought it was unworkable.

"Illegal?" suggested Mr. Roebuck.

"No."

"Bordering on the combine."

"No. The only person I heard associate it with the question of a combine was yourself in Hamilton."

**A Tempest Arises**

"Was there any mention made at this time of the Board of Commerce, when these two resolutions were being considered?"

"No, none whatever."

Commissioner O'Connor—"I don't see that this is relevant at all, but I want this discussion to be wide open. I'm in doubt as to who is being tried here."

Comissioner Murdock—"The Board of Commerce has a lot of urgent work to perform, but still this is the sixth day that we have sat to hear something about a combine, and, so far, as one member is concerned, we have not heard anything yet tangible. We have heard about anything and everything. We have seen all kinds of sprats drawn across the trail, evidently for the public information, but there is nothing that I have seen yet about a combine."

Mr. Roebuck—"Do I understand that the commissioner has given judgment?"

Mr. Murdock—"I am telling you what are my firm convictions. As one member of the board, I want to say again that there is a whole lot of urgent work for us to do without sitting here day after day and listening, but not getting tangible evidence. I thought we were coming here to hear. I am hoping we can get to it and let us get about some real business."

Mr. Roebuck—"Well, it is interesting, Mr. Chairman, to have an expression of opinion of that kind, but after the class of evidence that has been laid before you to have an expression of that nature is a surprise."

Mr. Murdock—"I have nothing to retract."

Mr. Roebuck—"Neither have I."

Major Duncan—"What has the appointment of a Chairman of the Board of Commerce to do with the grocers? . . It is the third time that thing has been brought up by Mr. Roebuck. It happened in Hamilton twice."

Mr. Roebuck—"It is the first time the matter has been referred to by me in this court."

Major Duncan—"Your own witness referred to it."

**Go the Whole Limit**

Mr. Roebuck—"Yes, without any intention on my part, even with my advice against it."

Major Duncan—"Well, why do you ask the same question of Mr. Pyke?"

Mr. O'Connor—"Go the limit. Go on with it and get it over. There is more to it, and go the whole limit. It is an absolutely disgraceful condition in court, but if this court has to try itself it is willing to do it. . . The court has not the slightest objection."

Mr. Murdoch—"Excepting the wasting of the time of the court, which belongs to the people."

Mr. O'Connor—"If you are instructed to come here with this kind of case, to put in the class of evidence you are putting in, all I say is somebody ought to think it over."

Mr. Murdoch—"One of your important witnesses is said to have stated this would be ridiculous, and although taken to task for it, I don't know but he is making a pretty good case, unfortunately as my judgment leads me to believe, for a purpose."

Mr. O'Connor—"The board has had a pretty fair idea from the first of this case as to where it was to lead."

**Foresaw the Conclusion**

Mr. Murdoch—"We are paid good substantial money by the people of Ontario to be good detectives, and the very day you came into the Board of Commerce office in Ottawa, as soon as you left, I told Mr. O'Connor just what was going to work out, and you worked it beautifully just that way."

"Mr. Roebuck—"Do I understand the board had already made the decision you refer to now?"

Mr. Murdoch—"I had decided that I would hear your presentation, wherein you wanted to make a general blanket complaint against everybody and get the Board of Commerce to father it and go and delve in and specify this and that one all over Canada in the retail and wholesale grocer trade, and for the board to take upon themselves the responsibility of naming them and bringing them up. You had an original letter, which I take responsibility for making you refer to and bring some evidence with, over in Hamilton, and that was the Porter letter."

Mr. O'Connor—"We do not hold you responsible for one thing. We know you have not been a party to what has been attempted. We both absolutely know. Don't take anything said on that score as personal."

Mr. Roebuck—"Well I wish to accept the responsibility."

Mr. O'Connor—"You have to and you have. There is no one who recognizes your position better than a lawyer, Mr. Roebuck, and we do not hold you responsible for it."

**Won't Call Wilkinson**

Mr. Roebuck then announced that W. C. Wilkinson would not now be produced by the Crown, to which the Chairman made reply, that he had not been asked by the board to produce him. When the Chairman suggested that his evidence would be of hearsay character, Mr. Roebuck replied: "There is another reason for not producing him; he is an official of the Attorney-General's Department, which is the real reason."

**No Agreement With Manufacturers**

Answering Mr. McKay, Mr. Pyke said he was never informed that The Keenleyside Co. had become wholesale grocers.

"Has there been at any time an arrangement or agreement between the association as such and any manufacturer?"

"Absolutely no."

Mr. Pyke said the manufacturer always fixed his own price, the wholesaler getting a compensation for the distribution of the goods.

"Did Mr. Morley depart at any time from the policy of wanting to deal only in certain classes of goods?"

"No, not so far as his conversations with me are concerned."

**Mr. Hudson's Evidence**

F. W. Hudson, president and manager Canada Brokerage Co., Toronto, followed Mr. Pyke. His company was organized in 1903 by Mr. Hudson. Prior to that he was a broker for 10 or 12 years.

To Mr. Roebuck he said the Ideal Grocery Co. on Queen street was operated by his company for a time on account of a bad debt, but it was finally disposed of last Friday. Negotiations had been going on for 3 months. Profits were made some times, also sometimes losses due to the management.

"You conduct a legitimate wholesale grocery business and are a member of the association?"

"Yes."

"What is the difference between your business and that of F. W. Morley?"

"We have travelers out on the road

all the time, and he does a brokerage business. He has no warehouse and doesn't carry a full line. We do."

"Did you have any trouble getting into the present association?"

"No, I became a member at its inception."

"Do you sell to some retail firms, such as Eaton's or Simpson's, on more favorable terms?"

"Yes, we sell some in competitive lines where there are open rates."

"You had a disagreement with Battle Creek Toasted Corn Flake Co.?"

"Yes."

"You were held up on the rebate?"

"Yes, the matter was in dispute about 10 days, or 2 weeks, but it was paid."

"I see E. W. Gillett Co. asked your firm to sign a declaration that their prices were not cut, and this was signed by Mr. Knowles in your office. Was what he signed true?"

"I have no definite knowledge, I presume it was."

"What is your invested capital?"

Mr. McKay objected as Mr. Hudson, he said, was not on trial. Mr. O'Connor claimed that Mr. Roebuck knew the figures should not be asked for but he was going to let him go as far as he would.

**Figures Must Not be Mentioned**

Mr. Hudson objected to giving his figures in public, so the commissioners ruled that the questions be answered in writing; that Mr. Roebuck might see the figures, but that if he mentions them in the examination, the Attorney-General would be asked to supply another counsel.

Mr. Roebuck—"I refuse to take part in a sham examination of that kind. So far as asking the Attorney-General for another counsel is concerned, I don't think that remark was justified. I think the Attorney-General very quickly would replace me if I were not doing what was, in his judgment, in the best interests of the Province. There will be nothing further to-night."

Major Duncan—"Mr. Roebuck has seen all these figures, or can see them."

Mr. Roebuck—"If the public had the same access I have, they might form some opinion."

Major Duncan—"Nonsense. Mr. Roebuck gave up the question of excessive profits at Hamilton, and is trying to get back at it now."

Mr. McKay interjected with the statement: "The attempt to make public the details of a man's business was nothing but persecution of the particular individual who is subjected to it. The principle has been applied in every matter that I know of in connection with the public legislation of Canada, I can only say that an attempt to drag it into the open is something which, if it were to be commented upon, would certainly not be the subject of favorable comment."

The case then adjourned.

# Counsel Accused of Undue References to the Wholesale Grocers' Association

## Commissioner Murdock, of Board of Commerce, Says U.F.O. and Milk Producers Might Be Accused of Starving Children and Enhancing Cost of Living— Evidence Heard From Shredded Wheat Co. and St. Lawrence Starch Co. Representatives

Staff Correspondence Report

TORONTO, March 25.—Commissioner James Murdock criticized severely A. W. Roebuck, counsel for the Attorney-General's Department, at the opening session of the combine investigation case on Tuesday morning, on account of the latter's attitude in bringing the appointment of a member of the Board of Commerce into the evidence. His statement involved reference to the U. F. O. and the Toronto Milk & Cream Producers' Association.

How it came about was as follows: Chairman W. F. O'Connor told Mr. Roebuck he would like to hear argument from him as to the relevancy of the document he put in as an exhibit yesterday, being a circular letter from A. C. Pyke to the wholesale grocery trade in reference to the appointment of Mr. O'Connor as chairman of the board.

Mr. Roebuck stated it was relevant as showing the attitude of the witness at the time, explaining his action and the actions of the association in passing a resolution of that nature.

Mr. O'Connor asked him to address himself to the question as to whether the document be admitted in evidence as a document involving a combine. "If you cannot do it I will have to conclude there is an ulterior motive."

Mr. O'Connor read the letter in question and asked "apart from the utter indecency of it, what relevancy has it to the proceedings?"

Mr. Roebuck: "It has been already pointed out in evidence that one of the other parties implicated in this combine had undue relationship with the Board of Commerce on which he counted for success." The resolution to stand as a unit was a resolution of policy.

The chairman ruled the document was irrelevant, and said it would be excluded.

**Wanted Combine Evidence**

Commissioner Murdock declared that Mr. Roebuck should not go on with the investigation before him and make "absolute misrepresentations bordering on blackmail."

"The Wholesale Grocers of Ontario and the Canadian Association were referred to as "double-headed monsters yesterday just for the purpose of unduly and indecently influencing the public mind," said Mr. Murdock. "No such reference was made to the U. F. O. or to the Toronto Milk and Cream Producers' Association, yet it might be said there were efforts being made on their part to starve children and unduly enhance the cost of living to a far greater extent than any of these 'double-headed monsters' would ever get a chance to do. I am sick and tired, as a Labor man for many years, to sit and listen to this, in my opinion, almost blackmail, just for the purpose of drawing a sprat across the trail and to distract attention from something closer at home. For heaven's sake bring out evidence to show a combine and I will be ready to deal with it."

Mr. Roebuck understood his reference had been excluded from the record, therefore the Commissioner's remarks were not well taken.

Mr. Murdock: "They were this much in point, that you will kindly refrain from attempting to bring anything of the kind in again."

**Shredded Wheat Policy**

H. G. Flint, of the Canadian Shredded Wheat Co., Niagara Falls, was the first witness on Tuesday. Mr. Slate, Toronto manager, was ill and in the South and could not attend.

Answering Mr. Roebuck, Mr. Flint stated they had just received their first order from Fearman Bros. for a car of their product. His company had been approached three or four times before by that firm.

"What answer did you give?"

"That we had been oversold in Canada for two or three years and we didn't feel it was fair to take on new customers when we couldn't supply the old."

"Fearman Bros. would, no doubt, get your goods anyway which wouldn't make any difference so far as supply was concerned than if sold them direct?"

"Yes. No doubt they were taking goods from other firms on our list whom we could not supply in full. We haven't

supplied them yet but we expect to be able to do so soon."

"Did you approach them?"

"I think Mr. Slate wrote them about the first of the year."

"That was about the time they became a member of the wholesalers' association?"

"I don't know anything about the association; that wouldn't have anything to do so far as our business methods are concerned."

"Did Mr. Slate have an interview with the York Trading Co.?"

"Yes. They wanted to be placed on our direct buying list. But we didn't consider them wholesale grocers."

"Mr. Dowson stated that Mr. Slate told him he did not want to compromise himself with the association?"

"It is quite possible Mr. Slate made that statement but he did not have anything to do with deciding who should be placed on our list."

"What is your resale price policy?"

"We have no fixed price now. We used to have one but during the war this was discontinued and we have no price plan now whatever."

To Mr. McKay: "Mr. Flint stated his company felt that selling through the wholesale trade was the cheapest method of marketing their goods and that the consumer got the benefit of lower prices. "The wholesaler would lose interest in our goods," he said, "if we sold to brokers who cut prices which would mean we would have to market our goods ourselves and at higher cost to the consumer."

**Believes in Fixed Price Principle**

"You're a believer in the fixed price policy?"

"Yes, we believe it is in best interests of wholesalers and retailers to get a fair fixed profit."

**System of St. Lawrence Starch Co.**

O. Hutchinson, president of the St. Lawrence Starch Co., Port Credit, Ont., stated his firm had some correspondence with Fearman Bros., of Hamilton. "They applied to get on our list, but as our plant was burned in July, 1918, we were behind in orders and have never caught up since, so did not put them on."

"Fearman Bros. wrote you January 7, 1910, stating they had become members of the association. You accepted their order then, stating in effect that you were glad they had become a member of the organization."

"Yes."

"Why did you change your attitude?"

"We have been delivering our goods to them before, the order going through a certain wholesale house in Toronto, and they were getting our goods; and at the time we were not in any shape to take on any further business. We were indebted to the Wholesale Grocers for the past 40 years, and I wanted the door kept open so that when we were in position to supply the goods we felt Fearman Bros. were entitled to be put on the list."

The St. Lawrence Starch Co.'s price list was submitted. Mr. Hutchinson stated their prices were those charged the retailer, the wholesaler being allowed a discount of 12½ per cent.

"Do you consult with Mr. Ruddy, manager of The Canada Starch Co., in regard to prices?"

"There is no agreement between the two companies; either one can cut the price if they wish; but we discuss conditions, as they affect both firms at the same time, so that we feel it is good business to adjust our prices together. The prices and terms are the same."

"There are just the two companies?"

"Yes, only two of us left."

Mr. Hutchinson presented correspondence with the York Trading Co., showing that the latter applied to be placed on the direct list.

"You wrote them you presumed you would hear from them or from the association later regarding admission to the organization?"

"Yes."

**Evil Combine Must Be Detriment To Public**

Mr. O'Connor, to Mr. Roebuck: "In regard to the existing prices between the two starch companies, you show there is a combine between the two companies, but according to the statute a combine to be in restraint of trade must be a detriment to the public. You haven't shown this, so I would like to see some evidence put in showing that this particular combine is not in the interests of the public. That is why Mr. Murdock has stated no evidence has yet been submitted as to the existence of an evil combine. The board knew of all these other things you have brought out beforehand."

Mr. Roebuck: "I am not prepared to argue just yet the effects of the arguments in the public. It is true I have not shown cases of advances in prices to the consumers at same time as wholesalers' discounts were increased, but if I can show that Mr. Morley can sell at 2 per cent. profit instead of 12 or 15 per cent., then I'll be able to show that means a reduction to the consumer."

The board, however, did not agree with this view; Mr. Murdock stating he was interested in knowing that if a consumer were getting these 2 per cent. goods, which represented the "cream" of the trade, at a reduction in a few centres, what about the prices of the remaining lines and prices throughout the country? Personally he didn't think such business should be allowed—"The skimming of the cream."

To Mr. McKay: Witness said price changes were brought about by changes in market conditions. His company had distributed their goods through the wholesale trade for the past 30 years and had never placed them direct. This, he thought, was the cheapest method. In his experience four factories went down in his experience, all of which had been distributing their goods direct. There was an infinitesimal amount of starch consumed in each individual home and no company could maintain a direct selling organization to sell their goods in such small quantities to retailers from Halifax to Vancouver. They could not eliminate the entire wholesale trade and sell through men like Morley. They could do it perhaps on King St., Toronto, but not in Huntsville or Sault Ste. Marie. It would mean higher prices to the consumer in the smaller places to the advantage of the consumers in Toronto. Their prices were quoted on a prepaid freight basis on a zone system so that their goods reach outlying places at a reasonable price to everybody.

Mr. O'Connor observed that through the Morley system of distribution, it would perhaps mean lower prices to a few, but that as far as the people of Canada in general are concerned, prices to them would be higher, to which witness assented.

To Major Duncan, Mr. Hutchison stated there was no duty on corn but there was on coal, machinery, etc.; that external and internal competition regulated through trade and prices; that freight from Liverpool to Vancouver was 42 cents, whereas from Port Credit to Vancouver it was $1.32.

Major Duncan urged Mr. Hutchison to supply all figures and agreements to the Board of Commerce.

**Sells a Few Retailers for Certain Reasons**

J. S. Wallace, sales manager, St. Croix Soap Co., stated his firm had no fixed price agreement. Price lists were simply sent out as suggested prices to the trade. They have certain retailers on their list. In explanation of this, he said:

"When we came to Ontario to do business 30 years ago we found that in many points there were no jobbers and that we could not place our goods there without someone to receive them in quantity, and in fairness to these retailers whom we selected in earlier years, we did not think it right to cut them off. If one goes out of business we do not replace him. And in points where there were jobbers we did not require any retailers to handle our goods direct."

There was no attempt made by the wholesalers to prevent the company selling anyone they wished, Mr. Wallace stated.

Mr. McKay: "When you sell to a broker like Morley, do you sell on same basis as to other wholesalers?"

"We have the same price to all."

**End of Tuesday Morning Evidence**

A. D. Lumsden, Lumsden Bros., wholesale grocers, Hamilton, stated his firm had been in business since 1872. They were a member of the Wholesale Grocers of Ontario.

Mr. Roebuck: "Had you had difficulty purchasing Kellogg's corn flakes (Kellog Cereal Co., Toronto)?"

"We bought one shipment but after that they would not fill our order, but we weren't interested and never enquired why."

"Did you have any trouble with any firm?"

"The only firm we had any difficulty with was E. W. Gillett Co. and that was because of a law suit fifteen years ago with them in regard to a trade mark. That was the only reason I knew of."

Mr. Lumsden was asked for a definition of a wholesaler and answered a merchant who was in position to supply all the requirements of a retailer.

G. R. Lloyd, manager, MacPherson Glassco, Ltd., wholesale grocers, Hamilton, was the next witness. He said he did not remember the particular incident which A. Jolley had referred to in his evidence so far as his company was concerned.

Mr. Roebuck: "Did you refuse to buy from Jolley at any time because Jolley had sold any other party?"

"No. I did not know that Lumsden Bros. was not on their list."

**Evidence of Fred Coward**

Fred Coward, Toronto packer of grocery sundries, stated that he had been selling his goods, both through the wholesale and retail trade, allowing the wholesalers 15 per cent. discount on any goods they wanted.

"In July 18, in Hamilton, I took orders from Wm. Carroll, who I thought was entitled to a larger discount than to a smaller retailer because he bought in large quantities. I was questioned by a wholesaler as to the propriety of selling Carroll, but I said that his order was bigger than any wholesaler in Hamilton. He told me if I filled that order, he could cancel mine, which I did.

"I also got a cancellation from W. H. Gillard & Co. on account of my having sold to Carroll at same price and discount as to them.

"I told them I wasn't giving Carroll the same discount as to the wholesaler that I was running my own business and that I would do as I pleased. I feel that if a retailer buys a big order from me, he is entitled to some consideration in price."

Carroll's order had amounted to over $500.

Mr. Coward was asked by two Toronto wholesalers to see Mr. Pyke in regard to goods sold direct to the York Trading Co.

"I told Mr. Pyke that if the wholesalers would back up my goods, I would be glad to sell them direct, or have all orders taken from retailers go through the wholesalers.

"If we want to market a specialty article, we must go direct to the stores, and introduce it, and we also must call on retailers or our goods would be shelf-worn."

Mr. O'Connor. "That is not a permanent method."

"No. Only to introduce our lines and to keep them moving from the shelves, same as other firms are doing."

Witness here got into an argument with the chairman, who threatened him with a fine if he repeated a statement.

Mr. Murdock asked if the 382 retail grocers in Hamilton could supply Mr. Coward's goods to the consumer at the same price as Mr. Carroll through his 18 stores, who received more reasonable terms.

"As a whole, the chain store can sell at a cheaper price, but Mr. Carroll might not give that advantage to his customers."

"He might decide to keep it for himself?"

"Yes, he might do that."

Mr. McKay: "Assuming you sold Mr. Carroll 12 per cent. cheaper than the other 382 stores and he chose to sell his goods at the ordinary retail working profit, he would be able to sell 12 per cent. cheaper to his customers?"

The witness didn't answer the question directly.

"If Carroll sold them cheaper, could you expect the wholesale grocers to sell your goods to the other retailers; and would they buy your goods for the sake of showing them on their shelves?"

"The wholesalers would be justified in not buying my goods."

"Carroll's advantage, in your view, depends on the quantity price?"

"Yes."

"You stated you haven't made much of a success of your business, having followed your present method for ten years?"

"I did."

"Was the reason that the method was too expensive and unsatisfactory?"

"No. During the war our imports were cut off and we had to turn to domestic goods and change our business."

"You thought you would like to change the method and sell through the wholesale trade?"

"The reason was that we wanted to sell fewer lines on account of deaths of members of the firm and staff. I did not expect any wholesalers to sell our goods unless we sold the goods direct and turned the orders through them."

To Mr. Roebuck: "Mr. Coward said that if further chain stores were operating in Hamilton, he thought that the consumer would get their goods cheaper."

Mr. McKay: "Do you suggest that the public in Hamilton would be better served if the whole of the retail business went through chain stores; for instance, suppose Carroll conducted all the stores in Hamilton."

"I don't think there should be a monopoly in any business," the witness replied.

# Why Wholesalers' Profits Were Given

## W. F. O'Connor States It Was for Information of the Public—Hamilton Clergyman Alleged to Have Called Them "Devils" — Hugh Blain Explains His Ideas on Chain and Co-operative Stores, Price Cutting and Fixing Resale Price

By Staff Representative

TORONTO, March 25.—At the Tuesday afternoon session, Hugh Blain, wholesale grocer, Toronto, gave important evidence as to why he considered selling through wholesaler and retailer was the proper channel; why he didn't believe chain stores could properly serve the public in all parts of a country like Canada; his reasons for believing a manufacturer should fix his resale price, etc.

"The association I represent," said Mr. Blain, "is not a party to any combine; is not a party to any price-fixing, and is not a party to any action or proposal that operates or is likely to operate in restraint of trade."

Mr. Blain maintained that there was only one perfect system of trade which embodies safety, economy and convenience, and that system was through the wholesale and retail trade. "All other methods," he declared, "are more or less abortive, furnishing only a partial service." The chain store system, if carried out in a single city, might conceivably lower prices in that city, "but it would enormously increase the price the people would have to pay in the country." "So in your opinion," asked Commissioner O'Connor, "the chain store business is one that is executed to the disadvantage of others in that line of trade?"

An affirmative answer was given.

Mr. O'Connor asked A. W. Roebuck, towards the close of the day, what financial statements of wholesalers he desired to look over.

**A Clergyman's Alleged Remark**

In the course of a prolonged discussion following, Mr. O'Connor stated his reason for giving the figures in Hamilton was that while the board was sitting there an ordained minister was reported in the press as calling the wholesalers "devils," and "we did not think we should be performing our proper function if we did not give those figures to the public."

This report appeared in the Toronto "Globe," and Mr. Murdock stated he had a letter from this minister in question denying that report—"just one more inaccuracy of the press."

"Or on the part of the clergyman of Hamilton?" added Mr. Roebuck.

Mr. Murdock thought perhaps if the clergyman were put on oath the same result might be found as when certain other inaccurate statements about a retailers' meeting in Hamilton appeared in the daily press.

The question about the making public of figures of wholesalers again produced a long discussion, Major Duncan making the claim that the Attorney-General's department was departing from its usual course and taking a prejudicial view that Mr. Roebuck had access to all these figures, etc.

### Methods of Business Changed

W. H. Lytle, of the T. A. Lytle Co., Ltd., Toronto, stated his firm deals through the wholesale grocers in marketing their goods and submitted correspondence. Formerly their policy was to sell through both the wholesale and retail trade. Last year they discussed the matter with A. C. Pyke and decided to place their goods entirely through the wholesaler. "We cut out this retail trade," he said, "except the department stores. We took off a couple of our travellers at that time, but our own salesmen still do missionary work among the retailers."

"Why did you want a list of wholesale grocers when you changed your policy?"

"Presume it was because the firm wanted a list of recognized wholesalers."

"Did you only sell to them?"

"No, we sold to others."

"What do you consider a legitimate wholesaler?"

"A man who hasn't a retail counter for one thing."

Mr. Lytle stated his firm didn't sell the York Trading Co., nor F. W. Morley.

"In your letter of May 10, 1919, to the Wholesale Grocers of Ontario, you ask to allow you to adjust the list of those to whom you sold and did not sell. What is the meaning of that word 'allow'?"

"I'm sure I don't know. I didn't write the letter."

In regard to Fearman Bros., T. A. Lytle & Co. did not start to sell them until January, but the witness did not know if any word had come in from the association about that firm or not.

Mr. McKay—"You made up your own minds as to changing your policy in selling through the wholesale grocers?"

"Yes, there was no pressure whatever put on us by anyone. We feel it has been an advantage to us in selling this way."

### Didn't Approve of Broker's Card

George Sloan, secretary-treasurer of Medland Bros., wholesale grocers, Toronto, stated to Mr. Roebuck that his firm was not a member of the association. "We resigned on December 8 on instructions of T. J. Medland, who dictates our policy."

The reason was that Mr. Medland did not agree with the policy of the association

"Did your firm enter into an agreement with the E. W. Gillett Co.?"

"Yes, about May, 1917."

"What were the circumstances?"

The correspondence was put in as evidence.

T. J. Medland then took the stand. He said he was at a meeting in August last at the invitation of the retailers, along with other wholesalers.

"Were there matters of policy discussed of which you disapproved?"

"Yes, possibly there were. The retailers made certain proposals to the wholesalers."

"Why did you withdraw from the association?"

"More on account of an agenda sent out by the association."

This was a printed sheet. The point he objected to was a proposal that every broker of a manufacturer should carry a card issued and countersigned by the local secretary before wholesalers would purchase from them. This was the reason he had withdrawn from the organization.

To Mr. McKay, witness said their membership up to December last had been a benefit to their firm.

"Didn't the reference to the broker's card only appear in the agenda?"

"Yes."

"But that meant it was only being proposed. Didn't you attend the meeting to oppose it?"

"No, I didn't attend."

### Mr. Blain on the Stand

Hugh Blain, president of Eby-Blain, Ltd., wholesale grocers, Toronto, stated he was present at the December 2nd meeting in Toronto where there were certain resolutions passed.

"Did you vote in favor of the resolution stating that the members were to stand together as a body for unity, etc.? What is your idea of that?" asked Mr. Roebuck.

Mr. Blain endorsed it.

"Did the York Trading Co. have any dealings with your firm?"

"No. Mr. Dowson came to see Percy Eby as chairman of the Wholesale Grocers' Association."

"What was his contention?"

"The York Trading Co. claimed right to become a member, but our contention was that as they were an aggregation of retailers who were customers of ours and other wholesalers, who wanted to purchase direct we didn't think they should become members."

"Are there retailers in your company?"

"I think there are four on our preferred list who received dividends as preferred shareholders, but apart from that they get no advantage whatever."

### Ideas on Co-operative Stores

"Did you have any correspondence with Mr. Keene, secretary of a co-operative organization?"

"Yes, and I had an interview with a Mr. Pritchard from a co-operative store in Georgetown who came to us and wanted to buy some goods. I told him I couldn't sell him unless I knew a great deal more about him. He promised to bring in the by-laws and constitution of his association, but he did not do so, and wrote me instead."

"You declined to sell him?"

"Yes."

"He offered cash?"

"Yes, but we have often refused to accept cash business from many retailers if I thought they were not going to make a success. We had suffered before by selling co-operative societies because they did not have any status so far as the Ontario laws were concerned. That was some years ago. I understand now they have a status and there might be some cases where we might sell them.

"Part of the co-operative store service is lacking, whereas we, as wholesalers, together with the retailer, perform a complete service."

### Chain Store Service Limited

"Could goods not be distributed through chain stores better than by the present system?"

"No. That would eliminate the wholesale grocer. You would then take down the umbrella that supports the chain and department stores. It would eventually mean the chain and department stores would be taking a double profit."

"Do you consider it proper procedure for your association to combine to decline to purchase from a certain firm?"

"Yes, it is the proper procedure on the part of any organization to unite to protect its own interests providing no injustice is done to anyone else."

### Ethics of Price Cutting

Mr. Blain considered that selling proprietary articles at less than the proper price was sufficient to make the great body of merchants withdraw their support from those articles.

If a price cutter is selling at less than cost, he declared, the people would buy from the cheaper merchant, which would tend to eliminate the other retailers. It would demoralize the market and tend to push those goods off the market.

Mr. Blain read an outline of his reasons in favor of the wholesale and retail channel of distribution, explaining the service given by these distributors. The wholesaler assembles the goods from all parts of the world. They are first examined, which is a great protection to the public, held in warehouse until wanted, distributed to the retailer at different points and then are ready for distribution to the consumers. This sysem was a perfect system, and he believed it was the most economical he knew of. He did not claim the system was now perfect in its execution, but it was one of the objects of the association to improve it. Wholesalers, too, were not only wholesalers but bankers.

### Believes in Fixed Price System

He maintained that the fixed price system was the best system in the interests of the retailers and consumers. The advantage is that every consumer buys the goods at the lowest price. A manufacturer adopting this policy must compete with others, and if he doesn't put his goods on the market at the lowest possible price he has no chance to succeed.

The manufacturer should, he thought, give the retailer and wholesaler reasonable compensations for handling his

goods. If he allowed too much he's spoiling his own interests as he is asking too much for his goods; if he gives too little he doesn't get the support of the trade.

"The chain store system cannot apply to the country as a whole because it couldn't operate in small places," said Mr. Blain. "In cities they do not give the same service as the retailers, and they have a buying advantage which tends to demoralize the trade and thus eliminate the small retailer, which would not be in the interests of the consumer.

"The corner store, too, furnishes a great many of the poor people at certain seasons on credit."

**Would Eliminate the Chain Store**

Mr. Roebuck—"If your idea were carried out so that no manufacturer could sell direct to the chain store, would it put the chain store out of business?"

"I think it would."

"There could of course be other manufacturers sell direct to the chain stores, so that you might have two distinct systems in competition. Would that be a good thing?"

"No, it wouldn't."

"What was the amount of excess profits tax your company paid to the Dominion Government? You don't need to answer till the commissioners have ruled on it?"

"About 3,000."

"What was your total volume of business last year?" asked Mr. O'Connor. "You don't need to answer that unless you wish."

"About $2,500,000 to $2,750,000.

"About what is the amount of your capital—that is the amount needed to carry on your business?"

"We carry about $300,000 stock, have $250,000 book debts, $150,000 in premises, and about $50,000 in equipment. I don't mind giving the board any information they may wish."

# Evidence Ended: Arguments on Friday

## Combine Investigation Case Nearing Its Close—Daily Press Reports Again Referred to—F. W. Morley Gives Evidence—Percy Eby the Only Witness Called on Behalf of the Wholesalers

Reported by Staff Correspondent

TORONTO, March 25.—Robt. McKay, K.C., counsel for the wholesale grocers, objected Wednesday morning to reports of the evidence as given in the daily press. He termed some of the reports as: "Some kind of perversion of the report of the proceedings constantly."

"It indicated," he said, "that someone had no conception of the rules of evidence when the statement was made in the press that letters put in yesterday were not allowed to be read. Anyone who has any knowledge of rules of evidence knew that when an exhibit was entered it could be read when wanted, but the whole letter constituted the evidence and not a part, and must be read in its entirety."

Mr. O'Connor referred to an editorial in one of the Toronto morning papers commenting on this enquiry, which constituted an indictable offence and said the matter would be brought to the attention of the Minister of Justice.

"Any praise or blame," he said, "in connection with any evidence given here is a contempt of court and must be absolutely abstained from. Reports in the press must consist of facts, not of opinions, inferences or ideas of reporters, and as far as this Board is concerned it is not going to be permitted."

Robt. Dowson, president of the York Trading Co., Toronto, put in the figures in connection with the business of the company, which had been asked for at Hamilton.

Chas. Richardson, office manager, H. P. Eckardt & Co., wholesale grocers, Toronto, was the next witness. Mr. Roebuck asked for figures showing the gross purchases of Fearman Bros., Hamilton, during the last six months of last year.

Mr. Richardson didn't have these figures, as they had not been definitely asked for, but would produce them.

**Opinions Here Not Permitted**

Professor McIver, professor of Political Economy at the Toronto University, was called.

"I called this witness," said Mr. Roebuck, "to get an expert opinion on certain matters."

Mr. O'Connor said the questions would indicate as to whether they had any relevancy with this particular investigation.

"What is the usual result of the combination of traders?" asked Mr. Roebuck.

The Board ruled out the question.

"Can you tell me if prices are affected by any organization which prevents other traders from competing?"

The question was ruled out.

"Have you any knowledge of the effect of price-fixing agreements on prices?"

This was also ruled out and no more were asked.

**Mr. Morley's Evidence**

F. W. Morley, F. W. Morley & Co., Toronto, last witness for the Attorney-General's Department, stated he was in the grocery business. He stored goods where he had his office and in other warehouses.

"Do you sell to the consumer?"

"Sometimes, but not as a part of my business; same as other firms."

"Do you sell exclusively to the retail trade?"

"I sell to retailers, jobbers, wholesalers and anybody I can do business with."

"Are you a wholesaler?"

"I buy the goods on my own account and sell to retailers. I'm a wholesaler as far as I know."

"A statement was made yesterday by F. W. Hudson, of the Canada Brokerage Co., respecting you. Did you give any information respecting Mr. Hudson's business to Crown?"

"I haven't any object in interfering with Mr. Hudson's business and nobody knows better than Mr. Hudson himself. I never interfered with his business."

"Mr. Morley was not a member of the association. Mr. Pyke had asked him when he started in business to become a member.

"I wasn't ready at the time, but told him I would join later. Then I heard a rumor that I had refused to join. I saw Mr. Pyke about it. He said he mailed me an application and it wasn't returned, but I told him I had never received it, and that if he gave me one then I would sign it, on the understanding that I've the same privileges as other members."

"What were those privileges?"

"I wanted to use discretion in selling big accounts. If a man was a big buyer I felt I was entitled to give him a better price."

"Did others enjoy that privilege?"

"Oh, yes, I knew they did."

"After that interview there was an executive meeting. There was a general discussion regarding business ethics. I was accused of selling the York Trading Co. and I told them I was selling them. I was asked if that was in the best interests of the trade. I looked on them as traders and that I didn't see any objections.

"The point was also made that I was selling co-operative trading and I have found that 5 or 6 members of the association are to-day selling them. Some are selling to the York Trading Co. and I'm not doing as much business with them as before."

"Was there anything said about the maintenance of prices at the meeting?"

"One member, I think, said that generally we should agree to keep the list prices. I said that these agreements were so often broken that I proposed that a bond be put up by each and that I would do the same."

"Did the meeting agree to that?"

"No, they didn't."

"That would have been a combine," observed Mr. Murdock, to which the witness assented.

"What do you say as to your desire in matter of price-fixing agreements?"

"I welcome open competition. Any house that can't compete in the open market has no right to exist."

"What is the effect of price-fixing agreements?"

"Naturally, agreements advance the price."

**Thinks "Cutting" Reduces Prices**

"What about the contention that if prices were not fixed, cutting would result eventually in higher prices?"

"I can't understand any argument to the contrary—if prices go down they can't go up."

"Have you any travellers?"

"No. I do my own business. I really have too much business as far as equipment is concerned."

"Is your turnover fairly large?"

"Fairly large—judging from Mr. Beckett's statements."

"Have you had negotiations regarding corn flakes?"

"I was on the direct list of W. K. Kellogg Cereal Co. (Toronto and Battle Creek, Mich.) Two months ago Mr. Ware advised that he had instructions from head office to close his account. I accepted the contents of that letter as to the closing of the account."

"What were your experiences with Cream of Wheat Co.?"

"I sent them an order for 50 cases. They wrote back asking many questions regarding my business, if I were interested in retail stores, etc. I told them I bought and sold as a legitimate jobber, that I wasn't a member of the association and that I had refused to become one."

"Was your order filled?"

"No."

**More Interested in Large Accounts**

Mr. McKay.—"You said you did not intend to stock all lines of groceries, that you only intended to handle certain lines that you could turn over in sufficiently large quantities?"

"Yes, that was the idea."

"You stated that at the executive meeting?"

"Yes."

"You didn't want to sell small accounts?"

"I sell some small accounts. I make them cart their own goods."

"You don't particularly go after the small business?"

"No, but I don't turn down any."

"Your staff consists of yourself and two stenographers?"

"Yes."

Mr. Morley pointed out he stored his goods in warehouses, but that he did not have a warehouse staff, as he didn't have any of his own."

"You sell outside of Toronto?"

"I sell anywhere I can get business—as far north as Port Arthur and New Liskeard, and I don't object to doing business in Montreal?"

"By correspondence?"

"Yes."

"Don't you think, therefore, in view of the business you do, you could be fairly well called a broker, and not a wholesaler?"

"There is a difference of opinion."

"You buy your own goods and turn them over on a brokerage basis?"

"Yes."

"Is the fact that you buy the goods yourself the only thing which differentiates you from the broker?"

"I don't say that's the only difference."

**WHO IS COMMISSIONER MURDOCK?**

James Murdock, of Toronto, a member of the Dominion Board of Commerce, was born at Brighton, England, August 15, 1871, of Scottish parentage. He came to Canada in 1875 and was brought up on a farm in Kent County, Ont., until the spring of 1890, after which his record was as follows: April 18, 1890, to Sept. 1, 1890, ballast pit laborer, C.P.R., London, Ont.; Sept. 15, 1890, to June 12, 1902, freight brakeman, C.P.R., Lodon, Ont.; June 12, 1902 to July 31, 1905, freight conductor, C.P.R. His labor union record is as follows: 1895 to July 31, 1905, local and general chairman for C.P.R. employees represented by Brotherhood of Railroad Trainmen; Aug. 1, 1901, to July 31, 1905, member board of trustees for Brotherhood of Railroad Trainmen (international organization); Aug. 1, 1905, to date, vice-president, Brotherhood of Railroad Trainmen. On Aug. 7, 1918, he was appointed a member of Canadian Board of Adjust ment No. 1, which deals with disputes between railways and their employees, in regard to wages, working conditions, etc.—"Can. Railway and Marine World."

"A man who deals wholesale in large quantities—sugar, potatoes and rolled oats, and does not deal in other goods, would not be a wholesale grocer?"

"I wouldn't think so."

"Would a man who deals in sugar, cereals and certain proprietary articles, be a wholesale grocer?"

"I think each man handles the lines he desires to handle."

"But that's not my question."

"There are some who carry larger stocks than others."

"That doesn't answer the question yet."

It was left unanswered.

"List prices apply only on proprietary articles and a few others like sugar?"

"Yes."

"If proprietary articles are to be put on the market so as to reach the consumer everywhere at about the price, wouldn't it be better for everybody?"

"I believe in open prices."

"If the manufacturer is going to distribute through the trade, can't he best accomplish his purpose by fixing his price at lowest possible mark to obtain the greatest distribution?"

"As a principle that is all right."

"You referred to dealings you had with a wholesaler in tomatoes. About that time there were a lot of dealers holding too much stock for their own good?"

"Yes, that's the point, they sometimes get cold feet. Sometimes they have to turn around and buy the goods back again at a big profit to the seller."

**A Believer in Quantity Price**

Mr. Morley said his idea of getting business was to give a man who buys in quantities a better price than to a small merchant. Mr. Beckett's idea was the opposite, and while he knew Mr. Beckett was quite conscientious, he disagreed with him.

Answering Mr. McKay, he said that goods sold in carload lots included sugar, canned goods, California prunes (he had sold fifteen carloads of prunes the past year. Others were seeded raisins, salt, salmon, rolled oats, other cereals, molasses and condensed milk.

"Any others, I was hoping you would get up to fifteen?" observed Mr. McKay.

Asked if he thought a retailer who bought in fifty-case lots should be able to buy at less than five-case, the witness said he sold goods on that basis as did others, but would not say that was the proper method.

"The retailer who can only buy in five-case lots must then put up with the disadvantage?"

"That's the position as it exists in business to-day."

"Should there be no effort on the part of wholesale grocers to improve that condition?"

"They have been trying to change it for the last thirty-five years, and no improvement has been made."

"Should the effort to improve the situation be given up?"

"Every tub should stand on its own bottom," answered Mr. Morley.

"Then every wholesale grocer in Toronto has the right to say to a manufacturer that if he sells to Morley he can't sell to them?"

"Individually that is correct, but collectively it is wrong."

"And why not collectively?" vigorously asked Mr. McKay. "Mr. Morley has a right to stand on his own bottom; haven't the wholesalers the right to do the same?"

Answering Mr. Roebuck, Mr. Morley said that a trader who carries the lines he carried would be considered a wholesale jobber or a wholesale grocer. He did not think the fact that he did not employ travellers affected his standing as a wholesale grocer.

That concluded the case of the Crown.

Mr. McKay called Percy Eby, of Eby-

Blain, Ltd., Toronto, as the first and only witness for the wholesalers.

Mr. Eby stated that Mr. Morley had told him in connection with membership in the association that it was not his purpose to look after the interests of the small merchants and that he would only become a member on that basis.

**Service Was to be Complete**

"We made the point that if he wished to become a member it would be necessary for him to give a general service. Mr. Morley had the erroneous impression that the association was getting together to have manufacturers fix their resale prices, but it was pointed out this was not the case, and that matters connected with resale prices were entirely in the hands of the manufacturers."

To Mr. Roebuck, witness said his firm did not accept business from all retailers. The financial arrangements of some would prevent that. His firm carried 2,774 items in stock; that no doubt there were certain items they did not stock, and that it might not be that they could supply every line a grocer opening a store might ask for. They could supply practically all requirements, if not all.

Mr. Roebuck observed that the whole thing could be brought down to a basis of degree as to the number of lines a wholesaler might carry.

He asked if Eby-Blain, Ltd., did not give some advantages in price to large buyers same as did Mr. Morley. Mr. Eby's reply was that every wholesale grocer did that as it was the policy laid down by many manufacturers.

"Do you think that is fair to the small buyers?"

"All retailers have the privilege of getting together to buy a carload of sugar at a discount, but this is not a question of a concession to a big buyer but a question of freight. The goods can be laid down cheaper. Our travellers take individual orders for retailers. No one retailer may know what others are buying part of that car of sugar, and when the sugar arrives we distribute to the merchants individually."

"Why do you object to retailers joining together like the York Trading Co.?"

"The York Trading Co have got together to eliminate the wholesale grocer, and if such an organization can eliminate the wholesaler throughout the country then we would have to go out of business. Our organization rejected their membership because they were organized to eliminate the wholesaler."

"It was not economically sound to get along without the wholesaler under all conditions.

Mr. Eby was the only witness called. The argument of the counsel was fixed for Friday morning at 10 o'clock.

# British Goods Are Preferred

## Importers Are Showing a Preference to British Goods Over American—Many Lines Now Arriving—Shortage of Freight Cars a Factor

IMPORTATION of many lines of British merchandise that were cut off through stress of war are now gradually being resumed. Jams, pickles, shortening, confectionery, custard powder, egg substitute, marmalade and many other lines that have been on the Canadian markets for many years, and were prohibited by the British Food Ministry for export during the war, are again on the way.

**Exchange Affects Business.**

In an interview with one large manufacturer's agent, CANADIAN GROCER was informed that importers are showing a preference to British goods over American in view of the higher exchange rate now existing between the United States and Canada. Many lines that were previously purchased in the United States are now imported from Great Britain, as the difference after adding freight, duty and exchange brings British goods generally fully 25 per cent., or more, cheaper to the consumer than similar U. S. goods. To overcome this exchange some American manufacturers have established bank accounts in Canada for the deposit of funds received from purchases of their products, and these moneys will probably have to remain in Canada until such a time when exchange again becomes normal.

**Difficulties of Transportation a Factor**

One of the chief difficulties importers are now experiencing is the lack of railroad facilities to handle freights upon the arrival at the port of New York. Vessels laden with merchandise both for Canada and the United States are arriving so fast that to discharge these cargoes is almost an impossibility owing to the shortage of freight cars to convey them to their final destination, with the consequence that vessels are often tied up many weeks.

One importer told CANADIAN GROcer that a cargo of tea consigned to them was delayed six weeks through this congestion of freight at the port of Boston. However, importers are very optimistic, and state that with the return to Canada of the 20,000 freight cars that are scattered all over the United States, transportation will then become normal.

# J. S. Fry and Walter M. Lowney Amalgamation Reported

## Negotiations, it is Stated, Have Been Going on for Some Time—Heney Carriage Factory in Montreal Secured by Frys —Both Firms in Business a Long Time

Montreal.—(Special.)—An amalgamation of the Walter M. Lowney Company, of Canada, Limited, with J. S. Fry and Sons, Limited, is persistently rumored in Montreal circles, the same amalgamation on the part of the Fry Company to embrace the Walter M. Lowney Company's interests, CANADIAN GROCER is informed, in both the United States and Canada. The date of the amalgamation is not available, but information given to CANADIAN GROCER asserts that the details have been completed and the amalgamation practically, if not definitely, effected.

**Long Negotiations**

CANADIAN GROCER understands that negotiations have been under way for a considerable length of time, and that the new arrangement was more or less operative during part of February.

As an indication of the effectiveness of the merger, it is stated that the Heney Carriage Factory Building, in Montreal, has been secured at an outlay of between $250,000 and $300,000. It is understood that the various Lowney premises will be occupied under the new arrangements.

**Lowney's 30 Years Old**

The Walter M. Lowney Co. was incorporated on Sept. 15, 1890, in Massachusetts, and absorbed on Jan. 1st, 1913, by the Lowney Chocolate Company. This firm has conducted a manufacturing business in cocoa, chocolate, both cooking and in other forms, and in other lines of confectionery. This company owned 2,280 shares of a total of 4,033 shares of the Walter M. Lowney Co., of Canada, Ltd. It also owned 673 shares out of a total of 938 shares of Chocolate Refiners, Inc.

The firm of J. S. Fry and Sons is known in many countries.

As CANADIAN GROCER is going to press this merger was confirmed from Montreal.

# CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

### QUEBEC

J. O. Tingley, secretary-treasurer of the Eastern Canneries Co., Ltd., is in Montreal on a business trip.

E. E. Brian, managing director of the Eastern Canneries Co., Ltd., is visiting Montreal on business.

W. G. McGee, of Kearney Bros., of Montreal, who has been confined to his home by sickness for several weeks, is sufficiently recovered to again take up his duties.

E. P. Roberts, of the firm of John T. McBride, Montreal, returned from New York the other day and almost immediately left for Halifax to take care of the shipments of dates for aforementioned firm.

J. H. Lightbound, of the St. Lawrence Refineries, Montreal, has been obliged by sickness to take to his bed again. Mr. Lightbound had only been back to his office two or three days after an illness extending over several weeks.

### ONTARIO

F. A. Ramsey has purchased the grocery business of F. B. Booth on Tillson Avenue, Tillsonburg, Ont.

T. L. Arnett, store fixture manufacturer of Souris, Manitoba, has been on a business trip to American and Eastern cities. Mr. Arnett is optimistic as to business in grocery lines for the coming year.

### WESTERN

W. Gillespie, Saskatoon, has opened a groceteria in the Hub Cafe building on Second Ave.

A. Sutton, 201 Rosebery Street, St. James, Man., has sold his grocery and provision business to F. Cowley.

The Rouse Cash Grocery, 836 Burnell Street, Winnipeg, Man., has been purchased by C. F. Maghie. Mr. Maghie formerly conducted a store in St. James, Man., and also on Portage Ave., Winnipeg, Man.

Luck & Stutbridge, Coydon Ave., Winnipeg Man., have dissolved. Mr. Stutbridge has gone to England, and Mr. Luck has taken into partnership Mr. Howath. The business will be continued under the name of Luck & Howath.

M. Folb, Bannerman Ave., Winnipeg, has discontinued business.

Cohen & Atkis have opened a grocery at the corner of Bannerman Ave. and McGregor St., Winnipeg, Man.

### OTTAWA GROCERS RAISE PROTEST

**Thinks Tax on Retail Sales Will Increase Cost of Living**

The Dominion Government's tentative proposal to impose a tax of half of one per cent., or even one per cent., on all sales by retail merchants throughout Canada, when mooted at the meeting of the grocers' branch of the Retail Merchants' Association, Ottawa, was most unfavorably received as "increasing the cost of living."

### ROBIN HOOD MILLS MAKE EXTENSIVE ADDITIONS

**New Office Building Being Erected at Moose Jaw—Elevator Capacity is Being Greatly Enlarged**

A three story concrete office building is now under course of construction for Robin Hood Mills, Ltd., Moose Jaw, Sask., and will, CANADIAN GROCER is informed, be completed about the first of June. This is of ample proportions to take care of increasing business.

Large extensions will be made, also, to the present manufacturing plant at Moose Jaw, according to J. J. Kovarik, manager of the branch. The chief feature will be a large elevator fitted with the most modern equipment and machinery. It will be 213 feet in height with a ground area of 30 by 60 feet. The lower floor will be for storage in bins, 80 feet high. Above there will be several floors for cleaning and separating machinery. On the top of the building there will be a 100 foot steel tower, with a wireless plant by means of which the company will be able to keep in communication with its other plants. The total cost of the extensions will be $150,000, and when completed the Robin Hood Flour Mills will have a total storage capacity of 425,000 bushels. The building will be ready in time to handle this year's crop.

### GRADING OF POTATOES AND ONIONS

Federal legislation providing for the grading of potatoes and onions grown in Canada, and the adoption of the one-pound unit as the basis of all sales of potatoes will be asked from the Dominion Government by dealers. This decision was made at a conference in Ottawa of representative growers, wholesalers, dealers, retailers and consumers of all Canada.

Potatoes are to be divided into three grades, the first two being similar to those defined by the United States Bureau of Markets. The grades are A Canada and B Canada and C. This latter classification includes potatoes, which are less than 1 1-2 inches in diameter.

Onions are classified into five grades: Fancy, choice, standard, boilers and sample. The minimum size for the first three grades, respectively are, 3 inches, 2 inches, 1-14 inches and less than 1 1-4 inches. Regarding the fifth grade, it is understood that all purchases will be made after the submission of a sample.

It was decided to ask for an amendment to the law requiring a bushel, bag or barrel of potatoes or onions to weigh a certain number of pounds.

### MAJOR WALKER DECLINES.

Guelph. — (Special.) — Major D. W. Walker has decided not to take command of the reorganized artillery unit in Guelph and surrounding district, and has wired Brig.-Gen. Morrison, Director of Artillery for the Dominion, to that effect. When in Guelph recently Brig.-Gen. Morrison offered Major Walker the appointment, but as he was not prepared at that time to give a definite answer, he was asked to send his reply to Ottawa in a few days' time.

### RICHARDSON, GREEN LIMITED, NOW AGENTS.

Stewart Menzies & Co., Toronto, agents for Crosse & Blackwell, Ltd.; James Keiller & Son, Ltd.; E. Lazenby & Sons, Ltd.; The Overseas Export and Import Co., for the Dominion of Canada, have appointed Richardson, Green, Ltd., Winnipeg, their agents in Manitoba and Saskatchewan.

### SASKATCHEWAN EGG DEALERS MUST HAVE LICENSE

After the first day of June, 1920, in accordance with the new egg marketing act, every dealer in eggs in Saskatchewan, either wholesale or retail, who purchases eggs directly from producers, must be licensed, and after that date no eggs may be purchased by such dealers until they have been candled and all eggs unfit for human food rejected.

# Advertising for Retailers

## Making Easter Business Equal to That of the Day Before Christmas by Advertising—Suggesting Goods That Are Especially Adaptable

Written by J. L. WYCKOFF

A suggestion for a window card.

THE merchant who writes his own advertisements should take advantage of the fact that the minds of the people at certain seasons of the year voluntarily turn to certain subjects.

Easter is the season when the human race emerges from the chrysalis of winter and their minds turn to thoughts of new things to wear, new things to eat: 'tis the eve of spring and must be celebrated by bright raiment, feasting, laughter, love and joyous recreation.

Eggs play an important part in the celebration of the Easter festival.

In most Eastern countries everybody presents every relative and friend with an Easter egg and to a large extent this custom is the vogue on this side of the world.

### The Possibilities of Extra Sales

There are great possibilities for the retail grocer if advantage is taken at this season of the year by displaying, suggesting and talking articles that are especially adopted to the Easter season.

Easter business in the grocery store could be as great or even greater than that of the day preceding Christmas.

Many grocers take advantage of all special seasons, some more, some less.

Several years ago I had the privilege of working in a store whose policy was to make special preparation for Easter business. The interior and window displays were a special feature which fairly teemed with the spirit of Easter. The newspaper advertisements always cooperated with the window displays. For example—if the window was trimmed with Easter eggs then the feature of the advertisement would also be about Easter eggs: or if a display of ham, bacon, eggs, olives, pickles, etc., then the topic in the ad. would be about these articles. The business—extra business I should say—very often exceeded that of the day before Christmas.

### Appealing to the Appetite

There are many nice things in a grocery that especially appeal to the human appetite at the Easter season, for instance, ham, bacon and eggs, of course, are an important part of Easter Sunday breakfast. Grapefruit, oranges, are also an essential that should be featured.

Then there is the delectable marmalade, of which many brands are on the shelves. A particular brand may be especially good that deserves a little extra selling effort.

And, of course, there is our old friend the olive, of which there are many kinds, Queen, Manzanilla, Pimento, nut stuffed, also chopped and olive butter for making salads and sandwiches.

There are hundreds of varieties that belong to the biscuit family: plain, sandwich, iced, and also chocolate coated. A biscuit for every taste.

Tuna fish certainly should hold a prominent position in the Easter display. This fish, which, in former years was unknown, has become a real favorite amongst all classes of customers. Suggest it for salads.

Shrimps and lobsters also, although high in price, are worthy of being mentioned as especially adapted for salads.

Canned vegetables, of which there are no end. Pick out the variety that are not usually served every day: for instance, asparagus, French peas, mushrooms, okra, sweet potatoes, kidney beans, etc.

Cheese of whatever varieties are carried in stock.

Saltine wafers could be suggested when making a sale of cheese that would add materially to the profits at the end of the day.

Fruit in glass and in cans. Of this class of goods perhaps Hawaiian sliced pineapple is the favorite, which lends itself to many ways of serving. Royal Ann cherries, peaches and pears in heavy syrup.

Preserved figs served with whipped cream. Nuts and table raisins, also fresh fruits and green vegetables. Good things that are only a part of the endless variety from which the retailer may choose an attractive display.

**SUGGESTIONS FOR WINDOW CARDS AND HEADINGS FOR ADVERTISEMENTS**

*Bacon with that sweet nutty flavor.*

*We receive our eggs direct from the farm—Guaranteed of course!*

*We slice your bacon to the thickness you like best.*

*A biscuit for every taste.*

*Treat yourself to a bottle of olives.*

**EASTER EGGS**

play an important part in the celebration of the Easter festival.

In most Eastern countries everyone presents every friend and relative with an Easter egg, and to judge by the provision we have made, the custom is almost as widely adopted here.

There are small chocolate eggs, cream eggs, chocolate eggs handsomely decorated; some are the size for the wee tot, while others are nearly as large as a pumpkin, which are filled with the finest bonbons.

Be sure and see them in our window.

Phone 4600 and your selection will be carefully packed and delivered the Saturday before Easter Sunday.

JONES & CO.

A specimen advertisement that will create a desire to send some friend a remembrance at Easter time.

# WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

## THE MARKETS AT A GLANCE

ALL market conditions this week continue to develop a firmer undertone. A number of commodities have registered advances while others show strong tendencies toward higher prices, particularly on tea, spices, coffee, shelled nuts and molasses.

**MONTREAL**—The market is dominated this week by a decidedly strong undertone and although no startling price changes have developed it is felt that the tendency on all lines is towards higher levels. Hines' Root Beer has advanced to $3.00 per doz. and pressed hops are selling at 15 cents per pound. Clothes pins are higher and advanced quotations are noted for Quaker puffed wheat. Borax is higher and Epsom salts show considerable advances. Bonanza lamp chimneys have advanced. Higher quotations are given for several makes of cocoa and chocolates. Sugar is firm and no important change has been noted, although the undertone suggests advanced prices shortly. Canned goods are steady for the time being with higher tendencies. Cereals are very firm, but prices are unchanged. No material change has been effected in the market for package goods this week. Dried fruits are steady and strong and advances may shortly be expected. Almonds and walnuts are stiffening up very considerably, although no price changes have been effected locally. Rice is steady under a somewhat limited demand. Corn syrups are very firm under recently advanced prices. Molasses is in a very strong position. Advances have been effected and the general opinion is that higher levels will be reached within the very near future. Beans and peas are steady with prices ruling unchanged. The shortage of feeds is more pronounced than ever and the situation is growing serious. Hay and grain are steady and but little movement has been manifest in the market during the week. Teas are unimproved as far as supplies are concerned and higher prices may be looked for. Coffee is firm and advances have been recorded on cocoa. Spices are firm with higher tendencies. Advanced prices rule on potatoes, but the high quotations are only temporary and it is expected that easier prices will come as soon as the conditions of the roads improve. Fruits are steady under fairly active demand and no material changes have been effected during the past week.

**TORONTO**—The trend of practically all Toronto markets continues to show tendencies for higher prices. Many lines have advanced to new levels and information gathered from all sources in the trade does not show any indications of lower prices prevailing for some time. Redpath sugar has advanced 25 cents per hundred, which brings all sugars on an equal price basis. Supplies of granulated have greatly improved and wholesalers are now in a position to fill all orders. Corn syrups stand firm at the advanced prices. Molasses is also ruling at firm figures. The tea market continues in an unsettled condition. The British market is strong with advances registered on many grades. Spot stocks are not large and new purchases that are arriving are costing more. Corn flakes have declined 30 cents per case. Cereals stand firm at unchanged prices. There is no change indicated in the situation of the rice market; indications from primary markets all show a firmness with a possibility for higher prices. No new developments have appeared in the spice market, which rules firm. The Canadian Government have prohibited the import from the United States of canned chicken, chicken gumbo and mulligatawny soups in view of the fact that poultry is not an inspected product by the United States Bureau of Animal Industry. Jams, paper bags, Liquid Veneer, chocolate, cocoa, package tea and Chocolatta have all advanced. Shelled walnuts are firmer, while shelled filberts are easier. Apples are arriving in large quantities from Nova Scotia, but dealers report a great wastage. Oranges and lemons have declined about 50 cents per case. Potatoes are ruling firm.

Live hogs are quoted at $20.25 on the fed and watered basis. Pork cuts have advanced about 3 cents per pound. Lard and shortening is easier. Butter is firm, although showing no change in price. Eggs continue to decline. Cheese is somewhat firmer.

**WINNIPEG**—Winnipeg general markets show considerable firmness, although not many actual changes in prices have been effected. Supplies of sugar are arriving more freely and prices are ruling firm. Coffee has strengthened and prices on some grades are quoted higher. Salt is scarce and prices are expected to advance. California vegetables are arriving freely.

Hogs have advanced. Butter is firm. Eggs are quoted lower. Cheese market is quiet and prices remain unchanged.

# QUEBEC MARKETS

MONTREAL, March 26—Generally speaking, the Montreal markets are in a strong position, although no startling changes have been effected during the week. Prices, in nearly all cases, are firm, with upward tendencies. Molasses is in a specially strong position owing to the pronounced scarcity of available supplies and it is felt that further advances are inevitable in the very near future.

## *Sugar Firm With Unchanged Prices*

**Montreal.**

SUGAR.—The only new development in the market this week is that all refineries are now quoting on the same basis, $16.50 per 100 lbs. Prices appear to be steady for the time being, although advances are not unlikely in view of the fact that raws are considerably stronger, with advanced prices at the primary bases. Refiners state that supplies of raws are considerably improved and the refineries are working continuously. The market to-day is very firm and strong with tendencies towards the reaching of higher levels.

| | | |
|---|---|---|
| **Atlantic Sugar Co., extra granulated sugar, 100 lbs.** | | 16 50 |
| **Acadia Sugar Refinery, extra granulated** | | 16 50 |
| Canada Sugar Refinery | | 16 50 |
| **Dominion Sugar Co., Ltd., crystal granu.** | | 16 50 |
| **St. Lawrence Sugar Refineries** | | 16 50 |
| **Icing, barrels** | 16 70 | 16 90 |
| Do., 25-lb. boxes | .... | 17 10 |
| **Do., 50-lb. boxes** | .... | 16 90 |
| **Do., 50 1-lb boxes** | .... | 18 20 |
| Yellow, No. 1 | .... | 16 10 |
| Do., No. 2 (Golden) | .... | 16 00 |
| Do., No. 3 | .... | 15 90 |
| Do., No. 4 | .... | 15 70 |
| Powdered, barrels | .... | 16 60 |
| Do., 50s | .... | 16 80 |
| Do., 25s | .... | 17 00 |
| Cubes and Dice (asst. tea), 100-lb. boxes | .... | 17 10 |
| Do., 50-lb. boxes | .... | 17 20 |
| Do., 25-lb. boxes | .... | 17 40 |
| Do., 2-lb. package | .... | 18 50 |
| Paris lumps, barrels | .... | 17 10 |
| Do., 100 lbs. | .... | .... |
| Do., 50-lb. boxes | .... | 17 30 |
| Do., 25-lb. boxes | .... | 17 50 |
| Do., cartons, 2 lbs. | .... | 18 50 |
| Do., cartons, 5 lbs. | .... | 19 00 |
| Crystal diamonds, barrels | .... | 17 20 |
| Do., 100-lb. boxes | .... | 17 20 |
| Do., 50-lb. boxes | .... | 17 30 |
| Do., 25-lb. boxes | .... | 17 50 |
| Do., cases, 20 cartons | .... | 18 25 |

## *Decidedly Higher Tendencies to Molasses*

**Montreal.**

SYRUPS.—No appreciable change is noted in the market this week as far as prices are concerned. A decidedly active demand is maintained for all lines of corn syrups, which are in a strong position. Considerable inconvenience is felt created through the lack of cars, which offers no immediate sign of improvement.

MOLASSES.—Molasses have again advanced in a very strong market, being quoted at $1.40 per gallon, and indications point to the reaching of even higher figures within a very short time. Spot stocks are practically cleaned up, and as one importer remarked to CANADIAN GROCER, "It is not a matter of price, but where supplies can be found."

| | | |
|---|---|---|
| Corn Syrups— | | |
| Barrels, about 700 lbs., per lb. | .... | 0 09 |
| Half barrels | .... | 0 09¼ |
| Kegs | .... | 0 09¾ |
| 2-lb. tins, 2 doz. in case, case | .... | 5 90 |
| 5-lb. tins, 1 doz. in case, case | .... | 6 85 |
| 10-lb. tins, ½ doz. in case, case | .... | 6 55 |
| 2-gal. 25-lb. pails, each | .... | 2 85 |
| 3-gal. 38½-lb. pails, each | .... | 4 25 |
| 5-gal. 65-lb. pails, each | .... | 6 85 |
| White Corn Syrup— | | |
| 2-lb. tins, 2 doz. in case, case | .... | 6 50 |
| 5-lb. tins, 1 doz. in case, case | .... | 7 45 |
| 10-lb. tins, ½ doz. in case, case | .... | 7 15 |
| **Cane Syrup (Crystal) Diamond—** | | |
| case (2-lb. cans) | .... | 8 60 |
| Barrels, per 100 lbs. | .... | 12 25 |
| Half barrels, per 100 lbs. | .... | 12 50 |
| Glucose, 5-lb. cans (case) | .... | 4 80 |

| | Prices for Island of Montreal | |
|---|---|---|
| **Barbadoes Molasses—** | | |
| Puncheons | .... | 1 40 |
| Barrels | 1 33 | 1 36 |
| Half barrels | 1 35 | 1 40 |
| Fancy Molasses (in tins)— | | |
| 2-lb. tins, 2 doz. in case, case | .... | 6 00 |
| 3-lb. tins, 2 doz. in case, case | .... | 8 25 |
| 5-lb. tins, 1 doz. in case, case | .... | 6 80 |
| 10-lb. tins, ½ doz. in case, case | .... | 6 65 |

**Note—Prices on molasses to outside points average about 3c per gallon less. In gallon lots 2c above ½ barrel prices.**

## *Limited Enquiries For Canned Goods*

**Montreal.**

CANNED GOODS. — Canned goods have not shown the increase that was expected last week, and orders are for only very limited quantities for immediate use. There is as little speculative buying as was manifest several weeks ago, and the market is essentially a buyer's market. Local dealers state that a little more activity has been shown during the past week, but canned goods are very quiet for the time being. Prices are maintained and no important changes are noted. Canned corn has a firmer tendency, and canned fruit is inclined upwards.

| CANNED VEGETABLES | | |
|---|---|---|
| **Asparagus (Amer.), mammoth green tips** | 4 50 | 4 85 |
| Asparagus, imported (2½s) | 5 50 | 5 55 |
| Beans, Golden wax | 2 00 | 2 00 |
| Beans, Refugee | .... | 2 00 |
| Beets, new, sliced, 2-lb. | .... | 1 35 |
| Corn (2s) | 1 70 | 1 75 |
| **Carrots (sliced), 2s** | 1 45 | 1 75 |
| **Corn (on cob), gallons** | 7 00 | 7 50 |
| Spinach, 3s | 2 85 | 2 90 |
| Squash, 2½-lb., doz. | .... | 1 50 |
| Succotash, 2 lb., doz. | .... | 1 80 |
| Do., Can. (2s) | .... | 1 80 |
| Do., California, 2s | 3 15 | 3 50 |
| **Do. (wine gals.)** | 8 00 | 10 00 |
| Sauerkraut, 2½ lb. tins | .... | 1 60 |
| Tomatoes, 1s | 1 45 | 1 50 |
| Do., 2s | .... | 1 50 |
| Do., 2½s | 1 80 | 1 85 |
| Do., 3s | 1 90 | 2 15 |
| Do., gallons | 6 50 | 7 00 |
| Pumpkins, 2½s (doz.) | 1 50 | 1 55 |
| Do., gallons (doz.) | .... | 4 00 |
| **Peas, standards** | 1 85 | 1 90 |
| Do., Early June | 1 92½ | 2 05 |
| Do., extra fine, 2s | .... | 3 00 |
| Do., Sweet Wrinkle | .... | 2 00 |
| Do., fancy, 20 oz. | .... | 1 57½ |
| Do., 2-lb. tins | .... | 2 75 |
| Peas, Imported— | | |
| Fine, case of 100, case | .... | 27 50 |
| Ex. Fine | .... | 30 00 |
| No. 1 | .... | 23 00 |

| CANNED FRUITS | | |
|---|---|---|
| Apricots, 2½-lb. tins | 6 25 | 6 50 |
| **Apples, 2½s, doz.** | 1 40 | 1 65 |
| Do., new pack, doz. | .... | 2 20 |
| **Do., 3s, doz.** | 1 80 | 1 95 |
| Do., new pack | .... | 6 75 |
| Do., gallons, doz. | 5 25 | 5 75 |
| Blueberries, ½s, doz. | 0 95 | 1 00 |
| Do., 2s | 2 40 | 2 45 |
| **Do., 1-lb. talls, doz.** | 1 85 | 1 90 |
| Currants, black, 2s, doz. | 4 00 | 4 05 |
| **Do., gallons, doz.** | .... | 16 00 |
| Cherries, red, pitted, heavy syrup, | | |
| **No. 2½** | 4 80 | 5 15 |
| No. 2 | .... | 20 00 |
| doz. | 4 75 | 4 80 |
| **Do., white, pitted** | 4 50 | 4 75 |
| Gooseberries, 2s, heavy syrup, doz. | .... | 2 75 |
| Peaches, heavy syrup— | | |
| No. 2 | 3 65 | 4 00 |
| Do., gallon, "Pie," doz. | .... | 9 50 |
| Do., gallon, table | .... | 10 00 |
| Pears, 2s | 4 25 | 4 50 |
| Do., 2s (light syrup) | .... | 1 90 |
| Do., 2½s | .... | 5 25 |
| Pineapples (grated and sliced), 1-lb. flat, doz. | .... | 1 90 |
| Do., 2-lb. talls, doz. | .... | 2 30 |
| Do., 2½s | 4 00 | 4 50 |
| Plums, Lombard | 2 00 | 2 20 |
| Do., in heavy syrup | 2 40 | 2 45 |
| Do., in light syrup | .... | 2 45 |
| Gages, green, 2s | 2 40 | 2 45 |
| Raspberries, 2s, black or red, heavy syrup | 4 50 | 4 60 |
| Strawberry, 2s, heavy syrup | 4 50 | 4 55 |
| Rhubarb, 2-lb. tins | .... | 2 25 |

| CANNED FISH, MEATS, ETC. | | |
|---|---|---|
| Salmon— | | |
| Chums, 1-lb. talls | .... | 2 00 |
| Do., ½s, flat | .... | 1 20 |
| Sockeye, 48, 1s, doz. | .... | 4 75 |
| Do., 96, ½s, doz. | .... | 2 50 |
| Red Springs, 1-lb. tall | 4 10 | 4 30 |
| Do., ½ lb. | .... | 2 00 |
| Cohoes, 1-lb. tall | .... | 3 65 |
| Do., ½-lb. flat | .... | 1 90 |
| Pinks, 1 lb. | .... | 2 60 |
| Do., ½ lb. | .... | 1 30 |
| White Springs, 1s | .... | 2 00 |
| Chums, 1 lb., talls | .... | 2 00 |
| Do., ½s, flat | .... | 1 10 |
| Gaspe, Niobe Brand (case of 4 doz.), per doz. | .... | 2 25 |
| Alaska, red, 1-lb. tall | 4 25 | 4 50 |
| Herrings, imported, tomato sauce | .... | 3 25 |
| Do., kippered | 2 85 | 2 90 |
| Do., tomato sauce, ½s | .... | 1 85 |
| Do., kipp., Canadian, 48, 1s | .... | 1 [illegible] |
| Do., plain, case of 4 doz. | .... | 6 75 |
| Do., ½s | .... | 1 65 |
| Haddies (lunch), ½-lb. | .... | 1 00 |
| Haddies, chicken (4 doz. to case), doz. | 2 25 | 2 35 |
| Canadian sardines, case | 6 25 | 6 75 |
| Whale Steak, 1-lb. flat | .... | 2 00 |
| Pilchards, 1-lb. talls | 1 90 | 2 00 |
| Norwegian sardines, per case of | | |
| Oysters (canned), 5 oz., doz. | .... | 2 60 |
| 100 (¼s) | 24 00 | 25 00 |
| Do., 10 oz., doz. | .... | 4 20 |
| Lobsters, ¼-lb., doz. | .... | 3 40 |
| Do., ½-lb. tins, doz. | 5 50 | 6 00 |
| Do., 1-lb. talls | .... | 12 00 |
| Do., ¾-lb., doz. | .... | 6 00 |
| Do., 1-lb. flats | .... | 12 00 |
| Lobster pas[illegible], ½-lb. tins | .... | 2 40 |
| Sardines (Amer. Norweg'n style) | .... | 14 50 |
| Do., Canadian brands (as to quality), case | 6 25 | 17 50 |
| Do., French | 32 00 | 34 00 |
| **Do., (gen. Norwegian)** | 21 00 | 22 25 |
| Do., Portuguese, case | .... | 24 00 |
| Scallops, 1-lb., doz. | .... | 3 25 |
| Do., Eastern trade | .... | 2 65 |
| Do., Winnipeg and Western | .... | 2 85 |
| Scotch Snack, No. 2, doz. | .... | 4 50 |
| Shrimps, No. 1 | 2 40 | 2 80 |
| Do., 1½s | .... | 4 50 |
| Crabs, No. 1 (case 4 doz.) | .... | 6 75 |
| Crab meat (Japanese), doz. | .... | 6 50 |
| Clams (river), 1 lb., doz. | .... | 1 90 |
| Scotch Snack, No. 1, doz., Montreal | .... | 2 35 |
| Meats, English potted, doz. | .... | 2 00 |

## *Cereals Firm Under Steady Demands*

**Montreal.**

CEREALS.—Cereals are very firm this week under continued active demands, and although no definite changes have been effected the tendency is inclined upward. Rolled oats are somewhat stronger, being quoted here at prices ranging from $5.50 to $5.85 for 90s in bulk.

| | | |
|---|---|---|
| CEREALS— | | |
| Cornmeal, golden granulated | .... | 5 50 |
| Barley, pearl (bag of 98 lbs.) | 8 00 | 8 25 |
| Barley, pot (98 lbs.) | .... | 7 25 |

| | | |
|---|---|---|
| Barley (roasted) | .... | .... |
| Buckwheat flour, 98 lbs. (new) | .... | 6 00 |
| Hominy grits, 98 lbs. | .... | 6 50 |
| Hominy, pearl (98 lbs.) | .... | 6 25 |
| Graham flour | .... | 6 00 |
| Do., barrel | .... | 13 25 |
| Oatmeal (standard granulated) | 6 00 | 6 75 |
| Rolled Oats (bulk), 90s | 5 50 | 5 85 |

## *Package Goods Are Good Sellers*

**Montreal.**

PACKAGE GOODS. — No material change has been effected in the market for package goods as far as prices are concerned, but the undertone is suggestive of revisions in the very near future. The demands for all package goods are maintained and brisk business is reported from all sources. The market today is a firm one.

**PACKAGE GOODS**

| | | |
|---|---|---|
| Breakfast food, case 18 | .... | 2 85 |
| Cocoanut, 2 oz. pkgs., doz. | .... | 0 78½ |
| Do., 20-lb. cartons, lb. | .... | 0 36 |
| Corn Flakes, 3 doz. case 3 50 3 65 3 50 | | 4 25 |
| Oat Flakes, 20s | .... | 5 40 |
| Rolled oats, 20s | .... | 6 50 |
| Do., 18s | .... | 2 42½ |
| Do., large, doz. | .... | 3 00 |
| Oatmeal, fine cut, pkgs., case | .... | 6 75 |
| Puffed rice | .... | 5 70 |
| Puffed wheat | .... | 4 25 |
| Farina, case | .... | 2 35 |
| Hominy, pearl or granu., 2 doz. | .... | 3 65 |
| Health bran (20 pkgs.), case | .... | 2 60 |
| Scotch Pearl Barley, case | .... | 2 60 |
| Pancake Flour, case | .... | 3 60 |
| Pancake Flour, self-raising, doz. | .... | 1 50 |
| Wheat food, 18-1⅛s | .... | 3 25 |
| Buckwheat Flour, case | .... | 3 60 |
| Wheat flakes, case of 2 doz. | .... | 2 95 |
| Oatmeal, fine cut, 20 pkgs. | .... | 6 75 |
| Porridge wheat, 36s, case | .... | 7 20 |
| Do., 20s, case | .... | 7 50 |
| Self-raising Flour (3-lb. pack.) doz. | .... | 3 05 |
| Do. (6-lb. pack.), doz. | .... | 6 00 |
| Corn starch (prepared) | .... | 0 12½ |
| Potato flour | .... | 0 16 |
| Starch (laundry) | .... | 0 10¾ |
| Flour, Tapioca | 0 15 | 0 16 |

## *No Striking Change in Dried Fruit Market*

**Montreal.**

DRIED FRUITS. — The dried fruit market is practically unchanged, although an easier feeling is manifest on many lines. Prunes, however, are decidedly stronger and advanced prices may be expected. Raisins are a little weaker in the New York markets, but no change has been effected locally. Taking the situation generally, appearances indicate somewhat easier prices in the future, although prevailing quotations are firm for the time being.

| | | |
|---|---|---|
| Apricots, fancy | .... | 0 40 |
| Do., choice | .... | 0 34 |
| Do., slabs | .... | 0 30 |
| Apples (evaporated) | 0 23½ | 0 24 |
| Peaches, (fancy) | 0 28 | 0 30 |
| Do., choice, lb. | .... | 0 29 |
| Pears, choice | 0 30 | 0 35 |
| Drained Peels— | | |
| Choice | .... | 0 24 |
| Ex. fancy | .... | 0 30 |
| Lemon | .... | 0 45 |
| Orange | .... | 0 44 |
| Citron | .... | 0 68 |
| Choice, bulk, 25-lb. boxes, lb. | .... | 0 22 |
| Peels (cut mixed), doz. | .... | 3 24 |
| Raisins (seeded)— | | |
| Muscatels, 2 Crown | .... | 0 23 |
| Do., 1 Crown | .... | 0 25 |
| Do., 3 Crown | .... | 0 24 |
| Do., 4 Crown | 0 19½ | 0 20 |
| Fancy seeded (bulk) | .... | 0 23 |
| Do., 16 oz. | 0 24 | 0 25 |
| Cal. seedless, cartons, 12 ounces | 0 21 | 0 23 |
| Do., 16 ounces | 0 26 | 0 28 |
| Currants, loose | 0 19 | 0 22 |
| Do., Greek (16 oz.) | .... | 0 24 |
| Dates, Excelsior (36-10s), pkg. | .... | 0 15¼ |
| Fard, 12-lb. boxes | .... | 3 25 |
| Packages only | 0 19 | 0 20 |
| Do., Dromedary (36-10 oz.) | .... | 0 19 |
| Packages only, Excelsior | .... | 0 20 |
| Loose | 0 16 | 0 17 |
| Figs (layer), 10-lb. boxes, 2s, lb. | .... | 0 40 |
| Do., 2¼s, lb. | .... | 0 45 |
| Do., 2½s, lb. | .... | 0 48 |
| Do., 2¾s, lb. | .... | 0 50 |
| Figs, white (70 4-oz. boxes) | .... | 5 40 |
| Figs, Spanish (cooking), 22 lbs. boxes, each | .... | 0 12 |
| Figs, Turkish, 3 crown, lb. | .... | 0 44 |
| Do., 5 Crown, lb. | .... | 0 46 |
| Do., 7 Crown, lb. | .... | 0 52 |
| Figgs, mats | .... | 4 75 |
| Do. (25-lb. boxes) | .... | 2 75 |
| Do. (12 10-oz. boxes) | .... | 2 20 |
| Prunes (25-lb. boxes)— | | |
| 20-30s | .... | 0 35 |
| 30-40s | .... | 0 30 |
| 40-50s | .... | 0 27 |
| 50-60s | .... | 0 25 |
| 60-70s | .... | 0 22 |
| 70-80s (25-lb. box) | .... | 0 20 |
| 80-90s | .... | 0 19 |
| 90-100s | .... | 0 17½ |
| 100-120s | 0 16 | 0 17 |

## *Almonds and Walnuts Are Stiffening Up*

**Montreal.**

NUTS.—No apparent change has been effected locally in the prices of all nuts, but higher quotations are to be expected on future shipments. In view of the recent report that the new crop of shelled almonds has been severely damaged by frost, much higher prices are expected. Walnuts are also strong and are stiffening up very considerably. Trade in nuts is very active, and the market remains very firm.

| | | |
|---|---|---|
| Almonds, Tarragona, per lb. | 0 32 | 0 33 |
| Do., shelled | .... | 0 60 |
| Do., Jordan | .... | 0 75 |
| Brazil nuts (new) | .... | 0 28 |
| Chestnuts (Canadian) | .... | 0 27 |
| Filberts (Sicily), per lb. | 0 28 | 0 29 |
| Do., Barcelona | 0 25 | 0 26 |
| Hickory nuts (large and small), lb. | 0 10 | 0 15 |
| Pecans, No. 4, Jumbo | .... | 0 35 |
| Peanuts, Jumbo | .... | 0 24 |
| Do., "G" | 0 19 | 0 20 |
| Do., Coons | .... | 0 16 |
| Do., Shelled, No. 1 Spanish | 0 24 | 0 25 |
| Do., Salted, Spanish, per lb. | 0 29 | 0 30 |
| Do., Shelled, No. 1, Virginia | 0 16½ | 0 18 |
| Do., No. 1 Virginia | .... | 0 14 |
| Peanuts (Salted)— | | |
| Fancy wholes, per lb. | .... | 0 38 |
| Fancy splits, per lb. | .... | 0 33 |
| Pecans, new Jumbo, per lb. | 0 32 | 0 35 |
| Do., large, No. 2, polished | 0 32 | 0 35 |
| Do., Orleans, No. 2 | 0 21 | 0 24 |
| Do., Jumbo | .... | 0 60 |
| Pecans, shelled | 1 60 | 1 70 |
| Walnuts | 0 29 | 0 35 |
| Do., new Naples | .... | 0 34 |
| Do., shelled | 0 70 | 0 75 |
| Do., Chilean, bags, per lb. | .... | 0 33 |

Note—Jobbers sometimes make an added charge to above prices for broken lots.

## *Advances Reported on Many Lines*

**Montreal.**

MISCELLANEOUS.—Higher prices rule on many miscellaneous lines, chief of which are quoted herewith. "Hines" root beer has advanced $1.00 per dozen and is selling at $3.00. Pressed hops are also materially advanced, being quoted at 15 cents per pound. Common clothes pins have advanced to $2.00 per box of 5 gross, showing an increase of 35 cents per box. "Quaker" puffed wheat is selling at $4.60 per case, registering thereby an advance of 35 cents over former prices. "Babbitt's Cleanser" has advanced to $3.35 per half case. Borax, in bulk, is higher and is selling at 18 cents per pound. Epsom salts have advanced to 7 cents per pound in bulk packages. "G" resin is quoted at 11 cents per pound gross weight, and a special brand of canned peas, known as "Hygeian Petit Pois Moyens" have advanced 10 cents per dozen, being quoted at $1.90. Advances have been effected on "Blue Seal Vaseline." No. 1 (large) are quoted at $10.75 per gross, less 5 per cent., and No. 2s at $19.20 per gross, with same discount. New quotations for "Bonanza" lamp chimneys show considerable advances over former quotations. Large size are selling at $1.75 per dozen in cases of six dozen, and the mediums are offered at $1.65 per dozen.

## *Deliveries of Rice Show Improvement*

**Montreal.**

RICE.—Deliveries of rice are stated to be greatly improved and no difficulty is experienced in filling the somewhat limited demands of the present time. No material changes have been effected since last week and the market stands steady and firm.

| | | |
|---|---|---|
| RICE— | | |
| Carolina, ex. fancy | 19 00 | 21 00 |
| Do. (fancy) | .... | 18 00 |
| Rangoon "B" | .... | 14 50 |
| Rangoon "CC" | .... | 14 25 |
| Broken rice, fine | .... | 14 00 |
| Tapioca, per lb. (seed) | 0 12½ | 0 13½ |
| Do. (pearl) | 0 12½ | 0 13½ |
| Do. (flake) | 0 11 | 0 12½ |

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

## *Beans and Peas Remain Steady*

**Montreal.**

BEANS AND PEAS.——No material changes have developed in this market since last week and the position is pretty much as it was. Prices are maintained for the time being, but the tendency of the market is towards higher rather than lower levels.

| | | |
|---|---|---|
| BEANS— | | |
| Canadian, hand-picked, bush. | 5 75 | 6 00 |
| Japanese | 5 50 | 5 75 |
| Japanese Lima, per lb. (as to quality) | 0 10 | 0 12 |
| Lima, California | .... | 0 20 |
| PEAS— | | |
| White soup, per bush. | 4 80 | 5 00 |
| Split, new crop (98 lbs.) | 8 25 | 9 00 |
| Boiling, bushel | 4 80 | 5 00 |
| Japanese, green, lb. | 0 10½ | 0 11 |

## *Advanced Prices For Cocoa and Chocolate*

**Montreal.**

COCOA, ETC.—General advances have been effected this week on practically all lines of cocoa and chocolate. Baker's Premium chocolate has advanced 3 cents to 49 cents per pound, and all other lines carried by this company are advanced in the same proportion. Diamond, for example, is selling at 38 cents per pound. Fry's cocoa in half-pound tins has advanced 4 cents per pound to 56 cents. Lowney's Breakfast cocoa has advanced 2 cents to 49 cents per pound.

## *Demand for Tea is Maintained*

**Montreal.**

TEAS.—No important [illegible] has developed in the tea market since last

week. Prices are maintained in a very strong market, and it cannot be too strongly emphasized that advanced prices on future stocks are certain. In the meantime the demand and consumption of tea is not diminished in the least. On the contrary the popularity of this beverage increases. Japans are offering for the time being at from 65 to 75 cents per pound.

| | | |
|---|---|---|
| JAPAN TEAS— | | |
| Choice (to medium) | 0 65 | 0 75 |
| Early picking | 0 75 | 0 85 |
| Finest grades | 0 80 | 1 00 |
| Javas— | | |
| Pekoes | 0 42 | 0 45 |
| Orange Pekoes | 0 46 | 0 45 |
| Broken Orange Pekoes | 0 43 | 0 46 |

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

## *Coffee Stands Firm; Cocoa Advances*

**Montreal.**

COFFEE.—Coffee is very firm, but no price changes have been effected during the week. There is practically no change to the position of coffee. Demands are as heavy as ever and a brisk business is being transacted on all lines.

COCOA.—Cocoa has been in a very strong position for some time past, and further advances were expected. Owing to the exchange rates the increased cost of labor and of raw materials, it has been necessary to increase the price of the manufactured article. Cocoa in 11 pound tins is now selling at $6.25 per dozen and smaller sizes are advanced in proportion. The heavy demands for cocoa are maintained.

| | | |
|---|---|---|
| COFFEE— | | |
| Rio, lb. | 0 33½ | 0 35½ |
| Mexican, lb. | 0 47 | 0 48 |
| Jamaica, lb. | 0 44 | 0 46 |
| Bogotas, lb. | 0 47 | 0 49½ |
| Mocha (types) | 0 47 | 0 49 |
| Santos, Bourbon, lb. | 0 46 | 0 48 |
| Santos, lb. | 0 45 | 0 47 |
| COCOA— | | |
| In 1-lbs., per doz. | .... | 6 25 |
| In ½-lbs., per doz. | .... | 3 25 |
| In ¼-lbs., per doz. | .... | 1 70 |
| In small size, per doz. | .... | 1 25 |

## *Spice Market is Very Firm*

**Montreal.**

SPICES.—The position of spices is a very strong one, and although no immediate advances are reported the tendency is indicative of higher prices in the very near future. The shortage of containers and labels is still very pronounced with no prospect of improvements, and this is certain to have a telling effect on the prices of all spices put up in containers. Trade is stated to be much better and supplies are moving more freely.

| | | |
|---|---|---|
| **Allspice** | .... | **0 22** |
| **Cassia (pure)** | **0 33** | **0 38** |
| Cocoanut, pails, 20 lbs., unsweetened, lb. | .... | 0 46 |
| Do., sweetened, lb. | .... | 0 36 |
| Chicory (Canadian), lb. | .... | 0 20 |
| Cinnamon— | | |
| Rolls | .... | 0 35 |
| Pure, ground | 0 35 | 0 40 |
| Cloves | 0 85 | 0 90 |
| Cream of tartar (French pure) | 0 75 | 0 80 |
| American high test | 0 30 | 0 35 |
| Ginger | .... | 0 40 |
| Ginger (Cochin or Jamaica) | .... | 0 21 |
| Mace, pure, 1-lb. tins | .... | 1 00 |
| Mixed spice | 0 30 | 0 32 |
| Do., 2½ shaker tins, doz. | .... | 1 15 |
| Nutmegs, whole | 0 60 | 0 70 |
| 64, lb. | .... | 0 45 |
| 80 lb. | .... | 0 42 |
| 100, lb. | .... | 0 40 |
| Ground, 1-lb. tins | .... | 0 65 |
| **Pepper, black** | **0 38** | **0 40** |
| Do., special | .... | 0 32 |
| Do., white | .... | 0 50 |
| **Pepper (Cayenne)** | **0 25** | **0 27** |
| **Pickling spice** | **0 28** | **0 30** |
| **Paprika** | **0 65** | **0 70** |
| **Tumeric** | **0 28** | **0 30** |
| **Tartaric acid, per lb. (crystals or powdered)** | **1 00** | **1 10** |
| **Cardamon seed, per lb., bulk** | .... | **2 00** |
| **Carraway (nominal)** | **0 30** | **0 35** |
| Cinnamon, China, lb. | .... | 0 30 |
| Do., per lb. | .... | 0 35 |
| **Mustard seed, bulk** | **0 35** | **0 40** |
| **Celery seed, bulk (nominal)** | **0 75** | **0 80** |
| Pimento, whole | 0 18 | 0 20 |

**For spices packed in cartons add 4½ cents a lb., and for spices packed in tin containers add 10 cents per lb.**

## *Potatoes Are Again Advanced*

**Montreal.**

VEGETABLES.—Owing to the condition of the roads as a result of the mild weather, deliveries of potatoes are held up very considerably, resulting in higher prices in the local markets. Quotations for 90 pound bags are given as $4, and the market is very firm for the time being. Curly lettuce is on the market, being offered at $3.50 per box of three dozen. Beets are higher. Selling price is given as $3 per bag. Trade in this market is improving, and, generally speaking, prices are steady.

| | | |
|---|---|---|
| **Beans, new string (imported) hamper** | .... | 7 00 |
| Beets, new bag (Montreal) | .... | 3 00 |
| Cucumbers (hothouse), doz. | .... | 3 00 |
| Chicory, doz. | .... | 0 50 |
| **Cauliflower, Am., doz. dble crate** | .... | 7 00 |
| Do., single crate | .... | 3 75 |
| Cabbage (Montreal), barrels | .... | 4 50 |
| Carrots, bag | .... | 1 75 |
| **Garlic, lb.** | .... | 0 50 |
| **Horseradish, lb.** | .... | 0 20 |
| Lettuce (Boston), head crate | .... | 3 00 |
| Leeks, doz. | .... | 4 00 |
| **Mint** | .... | 0 60 |
| Mushrooms, lb. | .... | 1 00 |
| Onions, Yellow, 75-lb. sack | .... | 8 50 |
| Do., red, 75 lbs. | 8 50 | 9 00 |
| Do., crate | .... | 3 00 |
| Do., Spanish, case | .... | 8 50 |
| **Oyster plant, doz.** | .... | 0 50 |
| Parsley (Canadian) | .... | 1 00 |
| **Peppers, green, doz.** | .... | 0 50 |
| **Parsnips, bag** | .... | 1 75 |
| Potatoes, Montreal (90-lb. bag) | .... | 4 00 |
| Do., New Brunswick | .... | 4 00 |
| Do., sweet hamper | 3 50 | 3 75 |
| **Radishes, American, doz.** | .... | 0 75 |
| **Spinach, barrel** | .... | 6 00 |
| **Turnips, Quebec, bag** | .... | 2 00 |
| Do., Montreal | 1 50 | 1 75 |
| Tomatoes, hothouse, lb. | .... | 0 40 |
| Florida lettuce (hamper) | .... | 6 00 |
| American parsley, doz. | .... | 2 00 |
| Florida celery (4-doz. crate) | .... | 6 50 |
| Watercress (per doz.) | .... | 0 75 |
| Lettuce (curly), 3 doz. in box | .... | 3 50 |

## *New Cocoanuts Selling at 75c Doz.*

**Montreal.**

FRUITS.—Shipments of cocoanuts are arriving upon the market and are offered at 75 cents per dozen. No material changes have developed in the market since last week. Prices are maintained and the volume of business grows larger every day. Oranges are somewhat firmer although no price change has been recorded. There is manifest a steady demand for grapefruit and lemons. Prices are steady and no remarkable changes are probable for some little time, it is stated.

| | | |
|---|---|---|
| Apples— | | |
| Baldwins | 7 50 | 8 00 |
| Ben Davis, No. 1 | 6 00 | 7 00 |
| Greenings | 7 50 | 8 00 |
| Gravenstein | .... | .... |
| Spies | .... | 10 00 |
| Winter Reds | 6 50 | 7 00 |
| Apples in boxes | 5 00 | 5 50 |
| Bananas (as to grade), bunch | 6 00 | 7 00 |
| Cranberries, bbl. | .... | 11 00 |
| Do., gal. | .... | 0 60 |
| Grape, Emperor, kegs | .... | 13 00 |
| Grapefruit, Jamaican, 64, 80, 96 | .... | 5 00 |
| Do., Florida, 54, 64, 80, 96 | .... | 6 00 |
| Lemons, Messina | .... | 8 00 |
| Pears, Cal. | .... | 5 00 |
| Pomegranates (boxes of about 80), box | .... | .... |
| Oranges, Cal., Valencias | 9 00 | 9 50 |
| Cal. Navels | .... | 9 00 |
| Florida, case | .... | 6 00 |
| Cocoanuts | .... | 1 75 |

## *Flour Shows But Little Change*

**Montreal.**

FLOUR.—Local demands for flour are still very limited and the market is decidedly inactive. Prices rule unchanged and but slight interest is manifest in this quarter.

| | | |
|---|---|---|
| **Standard Wheat Flours—** | | |
| **Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.** | .... | 13 25 |
| **Per bbl., in (2) cotton bags, 98 lbs.** | .... | 13 45 |
| **Small lots, per bbl. (2) jute bags, 98 lbs.** | .... | 13 55 |
| **Winter wheat flour (bbl.) Jute bags** | .... | .... |

## *Oats and Hay Steady in Quiet Market*

**Montreal.**

HAY AND GRAIN.—There is practically no movement in this market. Oats are steady under very limited demands. Owing to the bad condition of the roads trade is considerably curtailed. Local dealers state that buyers are not willing to buy more than is necessary for immediate requirements and the result is that the market is a very dull one. Prices are maintained without change, and it should be remembered that given quotations are for oats in bulk. The hay market is very quiet and nothing startling has developed during the week. Good No. 1 is quoted at $28, and it looks as though prices will be steady for some little while.

| | | |
|---|---|---|
| **Hay—** | | |
| **Good, No. 1, per 2,000 lb. ton.** | .... | 28 00 |
| Do., No. 2 | .... | 27 00 |
| Do., No. 3 | .... | 24 00 |
| Straw | .... | 15 00 |
| Oats (bulk)— | | |
| No. 2 C.W. (34 lbs.) | .... | 1 18½ |
| No. 3 C.W. | .... | 1 14½ |
| Extra feed | .... | 1 14½ |
| No. 1 feed | .... | 1 13½ |
| No. 2 feed | .... | 1 11½ |
| Tough 3 C.W. | .... | 1 12½ |
| Barley— | | |
| No. 3 C. W. | .... | .... |
| No. 3 | .... | .... |
| No. 4 C.W. | .... | .... |
| Feed barley | .... | 1 60 |

Prices are at elevator.

## *Feed Shortage More Pronounced*

**Montreal.**

FEEDS.—Matters in this market are going from bad to worse, and dealers are of the opinion that improvements are not even within sight. Many of the mills are closing down and the situation is acute. Crushed oats are quoted at from $68 to $73, and barley chop is selling at from $80 to $82.

| | | |
|---|---|---|
| FEEDS— | | |
| Bran, mixed cars | .... | 45 00 |
| Shorts, mixed cars | .... | 52 00 |
| Crushed oats | 68 00 | 73 00 |
| Barley chop | 80 00 | 82 00 |
| Special Middlings | .... | .... |
| Feed Flour, 98 lbs. | .... | 3 80 |
| Gluten Feed— | | |
| F.o.b. Cardinal | .... | 66 00 |
| F.o.b. Fort William | .... | 64 00 |

# ONTARIO MARKETS

TORONTO, March 26—Redpath sugar advanced 25 cents per hundred, which now brings all sugars on an equal basis. Corn syrup and molasses are ruling firm. Teas are in a strong market. Coffees are also firm. Kellogg's corn flakes have declined 30 cents per case. St. Williams jams have advanced. Shelled walnuts are firm, but shelled filberts are inclined to weaken. Chocolate and cocoa have advanced, also paper bags, Liquid Veneer, package tea, Chocolatta and cream cheese.

## *Sugar Firm; Supplies Improve*

**Toronto.**

SUGAR—Redpath sugar has advanced 25 cents per hundred pounds. This advance now places all sugars on an equal basis. Supplies of granulated sugar have greatly improved and wholesalers are now in a position to fill all orders. Icing sugar is still short, but dealers state this shortage will soon be adjusted. The raw sugar market is very firm with indications pointing upward.

| | |
|---|---|
| St. Lawrence, extra granulated, cwt..... | 16 71 |
| Atlantic, extra granulated ..... | 16 71 |
| Acadia Sugar Refinery, extra granulated | 16 71 |
| Can. Sugar Refinery, extra granulated.. | 16 71 |
| Canada Sugar Refinery, granulated..... | 16 71 |

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

## *Corn Syrups Firm; Molasses Steady*

**Toronto.**

CORN SYRUPS—The consumption of corn syrups is very large at the present time and while no change in price has taken place the market is quite firm.

MOLASSES—The market for molasses is ruling firm at the advanced prices noted last week.

| | | |
|---|---|---|
| Corn Syrups— | | |
| Barrels, about 700 lbs., yellow | .... | 0 09 |
| Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls. | | |
| Cases, 2-lb. tins, white, 2 doz. in case | .... | 6 50 |
| Cases, 5-lb. tins, white, 1 doz. in case | .... | 7 45 |
| Cases, 10-lb. tins, white, ½ doz. in case | .... | 7 15 |
| Cases, 2-lb. tins, yellow, 2 doz. in case | .... | 5 90 |
| Cases, 5-lb. tins, yellow, 1 doz. in case | .... | 6 85 |
| Cases, 10-lb. tins, yellow, ½ doz. in case | .... | 6 55 |
| Cane Syrups— | | |
| Barrels and half barrels, lb... | 0 08 | .... |
| Half barrels, ¼c over bbls.; ¼ bbls., ½c over. | | |
| Cases, 2-lb. tins, 2 doz. in case | .... | 7 00 |
| Molasses— | | |
| Fancy, Barbadoes, barrels, gal. | 1 45 | 1 50 |
| Choice Barbadoes, barrels .... | .... | .... |
| West India, bbls., gal. ..... | .... | 0 56 |
| West India, No. 10, kegs..... | .... | 6 50 |
| West India, No. 5, kegs..... | | 3 00 |
| Tins, 2-lb., table grade, case 2 doz., Barbadoes ..... | .... | 5 75 |
| Tins, 3-lb. table grade, case 2 doz. Barbadoes ..... | .... | 8 00 |
| Tins, 5-lb., 1 doz. to case, Barbadoes ..... | .... | 6 50 |
| Tins, 10-lb., ½ doz. to case, Barbadoes ..... | .... | 6 25 |
| Tins, No. 2, baking grade, case 2 doz. ..... | .... | 4 00 |
| Tins, No. 3, baking grade, case of 2 doz. ..... | 4 70 | 6 50 |
| Tins, No. 5, baking grade, case of 1 doz. ..... | 3 75 | 6 20 |
| Tins, No. 10, baking grade, case of ½ doz. ..... | 3 60 | 6 00 |
| West Indies, 1½s, 48s ..... | 4 60 | 6 95 |

## *Tea Market Firm; Advance Expected*

**Toronto.**

TEA—The market for tea continues to rule very firm. From every source CANADIAN GROCER is informed that prices are sure to advance in the very near future. The British market is strong with advance registered on some grades. Spot stocks in Canada are not very large and new purchases that are arriving are costing the importers more.

| | | |
|---|---|---|
| Ceylons and Indians— | | |
| Pekoe Souchongs ..... | 0 48 | 0 54 |
| Pekoes ..... | 0 52 | 0 60 |
| Broken Pekoes ..... | 0 56 | 0 64 |
| Broken Orange Pekoes ..... | 0 58 | 0 66 |
| Javas— | | |
| Broken Orange Pekoes ..... | 0 58 | 0 65 |
| Broken Pekoes ..... | .... | 0 50 |
| Japans and Chinas— | | |
| Early pickings, Japans ..... | 0 63 | 0 65 |
| Do., seconds ..... | 0 50 | 0 55 |
| Hyson thirds ..... | 0 45 | 0 50 |
| Do., pts. ..... | 0 58 | 0 67 |
| Do., sifted ..... | 0 67 | 0 72 |

Above prices give range of quotations to the retail trade.

## *Cereals Stand At Unchanged Prices*

**Toronto.**

CEREALS—A steady demand is maintained on cereals and while no change in prices is indicated it cannot be expected that lower prices will prevail as long as the high prices remain on grains.

| | Single Bag Lots F.o.b. Toronto |
|---|---|
| Barley, pearl, 98s ..... | .... 8 50 |
| Barley, pot, 98s ..... | .... 7 25 |
| Barley Flour, 98s ..... | .... 4 50 |
| Buckwheat Flour, 98s ..... | .... 6 25 |
| Cornmeal, Golden, 98s ..... | 5 50 6 00 |
| Do., fancy yellow, 98s ..... | .... 6 50 |
| Hominy grits, 98s ..... | 5 50 6 00 |
| Hominy, pearl, 98s ..... | 5 25 5 75 |
| Oatmeal, 98s ..... | 5 25 5 75 |
| Oat Flour ..... | .... .... |
| Corn Flour, 98s ..... | .... 5 50 |
| Rye Flour, 98s ..... | .... 5 00 |
| Rolled Oats, 90s ..... | 5 60 6 00 |
| Rolled Wheat, 100- lb. bbl..... | .... 8 00 |
| Cracked wheat, bag ..... | .... 6 50 |
| Breakfast food, No. 1 ..... | .... 7 75 |
| Do., No. 2 ..... | .... 7 75 |
| Rice flour, 100 lbs. ..... | .... 10 00 |
| Linseed meal, 98s ..... | .... 6 75 |
| Peas, split, 98s ..... | .... 0 08½ |
| Blue peas, lb. ..... | 0 09 0 10 |
| Marrowfat green peas ..... | .... 0 11¾ |
| Graham Flour, 98s ..... | .... 7 00 |
| Farina, 98s ..... | .... 6 20 |

## *Coffee Rules At Firm Prices*

**Toronto.**

COFFEE—No new developments are noted in the coffee market this week, which remains firm at prices quoted below. Some importers are of the opinion that the market is due for an advance in view of the greater consumption owing to the temperance laws, while others state that as the warmer weather is approaching, the consumption will fall off, which will have a steadying effect on the market. Information from primary markets indicate a firm market.

| | | |
|---|---|---|
| Java, Private Estate ..... | 0 51 | 0 53 |
| Java, Old Government, lb. ..... | .... | .... |
| Bogotas, lb. ..... | 0 49 | 0 50 |
| Guatemala, lb. ..... | 0 48 | 0 52 |
| Mexican, lb. ..... | .... | 0 55 |
| Maracaibo, lb. ..... | 0 47 | 0 48 |
| Jamaica, lb. ..... | 0 45 | 0 46 |
| Blue Mountain Jamaica ..... | .... | 0 53 |
| Mocha, lb. ..... | .... | 0 55 |
| Rio, lb. ..... | 0 35 | 0 37 |
| Santos, Bourbon, lb. ..... | 0 46 | 0 47½ |
| Ceylon, Plantation, lb. ..... | .... | 0 54 |
| Chicory, lb. ..... | .... | 0 25 |
| Cocoa— | | |
| Pure, lb. ..... | .... | 0 31 |
| Sweet, lb. ..... | .... | 0 31 |

## *Corn Flakes Decline 30 Cents Case*

**Toronto.**

PACKAGE GOODS—All package goods are steady with the exception of corn flakes. Kellogg's corn flakes have declined 30 cents per case, now quoted at $3.90. Prices are as quoted.

**PACKAGE GOODS**

| | | |
|---|---|---|
| Rolled Oats, 20s, round, case.... | .... | 6 50 |
| Do., 20s, square, case..... | .... | 6 50 |
| Do., 36s, case ..... | .... | 4 85 |
| Do., 18s, case ..... | .... | 2 42½ |
| Corn Flakes, 36s, case ..... | 3 90 | 4 25 |
| Porridge Wheat, 36s, regular, case | .... | 6 00 |
| Do., 20s, family, case..... | .... | 6 80 |
| Cooker Package Peas, 36s, case.. | .... | 4 20 |
| Cornstarch, No. 1, lb. cartons... | .... | 0 12½ |
| Do., No. 2, lb. cartons ..... | .... | 0 11 |
| Laundry starch ..... | .... | 0 10¾ |
| Laundry starch, in 1-lb. cartons. | .... | 0 12¾ |
| Do., in 6-lb. tin canisters..... | .... | 0 14¼ |
| Do., in 6-lb. wood boxes..... | .... | 0 14¼ |
| Potato Flour, in 1-lb. pkgs..... | .... | 0 16 |
| Fine oatmeal, 20s ..... | .... | 6 75 |
| Cornmeal, 24s ..... | .... | 3 65 |
| Farina, 24s ..... | .... | 2 90 |
| Barley, 24s ..... | .... | 2 60 |
| Wheat flakes, 24s ..... | 5 60 | 6 00 |
| Wheat kernels, 24s ..... | .... | 4 50 |
| Self-rising pancake flour, 24s ... | .... | 3 70 |
| Buckwheat flour, 24s ..... | .... | 3 70 |
| Two-minute Oat Food, 24s..... | .... | 3 75 |
| Puffed wheat, case ..... | .... | 4 60 |
| Puffed Rice, case ..... | .... | 5 70 |
| Health Bran, case ..... | .... | 2 60 |
| F.S. Hominy, gran., case..... | .... | 3 65 |
| Do., pearl, case ..... | .... | 3 65 |
| Scotch Pearl Barley, case ..... | .... | 2 60 |

## *Very Strong Market Noted For Spices*

**Toronto.**

SPICES—The situation in the spice market remains in the same unsettled conditions as reported last week. Many lines are becoming scarcer and stocks are difficult to obtain. The sterling exchange is also a factor of importance that tends towards higher prices.

| | | |
|---|---|---|
| Allspice ..... | 0 23 | 0 25 |
| Cassia ..... | 0 35 | 0 40 |
| Cinnamon ..... | .... | 0 55 |
| Cloves ..... | 0 85 | 0 90 |
| Cayenne ..... | 0 35 | 0 37 |
| Ginger ..... | 0 32 | 0 40 |
| Herbs — sage, thyme, parsley, mint, savory, Marjoram ..... | 0 40 | 0 70 |
| Pastry ..... | 0 35 | 0 38 |
| Pickling spices ..... | 0 22 | 0 30 |
| Mace ..... | 0 80 | 0 90 |
| Peppers, black ..... | 0 39 | 0 41 |
| Peppers, white ..... | 0 50 | 0 52 |
| Paprika, lb. ..... | 0 80 | 0 85 |
| Nutmegs, selects, whole 100s..... | .... | 0 55 |
| Do., 80s ..... | .... | 0 63 |
| Do., 64s ..... | .... | 0 75 |

| | | |
|---|---|---|
| Do., ground | 0 40 | 0 50 |
| Nutmegs, ground | 0 40 | 0 50 |
| Mustard seed, whole | 0 20 | 0 40 |
| Celery seed, whole | .... | 0 75 |
| Coriander, whole | 0 25 | 0 30 |
| Carraway seed, whole | 0 35 | 0 45 |
| Tumeric | .... | 0 28 |
| Curry | 0 40 | 0 45 |
| Curry Powder | 0 40 | 0 45 |
| Cream of Tartar— | | |
| French, pure | 0 80 | 0 85 |
| American high-test, bulk | 0 80 | 0 85 |
| 2-oz. packages, doz. | .... | 1 75 |
| 4-oz. packages, doz. | 2 75 | 3 00 |
| 8-oz. tins, doz. | .... | 5 75 |

## *Rices Ruling in Firm Market*

**Toronto.**

RICE—There is practically no change in the situation of the rice market. Some shipments of Siam rice have arrived. Indications from primary markets all point to a firmness with a possibility for higher prices.

| | | |
|---|---|---|
| Honduras, fancy, per 100 lbs. | .... | .... |
| Blue Rose, lb. | 0 20 | 0 20½ |
| Siam, fancy, per 100 lbs. | .... | .... |
| Siam, second, per 100 lbs. | .... | 15 00 |
| Japans, fancy, per 100 lbs. | .... | 17 00 |
| Do., seconds, per 100 lbs. | .... | 15 00 |
| Fancy Patna | .... | 17 00 |
| White Sago | 0 13½ | 0 14 |
| Do., Pakling | .... | 14 00 |
| Chinese, XX., per 100 lbs. | .... | .... |
| Do., Simiu | .... | .... |
| Do., Mujin, No. 1 | .... | .... |
| Tapioca, pearl, per lb. | 0 12 | 0 12½ |

## *Cannot Import Chicken Soup*

**Toronto.**

CANNED GOODS—Canned goods of every descriptionn are moving freely at practically unchanged prices. Libby's long green asparagus has advanced to $5.25 per dozen. The Canadian Government has ruled that as poultry is not an inspected product by the U.S. Bureau of Animal Industry, they, therefore, have prohibited the importation of chicken, chicken gumbo and mulligatawny soups.

| | | |
|---|---|---|
| Salmon— | | |
| Sockeye, 1s, doz. | .... | 4 75 |
| Sockeye, ½s, doz. | .... | 2 75 |
| Alaska reds, 1s, doz. | 4 25 | 4 50 |
| Do., ½s | .... | 2 50 |
| Lobsters, ½ lb., doz. | .... | 6 50 |
| Do., ¼-lb. tins | .... | 3 90 |
| Whale Steak, 1s, flat, doz. | 1 75 | 1 90 |
| Pilchards, 1-lb. talls, doz. | 1 75 | 2 10 |
| Canned Vegetables— | | |
| Tomatoes, 2½s, doz. | 1 95 | 2 00 |
| Peas, Standard, doz. | 2 25 | 2 50 |
| Do., Early June, doz. | .... | 2 40 |
| Do., Sweet Wrinkle, doz. | 2 50 | 2 70 |
| Beets, 2s, dozen | .... | 1 45 |
| Do., extra sifted, doz. | 2 77½ | 2 82½ |
| Beans, golden wax, doz. | .... | 2 00 |
| Asparagus tips, doz. | 4 25 | 4 75 |
| Asparagus butts, 2½s, doz. | .... | 2 50 |
| Canadian corn | 1 75 | 2 10 |
| Pumpkins, 2½s, doz. | .... | 1 35 |
| Spinach, 2s, doz. | .... | 2 15 |
| Do., 2½s, doz. | 2 52½ | 2 80 |
| Do., 10s, doz. | .... | 10 00 |
| Pineapples, sliced, 2s, doz. | 4 75 | 5 25 |
| Do., shredded, 2s, doz. | 4 75 | 5 25 |
| Rhubarb, preserved, 2s, doz. | 2 07½ | 2 10 |
| Do., preserved, 2½s, doz. | 2 65 | 4 52½ |
| Do., standard 10s doz. | .... | 5 00 |
| Apples, gal., doz. | .... | 6 25 |
| Peaches, 2s, doz. | 3 55 | 3 90 |
| Pears, 2s, doz. | 3 00 | 4 25 |
| Plums, Lombard, 2s, doz. | 3 10 | 6 25 |
| Do., Green Gage | 3 25 | 3 40 |
| Cherries, pitted, H. S. | 4 35 | 4 40 |
| Blueberries, 2s | 2 25 | 2 40 |
| Strawberries, 2s, H. S. | 4 90 | 5 25 |
| Blueberries, 2s | 2 35 | 2 45 |
| Jams— | | |
| Apricots, 4s, each | .... | 1 08 |
| Black Currants, 16 oz., doz. | .... | 5 00 |
| Do., 4s, each | .... | 1 30 |
| Gooseberry, 4s, each | .... | 1 03 |
| Do., 16 oz., doz. | .... | 4 25 |
| Peach, 4s, each | .... | 1 02 |
| Do., 16 oz., doz. | .... | 4 15 |
| Red Currants, 16 oz., doz. | .... | 4 30 |
| Raspberries, 16 oz., doz. | .... | 5 05 |
| Do., 4s, each | .... | 1 35 |
| Strawberries, 16 oz., doz. | .... | 5 25 |
| Do., 4s, each | .... | 1 35 |

## *Jams Are Again Quoted Higher*

**Toronto.**

JAMS—St. Williams jams and jelly has advanced to higher levels. Quotations are as follows: 5 pound tins strawberry, $1.40; 4 pound tins raspberry, $1.35; 4 pound tins red currant and black currant jelly, $1.32 each. Marmalade in 4 pound tins, $1.00 each.

## *Shelled Nuts Are Standing Firm*

**Toronto.**

NUTS—No indication for an improvement in the market for nuts has been manifested this week. The market is still in an unsettled condition. Shelled walnuts are quoted at high figures, but shelled filberts are inclined to weaken, probably due to the small demand for this line.

| | | |
|---|---|---|
| Almonds, Tarragonas, lb. | 0 31 | 0 33 |
| Butternuts, Canadian, lb. | .... | 0 08 |
| Walnuts, Cal., bags, 100 lbs. | 0 40 | 0 45 |
| Walnuts, Bordeaux, lb. | 0 28 | 0 30 |
| Walnuts, Grenobles, lb. | .... | 0 33 |
| Do., Marbot | .... | 0 30 |
| Filberts, lb. | .... | 0 25 |
| Pecans, lb. | 0 30 | 0 32 |
| Cocoanuts, Jamaica, sack | .... | 10 50 |
| Cocoanut, unsweetened, lb. | 0 40 | 0 43 |
| Do., sweetened, lb. | .... | 0 45 |
| Peanuts, Spanish, lb. | .... | 0 26½ |
| Brazil nuts, large, lb. | 0 32 | 0 33 |
| Mixed Nuts, bags 50 lbs. | .... | 0 32 |
| Shelled— | | |
| Almonds, lb. | 0 62 | 0 65 |
| Filberts, lb. | 0 45 | 0 50 |
| Walnuts, Bordeaux, lb. | 0 78 | 0 80 |
| Do., Manchurian | .... | 0 65 |
| Peanuts, Spanish, lb. | .... | 0 25 |
| Do., Chinese, 30-32 to oz. | .... | 0 20 |
| Brazil nuts, lb. | .... | .... |
| Pecans, lb. | .... | 1 10 |
| Do., Java | .... | 0 19½ |

## *Chocolate Higher; Also Cocoa*

**Toronto.**

CHOCOLATE AND COCOA—Baker's chocolate and cocoa have advanced, now quoted as follows: Diamond Sweet, 38 cents per pound; Sweet Cracas, 43 cents per pound; Dot, 46 cents; Premium in ¼ and ½ pound cakes at 49 cents; breakfast cocoa in 1-5, ¼, ½ and one pound tins at 54 cents per pound. Webb's cocoa powder in 5 pound tins quoted at 44 cents per pound. Lipton's cocoa is higher, quoted at 50 cents per pound. Fry's cocoa is up to 55 cents per pound.

## *Raisins Steady; Prunes Decline*

**Toronto.**

DRIED FRUITS—A shipment of prunes have arrived and quotations are somewhat lower, 60-70 selling at 19c, and 70-80 at 18 cents per pound. Raisins are moving slowly at the prices quoted. Figs are selling quite freely.

| | | |
|---|---|---|
| Evaporated apples | .... | 0 24 |
| Apricots, cartons, 11 oz., 48s | .... | 4 55 |
| Candied Peels, American— | | |
| Lemon | 0 44 | 0 46 |
| Orange | 0 44 | 0 46 |
| Currants— | | |
| Grecian, per lb. | 0 22 | 0 24 |
| Australians, 3 Crown, lb. | 0 18 | 0 23 |
| Dates— | | |
| Excelsior, pkgs., 3 doz. in case | .... | 6 00 |
| Dromedary, 9 doz. in case | .... | 7 75 |
| Fard, per box, 12 to 13 lbs. | .... | 3 50 |
| New Hallowee dates, per lb. | 0 21 | 0 23 |
| Figs— | | |
| Taps-Comarde, lb. | .... | 0 17 |
| Layer, lb. | 0 35 | 0 40 |
| Comarde figs, mats, lb. | .... | .... |
| Smyrna figs, in bags | 0 16 | 0 18 |
| Cal., 6 oz., 50s, case | .... | 4 50 |
| Cal., 8 oz., 20s, case | .... | 2 50 |
| Col., 10 oz., 12s, case | .... | 2 00 |
| Prunes— | Per lb. | |
| 30-40s, 25s | .... | 0 31 |
| 40-50s, 25s | .... | 0 28 |
| 50-60s, 25s | .... | 0 24 |
| 60-70s, 25s | 0 19 | 0 22 |
| 70-80s, 25s | 0 18 | 0 21½ |
| 80-90s, 25s | .... | 0 20 |
| 90-100s, 25s | .... | |
| Sunset prunes in 5-lb. cartons, each | .... | 1 15 |
| Peaches— | | |
| Standard, 25-lb. box, peeled | 0 26½ | 0 28 |
| Choice, 25-lb. box, peeled | 0 27 | 0 30 |
| Fancy, 25-lb. boxes | 0 29 | 0 30 |
| Raisins — | | |
| California bleached, lb. | .... | .... |
| Extra fancy, sulphur blch., 25s | .... | 0 28½ |
| Seedless, 15-oz. packets | .... | 0 26½ |
| Seedless, 15-oz. packets | 0 24 | 0 25½ |
| Seedless, Thompson's, bulk | 0 25 | 0 26 |
| Crown Muscatels, No. 1s, 25s | .... | 0 25 |
| Turkish Sultanas | 0 25½ | 0 28½ |

## *Paper Bags Higher; Other Lines, Also*

**Toronto.**

MISCELLANEOUS—Paper bags have advanced 33 1-3 per cent. and the discount has been reduced 5 per cent. Lipton's grey label tea has advanced to 60 cents per pound. Liquid Veneer is higher. McLaren's cream cheese is also quoted higher. Chocolatta now quoted at—small size $3.75 per dozen, medium at $7.50 per dozen.

## *Hand-picked Beans Are $6.00 Per Bushel*

**Toronto.**

BEANS—The bean market is ruling steady. Ontario hand picked are quoted at $6.00 per bushel. Supplies are improving and larger quantities are expected as roads become in better condition. Dealers state that there are still large stocks throughout the country.

| | | |
|---|---|---|
| Ontario, 1-lb. to 2-lb. pickers, bus. | .... | 5 50 |
| Do., hand-picked, bus. | .... | 6 00 |
| Marrowfats, bus. | 6 00 | 6 50 |
| Japanese Kotenashi, per bus. | 4 50 | 5 00 |
| Rangoons, per bus. | 3 00 | 3 50 |
| Limas, per lb. | 0 16 | 0 17 |
| Madagascars, per lb. | 0 14 | 0 15 |

## *Oranges and Lemons Are Quoted Lower*

**Toronto.**

FRUIT—Apples are arriving in large quantities from Nova Scotia, but dealers state there is a great deal of wastage. Oranges have declined about 50 cents per case. California lemons also have weakened, being quoted at $5.00 to $5.50 per case. Grapefruit is selling at $4.00 to $5.75 per case according to size.

| | | |
|---|---|---|
| Cal. Navel Oranges— | | |
| 80s, per case | .... | 4 50 |
| 100s, per case | .... | 5 35 |
| 126s, per case | .... | 6 50 |
| 150s, per case | .... | 7 50 |
| 176s, 200s, 216s, 250s, per case | 8 50 | 9 00 |
| Florida Oranges— | | |
| 126s, 150s, 176s, 200s, 216s, 250s | 8 00 | 9 00 |
| Bananas, Port Limons | .... | 0 09½ |
| Lemons, Cal., 300s, 360s | 5 00 | 5 50 |
| Do., Messinas, 300s | .... | .... |
| Grapefruit, Florida— | | |
| 36s, 46s, 54s | 4 50 | 4 75 |
| 64s, 70s, 80s, 96s, 126s | 5 25 | 5 75 |
| Grapefruit, Cuban— | | |
| 54s, 64s, 70s, 80s, 96s | 4 00 | 4 50 |
| Apples, Nova Scotia— | | |
| Baldwins | 6 00 | 8 00 |

| | | |
|---|---|---|
| Starks | 6 00 | 7 50 |
| Fallawatus | 6 00 | 7 50 |
| Russetts | 7 50 | 8 50 |
| Apples, Ontario— | | |
| Spys, No. 1, bbl. | .... | 11 00 |
| Do., Nos. 2 and 3 | 6 50 | 9 00 |
| Baldwins | 6 00 | 8 00 |
| Winesaps, sizes 88s, 96s, 104s, 113s, 125s, 138s, 150s | 3 75 | 4 00 |
| Florida Tangarines, 144s, 168s, 196s, 216s, 224s | .... | .... |
| Grapes, Spanish Malagas, keg | 15 00 | 17 00 |
| Cranberry, Cape Cod, bbl. | .... | 13 50 |
| Do., half bbl. | .... | 7 50 |
| Do., boxes | .... | 4 50 |

## *Potatoes Are Now $4.75 Per Bag*

**Toronto.**

VEGETABLES—The potato market has developed quite a firm tone. How long this will last, dealers are of the opinion that it will be entirely a matter of supply and demand. At the present time the supply is limited, barely sufficient to meet demands. Price quoted this week is $4.75 per bag. California and Florida vegetables are in good supply and business is reported active. Canadian onions are becoming scarce. Spanish onions are selling at $4.00 to $8.00 per case according to size of case.

| | | |
|---|---|---|
| Carrots, per bag | 1 75 | 2 00 |
| Parsnips, per bag | .... | 2 75 |
| Radishes, Cal., doz. | .... | 0 75 |
| Onions, Yellow Danvers, per lb. | 0 08 | 0 08½ |
| Spanish Onions, large cases, 120 lbs. | .... | 8 00 |
| Do., small cases, 70 lbs. | .... | 4 75 |
| Onions, white, large sacks | .... | 8 50 |
| Celery, Florida, 3 to 4 doz. crates | .... | 6 50 |
| Cauliflower, Cal., standard case | 5 50 | 6 00 |
| Potatoes— | | |
| Ont., 90-lb. bags | .... | 4 75 |
| Quebec, 90-lb. bags | .... | 4 75 |
| Jersey Sweet, hamper | 3 50 | 3 75 |
| Turnips, bag | .... | 1 25 |
| Mushrooms, 4-lb. basket | .... | 4 00 |
| Lettuce, Cal., head, 4 to 5 doz. cr. | 4 50 | 5 00 |
| Do., leaf, doz. | 0 35 | 0 50 |
| Cabbage, Florida, large hamper | .... | 4 00 |
| Do., Florida, bbl. | .... | 6 50 |
| Green Onions, doz. bunches | 0 40 | 0 50 |
| Hothouse Tomatoes, lb. | .... | 0 45 |
| Green Peppers, doz. | .... | 1 00 |
| Rhubarb, doz. bunches | 1 35 | 1 50 |
| Parsley, per dozen | 1 00 | 1 25 |
| Mexican Tomatoes, case | .... | 6 00 |
| Florida Tomatoes, case | 6 00 | 7 00 |

## *Flour Remains At Unchanged Prices*

**Toronto.**

FLOUR—There is a steady demand for flour and price rule as listed below:

| | | |
|---|---|---|
| Ontario winter wheat flour, in carload shipments, on tracks, per barrel, in jute bags | .... | 11 70 |
| Ontario spring wheat flour, in jute bags, per barrel | .... | 13 45 |

## *Serious Shortage On Millfeeds*

**Toronto.**

MILLFEEDS—The continued shortage of bran and shorts is becoming serious. The mills are grinding very little flour and consequently stock farmers are experiencing great difficulty in procuring sufficient of this line of feed to meet their requirements. The prices are unchanged but local mills have none to offer.

| MILLFEEDS— | | |
|---|---|---|
| Bran, per ton | .... | 45 25 |
| Shorts, per ton | .... | 52 25 |

# WINNIPEG MARKETS

WINNIPEG, March 26—The market for general grocery lines shows considerable firmness, although not many actual changes in prices have taken place. Supplies of sugar are arriving more freely and prices are ruling firm. Coffee has strengthened and prices on some grades are quoted higher. Prunes are quoted lower. Salt is scarce and prices expected to advance. California vegetables are arriving freely.

## *Sugar Firm; Prices Unchanged*

**Winnipeg.**

SUGAR—Granulated sugar remains firm. Heavy shipments have been made lately, and it is being offered very freely.

| SUGAR— | | |
|---|---|---|
| Redpath, granulated | .... | 17 30 |
| Atlantic, granulated | .... | 17 55 |
| St. Lawrence, granulated | .... | 17 55 |
| Acadia, granulated | .... | 17 70 |

## *Cereals Are Ruling Firm*

**Winnipeg.**

CEREALS—Breakfast foods are firm, and in active demand. Prices are unchanged.

## *Salt is Likely to Advance*

**Winnipeg.**

SALT—The salt situation is most uncertain, and indications point to the necessity of again advancing the price.

## *Tea Remains At Unchanged Prices*

**Winnipeg.**

TEA—No change in the tea market this week, but every possible indication points to an advance.

## *Prunes Have Declined Somewhat*

**Winnipeg.**

DRIED FRUITS—Prunes are being offered more freely and the prices are lower. Speculators are offering them at lower prices than those offered by the packers.

## *Canned Goods Are Very Firm*

**Winnipeg.**

CANNED GOODS—There has been no further change in canned goods. An active demand is noted for this line.

## *Coffees Showing More Strength*

**Winnipeg.**

COFFEE—Mexican coffee is showing more strength in sympathy with the Santos in regard to price, and more is being used.

## *Beans Are in Active Demand*

**Winnipeg.**

BEANS—There is a heavy demand for beans, and the market is quite firm. Prices are unchanged.

White Beans (in 100-lb. bags)—Extra fancy hand-picked, $8.50; fancy, hand-picked, $7.75.
Lima Beans—Per lb., 13c.
Lentils—Per lb., 16c.

## *Vegetables Are Arriving Freely*

**Winnipeg.**

VEGETABLES—New vegetables from California are arriving freely and an active demand is noted. Prices are as follows:

| | | |
|---|---|---|
| Beets, per lb. | .... | 0 04 |
| Turnips, per lb. | .... | 0 03 |
| Carrots, per lb. | .... | 0 04 |
| Cabbage, per lb. | .... | 0 08 |
| Potatoes, per bushel | 2 75 | 3 00 |
| B.C. Onions, per sack | .... | 8 00 |
| Head Lettuce, per case | .... | 5 50 |
| Leaf Lettuce, per doz. | .... | 0 75 |
| California Cabbage, per lb. | .... | 0 10 |
| Do., Cauliflower, case | .... | 3 75 |
| Do., Celery, case | .... | 15 00 |
| Spanish Onions, case | .... | 9 00 |

# VANCOUVER MARKETS

VANCOUVER, March 26—Halifax sugar is arriving and is being distributed to the retail candy manufacturers at 19 to 20 cents per pound. Stocks of local sugar are depleted and it will probably be 10 days before meltings are resumed. A shipment of blood oranges has arrived and is selling to the trade at $9.00 a case. Grapefruit and oranges are quoted at a lower figure. Onions are scarce and prices are higher. Potatoes are ruling at fair figures.

## *Eastern Sugar is Now Arriving*

**Vancouver.**

SUGAR—Halifax sugar is arriving freely and is being distributed among many of the retail candy manufacturers at 19 to 20 cents per pound. Local refiners have advised the wholesalers that stocks of refined sugar is depleted and that no further delivery could be made until shipments of raws arrive, which will be in about ten days.

## *Citrus Fruit Quoted Lower*

**Vancouver.**

FRUIT—A shipment of blood oranges has arrived and are quoted to the trade

Continued on page 52

# WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

## *Alberta Markets*

FROM CALGARY, BY WIRE.

Calgary, Alta., March 26.—Baker's chocolate and cocoa has advanced 3 cents per pound. Creamettes are 25 cents per case higher. Sal soda in packages, pickles, sauces, cream cheese and vinegar are also quoted at higher figures. Siam rice is quoted at $12.75 to $13.50. No. 1 Japan rice is quoted at $15.50 to $16.00. Singapore pineapple cubes are now on the market and quoted at $15.75 per case of 40 cans. Creamery butter has advanced 5 cents per pound. New-laid eggs have declined to $13.00 per case. Potatoes have shown a considerable firmness, now quoted at $80.00 per ton. Lemons, oranges and grapefruit are easier.

| | | |
|---|---|---|
| **Flour, 96s, per bbl.** | .... | 12 95 |
| **Beans, B.C.** | 8 00 | 8 50 |
| **Rolled oats, 80s** | .... | 4 90 |
| Rice, Siam | 12 75 | 13 50 |
| Japan, No. 1 | 15 50 | 16 00 |
| Tapioca, lb. | .... | 0 12 |
| Sago, lb. | 0 12 | 0 14 |
| **Sugar, pure cane, granulated, cwt** | .... | 15 35 |
| Cheese, No. 1, Ont., large | 0 29 | 0 30 |
| Butter, creamery, lb. | .... | 0 70 |
| Do., dairy, lb. | 0 50 | 0 55 |
| Lard, pure, 3s | 18 60 | 19 20 |
| Eggs, new laid, local, case | 13 00 | 13 50 |
| **Tomatoes, 2½s, standard, case** | 4 50 | 4 75 |
| **Corn, 2s, case** | 4 00 | 4 45 |
| **Peas, 2s, standard, case** | 4 20 | 4 75 |
| **Strawberries, 2s, Ontario, case** | .... | 10 30 |
| **Raspberries, 2s, Ontario, case** | .... | 10 30 |
| **Cherries, 2s, red, pitted** | 9 00 | 9 50 |
| **Apples, evaporated** | 0 22½ | 0 25½ |
| Do., 25s, lb. | .... | 0 26¾ |
| **Peaches, evaporated, lb.** | .... | 0 25¾ |
| Do., canned, 2s | .... | 7 50 |
| Prunes, 90-100s | .... | 0 18 |
| Do., 70-80s | .... | 0 19 |
| Do., 50-60s | .... | 0 20 |
| Do., 30-40s | .... | 0 30 |
| Do., 20-30s | .... | 0 33 |
| **Raisins, bleached Sultanas** | .... | 0 27 |
| Do., bulk, seedless | .... | 0 21 |
| Do., package, 11 oz. | .... | 0 16½ |
| Filiatras Currants, lb. | .... | 0 26 |
| **Salmon, pink tall, case** | .... | 10 25 |
| Do., Sockeye, tall, case | .... | 17 50 |
| Do., halves | 18 00 | 19 00 |
| Potatoes, Alta., per ton | .... | 80 00 |
| Lemons | .... | 8 00 |
| Oranges | .... | 8 50 |
| Grapefruit | .... | 7 50 |

## *New Brunswick Markets*

FROM ST. JOHN, BY WIRE.

St. John, N.B., March 26.—The markets are reported rather quiet this week and characterized by several decided decreases in prices. Supplies of new-laid eggs are arriving more freely and prices have declined 5 cents per dozen. Potatoes also declined 25 cents per barrel. Lemons are down 50 cents to $1.00 per case. American clear pork is easier. Lard has declined 1½ cents per pound; cheese also easier. Siam rice quoted higher. Molasses also up.

| | | |
|---|---|---|
| **Flour, No. 1 patents, bbls., Man.** | .... | 14 90 |
| Cornmeal, gran., bags | .... | 6 25 |
| Cornmeal, ordinary | .... | 4 35 |
| **Rolled oats** | .... | 12 50 |
| Rice, Siam, per 100 lbs. | .... | 15 00 |
| **Tapioca, 100 lbs.** | 13 50 | 15 00 |
| Molasses | .... | 1 30 |
| Standard, granulated | .... | 16 60 |
| Sugar— | | |
| No. 1, yellow | .... | 16 10 |
| Cheese, New Brunswick | 0 30½ | 0 31 |
| **Cheese, Ont., twins** | .... | .... |
| Eggs, fresh, doz. | .... | 0 65 |
| Lard, pure, lb. | 0 30½ | 0 32 |
| Lard, compound | 0 30 | 0 30½ |
| American, clear pork | 54 00 | 57 00 |
| Tomatoes, 2½s, standard case | .... | 4 25 |
| Beef, corned, 1s | 4 00 | 4 20 |
| Eggs, storage | .... | 0 58 |
| Breakfast bacon | 0 42 | 0 45 |
| Butter, creamery, per lb. | .... | 0 68 |
| Butter, dairy, per lb. | .... | 0 63 |
| Butter, tub | 0 58 | 0 60 |
| **Raspberries, 2s, Ont., case** | 4 40 | 4 45 |
| Peaches, 2s, standard, case | 7 30 | 7 40 |
| Corn, 2s, standard, case | .... | 3 80 |
| Peas, standard, case | .... | 4 15 |
| Apples, gal., N.B., doz. | 4 75 | 5 00 |
| **Strawberries, 2s, Ont., case** | .... | .... |
| **Salmon, Red Spring, flats, cases** | .... | 19 50 |
| Pinks | 11 00 | 11 50 |
| Cohoes | 15 00 | 15 50 |
| Chums | .... | 9 00 |
| Evaporated Apples, per lb. | 0 22½ | 0 23 |
| Peaches, per lb. | 0 27½ | 0 28 |
| Potatoes, Natives, per bbl. | .... | 7 25 |
| Onions, Can., 100-lb. bag | .... | 8 00 |
| Lemons, Cal., case | 6 00 | 6 50 |
| Grapefruit, Cal., case | 7 00 | 7 50 |
| Apples, Western, box | 5 00 | 5 50 |
| Bananas, per lb. | 0 12 | 0 13 |

### SIAM'S RICE CROP

According to the paddy-crop report issued by the Siamese Department of Agriculture, 6,399,910 rai (2,559,964 acres) were under rice cultivation in the six inner Provinces up to September 21, 1919, as compared with 6,163,960 rai (2,465,584 acres) for the corresponding period of 1918. With a few exceptions, the rice plantings were reported as "doing well" and in several places as "doing better than last year," although considerable damage to the growing plants had been caused by drought.

At the present time it is not possible to form any estimate as to the amount of paddy that will be harvested for the season under review, but reports from some districts seem to indicate that the prospects for the rice crop are not so favorable as those for last year.

The embargo on the export of rice is still in force so that only rice shipped under contracts entered into before the control came into force is permitted to leave the country. September shipments amounted to only 238,489 piculs of 133 1-3 pounds ecah, with a total value of 4,584,077 ticals ($1,700,234 U. S. gold), the average price for all sorts of rice products reaching about 19.22 ticals ($7.13) per picul, as compared with an average of 18.60 ticals $6.90) in August, 21.20 ($7.86) in July, and 20.20 ($7.49) in June, 1919, and 8.80 ticals ($3.26) in December and 8.10 ($3) in September, 1918.

The total exports of all sorts of rice products from Siam to foreign countries, for the 10 months beginning with December, 1918, approximately 14,458,000 piculs, as compared with 14,200,000 piculs for the corresponding period of 1917-18, and an average of 19,000,000 piculs for the same months of the five years preceding.

—From *Simmons' Spice Mill.*

### VANCOUVER MARKETS.

Continued from page 51.

at $9.00 per case. Grapefruit has declined, now selling at $4.25 per case. Oranges also are easier, quoted at $6.00 to $9.00 per case, according to size.

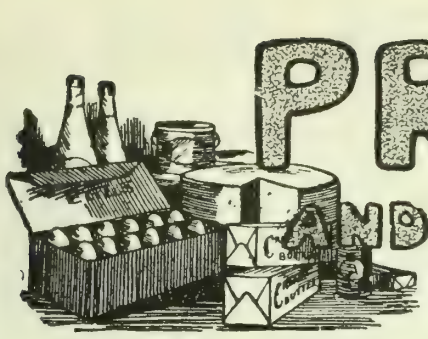
| | | |
|---|---|---|
| Apples— | | |
| Cooking, box | .... | 1 75 |
| Baldwin, box | .... | 2 75 |
| Delicious, box | .... | 4 50 |
| Spitzenberg, box | 3 50 | 3 75 |
| Winesaps, box | 3 25 | 3 75 |
| Winter Bananas, box | .... | 3 00 |
| Newtons, box | .... | 3 50 |
| King David, box | .... | 2 75 |
| Jonathans, box | 2 75 | 3 00 |
| Grapefruit, Florida | .... | 4 25 |
| Oranges, Navels | 6 00 | 9 00 |
| Lemons | .... | 8 00 |

## *Onions Are $9.50 Per Sack*

**Vancouver.**

VEGETABLES—There is a scarcity of onions noted this week and are quoted at $9.50 per sack, and higher prices are expected. Potatoes are ruling firm at prices listed.

| | | |
|---|---|---|
| Potatoes, Ashcroft | .... | 115 00 |
| Do., Mainland, ton | 95 00 | 100 00 |
| Do., local | 95 00 | 100 00 |
| **Carrots, per lb.** | .... | 0 03½ |
| **Beets, per lb.** | .... | 0 03 |
| **Turnips, per lb.** | .... | 0 02½ |
| **Cabbage, per lb.** | .... | 0 05 |
| Onions, B.C., sacks | .... | 9 50 |
| Do., Man., sack | .... | .... |
| Valencia Onions, sack | .... | 9 00 |
| Head lettuce, Cal., case | .... | 7 25 |
| Do., leaf, per doz. | .... | 0 70 |
| Tomatoes, Mexican | .... | 8 50 |
| Celery, per dozen | .... | 3 00 |
| Cauliflower | .... | 4 25 |



# PRODUCE AND PROVISIONS

# The Importation and Sale of Oleomargarine Will Be Allowed Until August 31st, 1920

## The Oleomargarine Act Allows an Extension of the Sale and Manufacture—License is Necessary

BY the conditions set forth in the Oleomargarine Act, importations of this commodity are permitted only until August 31st, 1920. The importer must first obtain from the Minister of Agriculture a license to import: Oleomargarine imported under this Act will be allowed to enter free of Customs Duty. The permission to sell is extended to March 1st, 1921.

The Act as passed is as follows:

1. This Act may be cited as the Oleomargarine Act, 1919.

2. Oleomargarine shall mean and include oleomargarine, margarine, butterine, or any other substitute for butter, (a) which is manufactured wholly or in part from any fat or oil other than that from milk and cream, (b) which contains no foreign coloring matter and (c) which does not contain more than sixteen per cent. of water.

3. Notwithstanding anything contained in the Dairy Industry Act, 1914, chapter seven of the statutes of 1914, or in any other statute or law the manufacture in and importation of oleomargarine into Canada shall be permitted until the thirty-first day of August, one thousand nine hundred and twenty: and the offering for sale, and the having in possession for sale of margarine shall be permitted until the first day of March, one thousand nine hundred and twenty-one.

4. (1) No person shall import oleomargarine into Canada without first having obtained from the Minister of Agriculture a license to import oleomargarine.

(2) Oleomargarine imported into Canada under the provisions of this Act shall be imported free of Customs Duty.

5. No person shall manufacture oleomargarine in Canada without first obtaining from the Minister of Agriculture a license to manufacture oleomargarine.

6. Any license for the importation, or for the manufacture of oleomargine may be cancelled by the Minister at any time for the violation of any of the provisions of this Act, or any regulation made under this Act, or any other regulation made by the Governor-in-Council relating to the manufacture or sale of oleomargine.

7. No person shall sell, offer for sale, or have in his possession for sale, any oleomargarine, unless the packages containing such oleomargarine are marked or labelled oleomargarine in accordance with the provisions of this Act or of any regulations made hereunder.

8. The Governor-in-Council may make such regulations as he deems proper with respect:—

(a) the importation, manufacture, inspection and sale of oleomargarine;

(b) the issuing of licenses for the importation and manufacture of oleomargarine;

(c) the seizure and confiscation of apparatus and materials used in the manufacture of oleomargarine in contravention of any of the provisions of this Act, or of any regulation made thereunder, and,

(d) the efficient enforcement and operation of this Act.

9. Any person who manufactures oleomargarine contrary to the provisions of section five hereof, or who violates any of the provisions of section seven of this Act, shall be liable to a penalty of not less than twenty-five cents for each pound of oleomargarine manufactured contrary to the provisions of section five, or sold, offered for sale, or had in possession for sale, contrary to the provisions of section seven hereof, provided that in no case shall the minimum penalty be less than ten dollars.

---

### OLIVE OIL CROP IS NOT LARGE.

OLIVE OIL.—Letters received by a local importer from his buyer in Europe have very little good news regarding olive oil shipments.

In Italy, with the exception of Tuscany, the crop is not a large one, and the Italian Government has seized vast stores of oil that were intended for export. It would appear that, while the Government there has set an outside price to be charged the domestic buyer for olive oil, the sky was the limit when selling for export, and, naturally, the bulk of the oil was being disposed of outside of Italy. By recent action, the Government has assured a supply for domestic use at the expense of foreign buyers.

In France, Government restrictions permit the export, on permit only, of lots bought before the embargo became operative.

In Spain, starting with strikes on the part of dock workers and finishing with lock-outs on the part of the majority of the employers, it has been impossible during recent months to get deliveries from Spanish ports. As the permit for goods ordered have an expiry date—and still it is unable to effect shipments—many exporters fear that their export permits covering their various parcels will expire before shipment can be made.

WANTED

An "Ideal" Tea packing machine in good condition

State price to Box 106

Canadian Grocer

153 University Ave.

Toronto

# Produce, Provision and Fish Markets

## QUEBEC MARKETS

MONTREAL, March 26—No important changes have developed in the Montreal markets during the week and a somewhat easier feeling is manifest on many lines, although no conspicuous price changes have been effected. Good business is reported in all fresh meats and the market stands steady with prospects of better deliveries in the future. No change is reported in the position of barrelled meats and prices rule unchanged under fairly active demands. Cooked meats are firm. Cured meats are strong under exceptionally heavy demand. Eggs are somewhat stronger this week and slight advances are noted in some quarters. Dealers state that higher prices are to be expected for the Easter season, but a considerable easing off will follow the passing of the festival. Margarine, lard and shortening stand as they did and the tendency is toward easier levels. Butter is stronger and has advanced in the local markets about two cents per pound. Little change is shown in the cheese market, although enquiries are stated to be considerably better. Stocks of poultry are practically cleaned up. Quotations on the little that is available show no changes. The fish trade is somewhat quieter, owing to the fact that the milder weather has returned. Prices on fresh and frozen fish are easier. Oysters in the shell are very scarce and very high. Lobsters are said to be more plentiful with easier prices.

### *Steady Demands For All Fresh Meats*

**Montreal.**

FRESH MEATS—HOGS—Hogs are steady at the prevailing price of from $20.50 to $21.00 and no material changes appear probable for some time to come. Deliveries are considerably better and one importer states that arrivals show an increase of 600 over last week's figures. Trade is brightening up and big business is anticipated for the Easter season.

BEEF—There is practically no change to the position of beef, which stands steady under active demands. Prices are unchanged and the tendency is towards somewhat easier levels.

FRESH MEATS

| | | |
|---|---|---|
| Hogs, live (selects) | 20 50 | 21 00 |
| Hogs, dressed— | | |
| Abattoir killed, 65-90 lbs. | 23 50 | 24 50 |
| Fresh Pork— | | |
| Leg of Pork (foot on) | .... | 0 31½ |
| Loins (trimmed) | .... | 0 35 |
| Loins (untrimmed) | .... | 0 32 |
| Bone trimmings | 0 18 | 0 21 |
| Trimmed shoulders | .... | 0 25 |
| Untrimmed | .... | 0 23 |
| Pork Sausage (pure) | .... | 0 23 |
| Farmer Sausages | .... | 0 18 |

Fresh Beef—

| (Cows) | | | (Steers) |
|---|---|---|---|
| $0 19 | $0 22 | ..Hind quarters.. | $0 24 $0 27 |
| 0 12 | 0 14 | ..Front quarters.. | 0 15 0 18 |
| .... | 0 27 | ..... Loins ..... | 0 40 0 42 |
| .... | 0 22 | ..... Ribs ..... | .... 0 30 |
| .... | 0 12 | ..... Chucks ..... | .... 0 16 |
| .... | 0 18 | ..... Hips ..... | .... 0 23 |

| | | |
|---|---|---|
| Calves (as to grade) | 0 22 | 0 28 |
| Lambs, 50-80 lbs. (whole carcass), lb. | .... | 0 28 |
| No. 1 Mutton (whole carcass), 45-50 lbs., lb. | .... | 0 18 |

### *Barrelled Meats Are Good Sellers*

**Montreal.**

BARRELLED MEATS—A steady demand is manifest in the market for barrelled meats which rule steady with unchanged prices. Mess beef is offering at $25.00 and is a good seller at that figure. The market stands pretty firm and no decided change is likely for a little while.

BARRELLED MEATS

| | | |
|---|---|---|
| Barrel Pork— | | |
| Canadian short cut (bbl.), 25-35 pieces | .... | 54 00 |
| Clear fat backs (bbl.), 40-50 pieces | .... | 55 00 |
| Heavy mess pork (bbl.) | .... | 52 00 |
| Plate Beef | .... | 28 00 |
| Mess Beef | .... | 25 00 |
| Bean Pork | .... | 50 00 |

### *Cooked Meats Standing Firm*

**Montreal.**

COOKED MEATS—No important change has been effected in the market, and prevailing quotations show no alterations over those of last week. Business is stated to be quite brisk and the market is firm with steady tendencies.

| | | |
|---|---|---|
| Jellied pork tongues | .... | 0 46 |
| **Jellied Pressed Beef, lb.** | .... | **0 32** |
| **Ham and tongue, lb.** | .... | **0 30** |
| **Veal and tongue** | .... | **0 28** |
| Hams, cooked | .. | 0 47 |
| Shoulders, roast | .... | 0 50 |
| Shoulders, boiled | .... | 0 43 |
| Pork pies (doz.) | .... | 0 75 |
| Blood pudding, lb. | .... | 0 12 |
| Mince meat, lb. | 0 15 | 0 19 |
| Sausage, pure pork | .... | 0 26 |
| Bologna, lb. | 0 14 | 0 15 |

### *Breakfast Bacon Sells Well at 48c*

**Montreal.**

CURED MEATS—The demands for hams and bacon are exceptionally heavy and although no material changes have been effected during the week the tendency is considerably stronger and slightly advanced prices in the future are not out of the question in view of the increased cost of labor, difficulties of transportation, etc. In the meantime prices are maintained and business is stated to be very good.

| | | |
|---|---|---|
| **Hams—** | | |
| **Medium, smoked, per lb.—** | | |
| (Weights) 8-10 lbs. | .. | 0 35 |
| 12-14 lbs. | .... | 0 36 |
| 14-20 lbs. | .... | 0 35 |
| 20-25 lbs. | .... | .... |
| 25-35 lbs. | .... | 0 30 |
| Over 35 lbs. | .... | 0 28½ |
| Boneless (for slicing), 4c advance over above prices. | | |
| Bacon— | | |
| Breakfast | .... | 0 48 |
| Cottage Rolls | .... | 0 34 |
| Picnic Hams | .... | 0 28 |

### *Firmer Feeling in Egg Market*

**Montreal.**

EGGS—A somewhat firmer feeling is manifest in the egg market this week, and in one quarter slightly higher quotations are given, although the advance is not a general one. Dealers state that the approach of Easter always acts as a stimulus to the market, strengthening it very considerably, and materially affecting the prices. The market to-day is firm and slightly higher quotations may be expected for a brief period, after which easier prices will rule. New laid eggs are offering at about 60 cents per dozen.

### *Shortening Steady; Prices Unchanged*

**Montreal.**

SHORTENING.—There is practically no change to the position of shortening as far as prices are concerned and the tendency indicates a steady market for some time to come. Demands for shortening are not very brisk and supplies are quite adequate for present needs.

| | | |
|---|---|---|
| SHORTENING— | | |
| Tierces, 400 lbs., per lb. | .... | 0 29 |
| Tubs, 50 lbs., per lb. | .... | 0 29¾ |
| Pails, 200 lbs., per lb. | .... | 0 29 |
| Bricks, 1 lb., per lb. | .... | 0 31 |

### *Lard Stands Unchanged Under Steady Demands*

**Montreal.**

LARD—Prices are maintained for lard under steady demands and no new feature has developed during the past week. Tierces are offered at from 29½ to 30½ cents per pound.

| | | |
|---|---|---|
| LARD— | | |
| Tierces | 0 29½ | 0 30½ |
| Tubs | 0 29¾ | 0 30¾ |
| Pails | 0 30 | 0 31 |
| Bricks | 0 32 | 0 33 |

### *Butter Stronger; Advanced Prices*

**Montreal.**

BUTTER—Advanced prices are quoted this week on buter which is strong in a firm market. Creamery prints are offered at 66 cents and the solids are selling at from 66 to 67 cents. There has been a good demand for good grades of creamery butter and a fairly active bus-

iness has been accomplished during the past week. The receipts of the week are stated to be considerably larger than those of the previous one, but indications show that it will all be needed before the opening of the season for new makes, and the market stands firm.

| BUTTER— | | |
|---|---|---|
| Creamery, prints, qual. storage | .... | 0 66 |
| Creamery, solids, quality storage | 0 66 | 0 67 |
| Dairy, in tubs, choice | 0 48 | 0 55 |
| Dairy, prints | .... | 0 50 |
| Bakers' | .... | 0 45 |

## *Margarine Shows No Price Changes*

**Montreal.**

MARGARINE—No changes have been effected in margarine during the week and prices are maintained under demands that are but very limited. Prints are offering at 37 cents according to quality.

| MARGARINE— | | |
|---|---|---|
| Prints, according to quality, lb. | .... | 0 37 |
| Tubs, according to quality, lb.. | 0 31 | 0 35 |

## *Better Enquiries Shown For Cheese*

**Montreal.**

CHEESE—The feature of the market this week has been the increased enquiries from foreign buyers, and as the prices bid were more satisfactory than those of late, a fair amount of business has been transacted. Prices are maintained in the local markets. Spot stocks are not large and the opinion is that they will be cleaned up before new cheeses come upon the market.

| CHEESE— | | |
|---|---|---|
| New, large, per lb. | .... | 0 29½ |
| Twins, per lb. | .... | 0 30 |
| Triplets, per lb. | .... | 0 32 |
| Stilton, per lb. | .... | 0 36 |
| Fancy, old cheese, per lb. | .... | 0 32 |

## *Poultry Season a Good One*

**Montreal.**

POULTRY—Stocks of poultry are now practically cleaned up, it is stated, although a little live poultry is coming upon the market from time to time. Dealers state that the business accomplished within the past two months is away ahead of that of former years and the result is that, as stated before, stocks of frozen poultry are about exhausted. Prices for available supplies show no material change although an advance of a cent or two per pound has been effected in some quarters.

| (Buying Prices) | Live | Dressed |
|---|---|---|
| Chickens, light weights | 0 19 | 0 24 |
| Do., heavy weights | 0 22 | 0 27 |
| Ducks, young | 0 30 | 0 34 |
| Geese— | | |
| Young | 0 23 | 0 26-0 28 |
| Old | 0 17 | 0 20-0 21 |
| Fowls | 0 18 | ....-0 21 |
| Turkeys | 0 43 | 0 48-0 50 |

## *Fresh Fish Easier; Frozen Fish Also*

**Montreal.**

FISH—The fish trade is stated to be considerably quieter owing to the return of milder weather. Fresh haddock and market cod are slightly easier and each are quoted at figures from ½ to 1 cent per pound cheaper. Frozen fish is also considerably easier, and reductions are noted on many lines. Lake herrings are offering at $4.00 per bag and frozen haddock at from 6½ to 7 cents per pound. Oysters are very scarce and very high, and advanced prices are shown on all lines. Lobsters are more plentiful and prices are somewhat easier. Scallops are very scarce. Shrimps and pawns are in fair supply with moderate prices.

| OYSTERS | | |
|---|---|---|
| Cape Cod, per barrel | .... | 20 00 |
| Batouche, per barrel | .... | 15 00 |
| Malpeques shell oysters, choice, bbl. | .... | 16 00 |
| Do., XXX., bbl. | .... | 15 00 |
| Scallops, gallon | .... | 4 50 |
| Can. No. 1 (solids) | 2 50 | 2 75 |
| Can. No. 3 (solids) | 7 00 | 7 50 |
| Can No. 4 (solids) | 11 00 | 12 00 |
| Can No. 1 (selects) | .... | 3 50 |
| Can No. 3 (selects) | 6 75 | 10 50 |
| FRESH FISH | | |
| Haddock | 0 07½ | 0 08 |
| Steak cod | 0 11 | 0 12 |
| Market cod | 0 07 | 0 07½ |
| Mackerel | .... | 0 18 |
| Flounders | 0 10 | 0 12 |
| Prawns | .... | 0 40 |
| Live Lobsters | .... | 0 65 |
| Salmon (B.C.), per lb., Red | .... | 0 30 |
| Skate | .... | 0 12 |
| Shrimps | .... | 0 35 |
| Whitefish | .... | 0 16 |
| FROZEN FISH | | |
| Gaspereaux, per lb. | 0 06 | 0 07 |
| Halibut, large and chicken | 0 17 | 0 18 |
| Halibut, Western, medium | 0 20 | 0 21 |
| Haddock | 0 06½ | 0 07 |
| Mackerel | 0 15 | 0 16 |
| Dore | 0 15 | 0 16 |
| Smelts, No. 1, per lb. | 0 17 | 0 18 |
| Smelts, extra large | .... | 0 25 |
| Smelts (small) | 0 09 | 0 10 |
| Pike, headless and dressed | 0 11 | 0 12 |
| Market Cod | 0 06 | 0 06½ |
| Whitefish, small | 0 12 | 0 13 |
| Sea Herrings | 0 06 | 0 07 |
| Steak Cod | 0 09 | 0 09½ |
| Gaspe Salmon, per lb. | 0 24 | 0 25 |
| Salmon, Cohoes, round | 0 19 | 0 20 |
| Salmon, Qualla, hd. and dd. | 0 12½ | 0 13 |
| Whitefish | 0 15 | 0 16 |
| Lake Trout | 0 19 | 0 20 |
| Lake Herrings, bag, 100 lbs. | .... | 4 00 |
| Alewires | 0 07½ | 0 08 |
| SALTED FISH | | |
| Codfish— | | |
| Large bbls., 200 lbs. | .... | 18 00 |
| No. 1, medium, bbl., 200 lbs. | .... | 15 00 |
| No. 2, 200-lb. bbl. | .... | 14 00 |
| Strip boneless (30-lb. boxes), lb. | .... | 0 20 |
| Boneless (24 1-lb. cartons), lb. | .... | 0 18 |
| Ivory (2-lb. blocks, 20-lb. boxes) | .... | 0 16 |
| Shredded (12-lb. boxes) | 2 40 | 2 50 |
| Dried, 100-lb. bbl. | .... | 15 00 |
| Skinless, 100-lb. boxes | .... | 16 50 |
| Pollock, No. 1, 200-lb. barrel | .... | 13 00 |
| Boneless cod (2-lb.) | .... | 0 23 |

# ONTARIO MARKETS

TORONTO, March 26—The produce and provision markets have registered a few changes this week. Live hogs are higher, quoted at $20.25 on the fed and water basis. Pork cuts are up about three cents per pound. Butter has developed a firm tone. Eggs are easier as also lard and shortening. Cheese is steadier. Fish is in active demand. Poultry supplies continue to be light.

## *Pork Cuts Are Up 3 Cents Per Pound*

**Toronto.**

FRESH MEAT.—Hogs continue to advance to new higher levels. Live hogs are quoted at $20.25 on the fed and watered basis. Pork cuts are quoted about 3 cents per pound higher. Tenderloins are selling at 57 cents per pound, fresh hams at 36 cents and loins at 40 cents per pound. Beef and lamb is steady at prices quoted below.

| FRESH MEATS | | |
|---|---|---|
| Hogs— | | |
| Dressed, 70-100 lbs., per cwt. | 24 00 | 26 00 |
| Live off cars per cwt. | .... | 20 50 |
| Live, fed and watered, per cwt. | .... | 20 25 |
| Live, f.o.b., per cwt. | .... | 19 25 |
| Fresh Pork— | | |
| Legs of pork, up to 18 lbs. | .... | 0 34 |
| oins of pork, lb. | .... | 0 40 |
| Tenderloins, lb. | .... | 0 57 |
| Spare ribs, lb. | .. | 0 25 |
| Picnics, lb. | .. | 0 24½ |
| New York shoulders lb. | .... | 0 29½ |
| Boston butts, lb. | .... | 0 33 |
| Montreal shoulders, lb. | .... | 0 29½ |
| Fresh Beef—from Steers and Heifers— | | |
| Hind quarters, lb. | 0 24 | 0 27 |
| Front quarters, lb. | 0 14 | 0 16 |
| Ribs, lb. | 0 24 | 0 28 |
| Chucks, lb. | 0 14 | 0 16 |
| Loins, whole, lb. | 0 32 | 0 36 |
| Hips, lb. | 0 20 | 0 22 |
| Cow beef quotations about 2c per pound below above quotations. | | |
| Calves, lb. | 0 24 | 0 27 |
| Spring lamb, lb. | .... | .... |
| Yearling lamb | 0 30 | 0 34 |
| Sheep, whole, lb. | 0 14 | 0 20 |
| Above prices subject to daily fluctations of the market. | | |

## *Hams and Bacon Are Firm in Price*

**Toronto.**

PROVISIONS.—No change in price has occurred in the provision market. Bacon is firm and prices are expected to advance in view of the higher prices on hogs. The best breakfast bacon is quoted at 52 cents per pound. Skinned and boneless backs are quoted at 56 cents per pound for the best trimmed.

| | | |
|---|---|---|
| Hams— | | |
| Medium | 0 35 | 0 37 |
| Large, per lb. | 0 30 | 0 31 |
| Heavy | 0 28 | 0 29 |
| Backs— | | |
| Skinned, rib, lb. | 0 49 | 0 50 |
| Boneless, per lb. | 0 53 | 0 56 |
| Bacon— | | |
| Breakfast, ordinary, per lb. | 0 40 | 0 45 |
| Breakfast, fancy, per lb. | 0 43 | 0 52 |
| Roll, per lb. | 0 29 | 0 30 |
| Wiltshire (smoked sides), lb. | 0 33 | 0 35 |
| Dry Salt Meats— | | |
| Long clear bacon, av. 50-70 lbs. | .... | 0 27 |
| Do., av., 80-90 lbs. | .... | 0 25 |
| Clear bellies, 15-30 lb. | .... | 0 23 |
| Sausages in brine, keg, 35 lbs. | .... | 7 35 |
| Fat backs, 16-20 lbs. | .... | 0 30 |
| Out of pickle prices range about 2c per pound below corresponding cuts above. | | |
| Barrel Pork— | | |
| Mess pork, 200 lbs. | .... | 42 00 |
| Short cut backs, bbl. 200 lbs. | .... | 50 00 |
| Picked rolls, bbl., 200 lbs.— | | |
| Heavy | .... | 58 00 |
| Lightweight | .... | 60 00 |
| Above prices subject to daily fluctuations of the market. | | |

## *Cooked Hams Are 54 Cents Per Pound*

**Toronto.**

COOKED MEATS. — Cooked hams continue to be the big seller in this line. The price has advanced one cent per pound. Cooked ox tongue is quoted as high as 60 cents per pound.

| | | |
|---|---|---|
| Boiled hams, lb. | 0 52 | 0 54 |
| Hams, roast, without dressing, lb. | 0 51 | 0 54 |
| Shoulders, roast, without dressing, lb. | .... | .... |

| | | |
|---|---|---|
| Head Cheese, 6s, lb. | .... | 0 13½ |
| Choice jellied ox tongue, lb. | 0 55 | 0 60 |
| Jellied pork tongue | 0 49 | 0 50 |

Above prices subject to daily fluctuations of the market.

## *Butter Market Firm; Likely to be Higher*

**Toronto.**

BUTTER. — The butter market has developed a decidedly firm tone and higher prices are expected. Fresh made creamery is quoted at 65 cents per pound.

BUTTER—

| | | |
|---|---|---|
| Creamery prints (fresh made) | 0 62 | 0 65 |
| Dairy prints, fresh, lb. | .... | 0 55 |
| Dairy prints, No. 1, lb. | .... | 0 54 |

## *Cheese Market Has Firmer Tone*

**Toronto.**

CHEESE.—A steadier condition has manifested in the cheese market. Stocks are moving off with better satisfaction to dealers. Prices remain unchanged.

CHEESE—

| | | |
|---|---|---|
| Large | 0 28 | 0 29 |
| Stilton | 0 34 | 0 35 |

Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.

## *Lard Prices Have Again Declined*

**Toronto.**

LARD.—In face of the higher prices on hogs, lard has developed an easier tone. Quotations this week are 29½ cents per pound on the tierce basis.

| | | |
|---|---|---|
| Tierces, 400 lbs., lb. | .... | 0 29½ |

In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces.

## *Margarine Prices Holding Steady*

**Toronto.**

MARGARINE. — No change in the market for margarine is noted this week. Business keeps uniform and prices remain as listed below:

MARGARINE—

| | | |
|---|---|---|
| 1-lb. prints, No. 1 | 0 37 | 0 38½ |
| Do., No. 2 | 0 34 | 0 37 |
| Do., No. 3 | 0 30 | 0 34 |
| Nut margarine, lb. | 0 34 | 0 35 |

## *Brisk Demand Noted For Fish*

**Toronto.**

FISH.—All varieties of fish are well represented on the fish market. The demand is brisk and will probably continue for a few weeks longer. Oysters are not moving as freely as formally. Prices for the most part are unchanged.

## *Shortening Has Declined One Cent*

**Toronto.**

SHORTENING. — Quotations on shortening show a decline of about one cent per pound. The market is fairly steady with good business reported.

SHORTENING—

| | | |
|---|---|---|
| 1-lb. prints | .... | 0 30 |
| Tierces, 400 lbs. | .... | 0 28 |

## *Poultry Supplies Continue Scarce*

**Toronto.**

POULTRY.—Supplies of fresh poultry are very light, barely sufficient to meet requirements. Storage stocks are moving out satisfactorily.

## *Egg Market Continues to Weaken*

**Toronto.**

EGGS.—The change in prices of eggs is almost a daily occurrence, depending on the receipts received. The early part of the week showed a slight inclination to firmness but later on an easier tone developed.

EGGS—

| | | |
|---|---|---|
| Fresh | .... | 0 58 |
| Fresh selects in cartons | .... | 0 62 |

Prices shown are subject to daily fluctuations of the market.

# WINNIPEG MARKETS

WINNIPEG, March 26—Not many changes are noted in the produce and provision market this week. Live hogs are quoted $1.00 per cwt. higher. Eggs have declined now, quoted at 60 cents per dozen. The butter market is ruling at firm prices. The market for cheese is very flat, while fish is in active demand.

## *Hogs Are Being Quoted Higher*

**Winnipeg.**

HOGS.—The hog market has developed a firm tone and prices are $1.00 per hundred higher.

HOGS—

| | | |
|---|---|---|
| Selected, cwt. | .... | 21 00 |
| Heavy, cwt. | 19 00 | 20 00 |
| Light, cwt. | 16 00 | 17 00 |

## *Eggs Continue to Decline*

**Winnipeg.**

EGGS.—The egg market continues to decline as supplies are arriving more freely. Storage eggs are selling at 50 cents per dozen and new laids are quoted at 60 cents.

EGGS—

| | | |
|---|---|---|
| New laid, doz. | .... | .... |
| New laid from farmers | .... | 0 60 |

## *Butter Market Ruling Firm*

**Toronto.**

BUTTER. — The butter market continues firm. Fresh creamery butter is quoted at 66 cents per pound.

## *Cheese Market Shows No Change*

**Winnipeg.**

CHEESE.—The market for cheese is reported very flat. Stocks are large and sales are light. Prices are unchanged.

## *Fish is Now in Active Demand*

**Winnipeg.**

FISH.—There is an active demand for fish of all descriptions. Supplies are arriving freely. Smoked fish also is in good demand.

| | | |
|---|---|---|
| **FRESH FISH** | | |
| Black Cod, lb. | .... | 0 14 |
| Halibut, lb. | 0 17 | 0 18 |
| Salmon, lb. | 0 20½ | 0 24½ |
| Soles, lb. | .... | 0 09½ |
| Whitefish, lb. | 0 12½ | 0 13½ |
| **SMOKED FISH** | | |
| Bloaters, per case | .... | 2 60 |
| Do., per case | .... | 2 40 |
| Haddies in 30-lb. cases, lb. | .... | 0 15 |
| Do. in 15-lb. case, lb. | .... | 0 16 |
| Kippers in 20-lb. boxes | .... | 2 30 |
| Fillets in 15-lb. boxes, lb. | .... | 0 20 |

# VANCOUVER MARKETS

VANCOUVER, March 26—The produce and provision markets show few changes this week. Fresh meats stand firm under an active demand. The egg market is weak and declines have been effected. Butter is ruling at unchanged prices. The cheese market has developed a weak tone and quotations on local cheese are one cent per pound lower.

## *Fresh Meats Standing Firm*

**Vancouver.**

FRESH MEAT—The market for fresh meat stands at firm prices. Beef steers are quoted at 23 cents per pound, lamb at 40 cents and pork at 38 cents per pound.

| | | |
|---|---|---|
| Beef steers | .... | 0 23 |
| Do., cow | .... | 0 21½ |
| Lamb | .... | 0 40 |
| Mutton | .... | 0 38 |
| Pork | .... | 0 38 |

## *Butter Market Remains Unchanged*

**Vancouver.**

BUTTER—No change is noted in the butter market this week. The price now stands at 69 cents per pound.

## *Fresh Eggs Are 50 Cents Per Dozen*

**Vancouver.**

EGGS—The egg market continues to decline. Supplies are arriving in larger quantities. The price quoted for new laid locals is 50 cents per dozen.

## *Cheese Market Has Weakened*

**Vancouver.**

CHEESE—The cheese market has developed a weak tone. Local cheese is quoted one cent per pound lower.

CHEESE—

| | | |
|---|---|---|
| British Columbia | .... | 0 31½ |
| Ontario, solids | .... | 0 33½ |
| Do., twins | .... | 0 33¾ |
| Stilton | .... | 0 32 |

DAVIES QUALITY PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED TORONTO

# Win more trade with these Seasonable Lines!

FOR these cool mornings what's better than a hot, savory breakfast of tender Pork Sausage? Introduce your customers to

## Davies' Pork Sausage

and build up a substantial sausage trade in your district. You've no idea how delicious Davies' Pork Sausages are—unless you have tried them yourself. Place a standing order for so many pounds weekly—and watch your sales and profits grow!

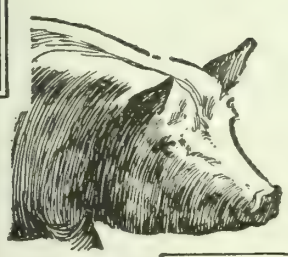
NOTHING makes the Provision Window look so bright and seasonable as a choice array of Davies Quality Hams—a line that sells all the time.

## Davies' Quality Hams

We can supply you with quick shipments of any kind of hams you want—S.P. or Smoked—and whether your order be large or small you can depend on us to give you real service. We have an unusually fine line of **Heavy** Hams just now that will interest you.

**Ask our Traveller—or Send us a Postcard To-day**

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO -- MONTREAL



MARIGOLD

MARIGOLD

**"The Greatest Seller of Its Kind in the World"**

MORRIS & COMPANY, Chicago, U. S. A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

57 57

Heinz Pickles in bottles are especially cultivated cucumbers, cured when fresh from the vines and preserved in fine old Heinz vinegar.

A half century of pickling experience is embodied in every bottle of Heinz Pickles.

H. J. HEINZ COMPANY
Pittsburgh Toronto Montreal

57 57

Purity TABLE SALT

In sanitary cotton bags and handy free-running packages.

You cannot recommend a better salt to any housewife than Purity

For table or dairy use there is no better salt—a fact good housewives are quick to appreciate

You'll get a good margin of profit on every sale of Purity

THE WESTERN SALT CO., LIMITED
COURTRIGHT ONT

*For Your Easter Trade*

# ARMOUR'S Veribest Ham

*The Ham What Am*

Easter is the beginning of the big ham-consuming season. *Veribest* Ham —The Ham What Am—introduced a few years ago—has already established such a favorable reputation that to-day it is a big seller wherever handled.

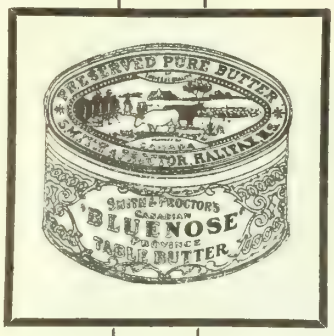
Ham has a firm grain, an appetizing appearance — and the stockinet covering definitely retains the original fine flavor and prevents shrinkage.

Take advantage of this sales opportunity — stock *Veribest* Ham as a special Easter offering. Write us for prices—or ask the Armour salesman to give you additional details.

**ARMOUR AND COMPANY**

**General Offices and Plant:**
**Hamilton, Ontario**

**Branch Offices:**
**Toronto** **Montreal**
**Sydney, N.S.** **St. John, N.B.**




## Have No Hesitation

in choosing

# 'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR : HALIFAX, N.S.

**SMITH AND PROCTOR**
SOLE PACKERS
Halifax - N.S.

## The Secret of Our Success Laid Bare

**By any good Can-opener**

WALLACE FISHERIES LIMITED
VANCOUVER

# RICE
# RICE FLOUR
# RICE MIDDLINGS

**Mount Royal Milling and Mfg. Coy., Limited**
MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
*Agents*
MONTREAL

## Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

**Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to**

**Canadian Grocer Want Ads.** 143 University Avenue TORONTO

# FREEMAN
## DISPLAY CASES
## *Sell Merchandise Quickest*

You can't buy a better display case than Freeman — for appearance, durability and ability to draw attention to and sell the goods. Get the utmost out of your equipment by installing Freeman. Investigate our proposition to-day.

Write for information regarding our complete line of Grocers', Butchers' and Confectioners' Supplies.

**W. A. FREEMAN COMPANY, LIMITED**
HAMILTON, ONT.

For making delicious Pan Cakes, Muffins, Biscuits, etc., Brodie's Flour is unsurpassed.

## BRODIE & HARVIE'S XXX SELF-RAISING FLOUR

**Canadian housewives have learned to depend on this peerless selling line because it has never failed to live up to its high reputation.**

Grocers have found Brodie's Self-Raising Flour a steady, profitable seller and worthy of their highest recommendation. Its superior quality never changes year in and year out and the profit margin it offers is exceptionally good.

**Write or wire your requirements to-day.**

# BRODIE & HARVIE, LIMITED, MONTREAL

ROYAL ACADIA SUGAR

In 2 and 5-lb. cartons; 10, 20 and 100-lb. bags; half-barrels and barrels.

# "It Pays To Sell The Best"

Royal Acadia Sugar, through rigid adherence to the highest standards of purity and quality has held the lead as Canada's best sweetener.

## *'Every grain pure cane'*

tells the story of Royal Acadia's popularity. For every sweetening purpose your customers will find it unequalled. Stock up now with Royal Acadia. It pays to sell the best.

## The Acadia Sugar Refining Co., Limited

HALIFAX, CANADA

Furnivall's FINE FRUIT PURE JAM

You can recommend Furnivall's pure fruit jams to your customers with every assurance that they will win constant repeat orders. Furnivall's Jams offer steady sales and profits worth investigating.

## FURNIVALL-NEW

**Limited**

**Hamilton - Canada**

AGENTS—**The City of Ottawa, Quebec and the Lower Provinces with the exception of Cape Breton:** Messrs. Geo. Hodge & Son, Ltd., Montreal Que. **Ontario:** McLaren Imperial Cheese Co., Ltd., Toronto, Ont. **Manitoba:** A. D. Norman, Scott Block, Winnipeg, Man. **Hamilton:** J. T. Price & Co., 35 Mary St., Hamilton, Ont. **Cape Breton Island, N.S.:** O. N. Mann, Sydney, N.S. **Saskatoon:** Gilbert Stroyan, Saskatoon, Sask. **Newfoundland:** E. J. Godden, St. John's, Newfoundland.

# Riteshape for SERVICE

The Retailer who puts a value on his service as conscientiously as he puts a price on his goods, packages everything not factory wrapped in the famous

## Riteshape Dish

*Ask your jobber or*

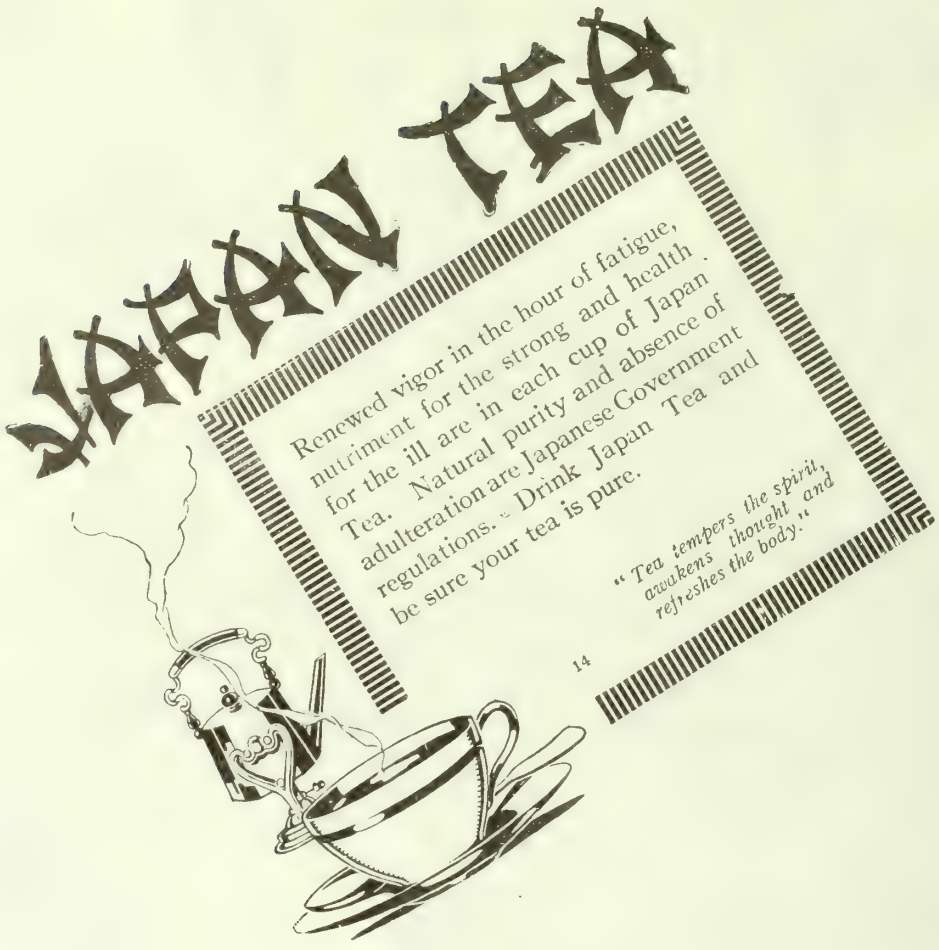
## THE VICTORIA PAPER & TWINE COMPANY

*Wholesale Distributors*

430 Wellington Street West, TORONTO

MONTREAL HALIFAX

The Oval Wood Dish Company. Factory at Tupper Lake, N.Y.


JAPAN TEA
Renewed vigor in the hour of fatigue, nutriment for the strong and health for the ill are in each cup of Japan Tea. Natural purity and absence of adulteration are Japanese Government regulations. Drink Japan Tea and be sure your tea is pure.
"Tea tempers the spirit, awakens thought and refreshes the body."
14

As a Grocer's selling certainty it would be hard to surpass such a big favorite as Japan Tea.

Consumer advertising, such as shown above, has introduced Japan Tea to thousands of homes where its own inimitable goodness has won the lasting approval of critical people.

Are you selling it?

# Fresh Fruits and Vegetables

## For Easter

**Oranges** **Grapefruit**
**Bananas** **Strawberries**

Cabbage Cauliflower Celery Lettuce Tomatoes
Cucumbers Beans Parsley, etc.

*Get Them Fresh*
*from*

## PETERS, DUNCAN LIMITED

88 Front St. E., Toronto, Ont. Branches: North Bay, Sudbury, Cobalt, Timmins

## JAMS
## MARMALADES
## PEELS

### John Gray & Co., Ltd., Glasgow

**Established over a Century**

**Cable : Lamberton, Glasgow.**
**Codes : A.B.C. 4th and 5th Edition.**

## CONFECTIONERY
## MARZIPAN
## CHOCOLATE

*Agents:*
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

# Profitable Repeat Sales

make Brunswick Brand Sea Food Products a most satisfying line of business-builders to handle. Their reputation for purity and their well-known high standard of quality wins not only exceptional profits for dealers, but also a prestige that creates confidence in other lines stocked.

## Brunswick Brand Sea Foods

are packed and processed from carefully selected, freshly caught fish from the clear, cool ocean depths.

They possess an exquisite flavor which, coupled with their reasonable price, makes them remarkable sellers.

¼ Oil Sardines
Finnan Haddies
Kippered Herring
Clams
¼ Mustard Sardines
(Oval and round tins)
Herring in Tomato Sauce

**Check up your stock to-day and order from your jobber.**

## Connors Bros., Ltd.

**Black's Harbor, N. B.**

# CANNED SALMON

We offer the following spot goods for prompt shipment :

| | | |
|---|---|---|
| SUNDIAL BRAND COHOES | - | pound talls |
| RAINBOW BRAND PINKS | - | " " |
| SMUGGLER BRAND CHUMS | - | " " |

## BEAVER BRAND

# LOBSTER--LOBSTER PASTE--CHICKEN

We stand behind our goods. Quality absolutely guaranteed. Write or phone us for particulars, prices, etc. Samples sent on request.

## J. W. WINDSOR LIMITED
MONTREAL

## The Norcanner Brand

of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

## Bravo Brand Sild Sardines

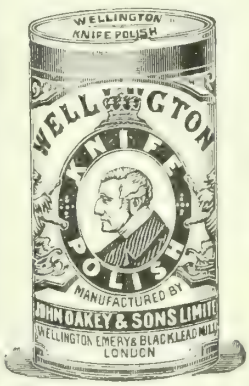
Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.

*Your jobber can supply you.*

**NORCANNERS, LIMITED**
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

Canadian Agents:
C. B. Hart Reg. Montreal — A. S. May & Co. Toronto — Donald H. Bain Co. Winnipeg




## OAKEY'S
## "WELLINGTON KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

**John Oakey & Sons, Ltd.**

*Manufacturers of*

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

*Agents:*

F. Manley, 42 Sylvester-Willson Bldg., Winnipeg.

Sankey & Manson, 839 Beatty Street, Vancouver.

# TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES. Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

## P. PASTENE & CO., LIMITED

340 ST. ANTOINE STREET - - - MONTREAL, QUE.

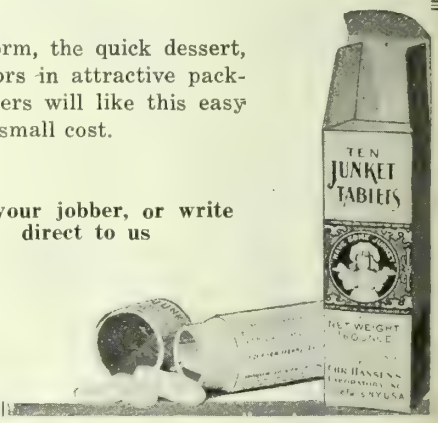
# Junket
MADE *with* MILK

## Better profits—greater economy

This "irresistibly" delicious dessert offers grocers a highly profitable selling proposition and its low cost and high food value offer a most economical solution to your customers' dessert problems.

Junket is sold in 10-tablet packages, retailing at 15c, with a "real" profit.

NESNAH — A Junket in powdered form, the quick dessert, made in a jiffy. Comes in four flavors in attractive packages and sells for 15c. Your customers will like this easy way of providing delicious desserts at small cost.




Ask your jobber, or write direct to us

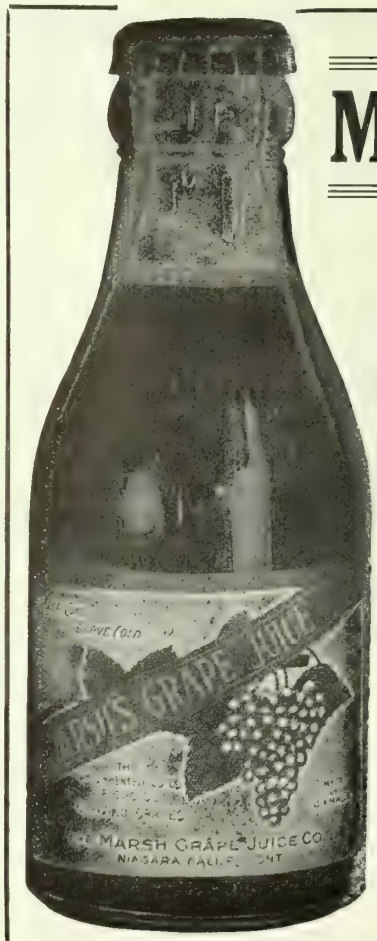
**Chr. Hansen's Canadian Laboratory**
Toronto, Canada
LOGGIE, SONS and COMPANY
*SELLING AGENTS FOR CANADA*
32 FRONT STREET WEST - TORONTO

## The Megantic Broom Mfg. Co., Ltd.
***Manufacturers of Brooms and Clothes Pins***

### Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Bovin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.




## MARSH'S

The name of a high-class grape juice, that means greater profits and repeat sales for you, Mr. Grocer.

Marsh's Grape Juice possesses all the wonderfully rich flavor of the full-ripened, juicy Concord grapes from which it is made.

It is an all-year seller that deserves a prominent place in your displays. Keep your stock of Marsh's in good shape.

**The Marsh Grape Juice Company**
NIAGARA FALLS, - ONT.

Agents for Ontario, Quebec and Maritime Provinces:
**The McLaren Imperial Cheese Company, Limited**
Toronto and Montreal

# WHITTALL CANS

*for*

**Meats Vegetables Milk**
**Syrup Fish Paint Etc.**

*PACKERS' CANS*

**Open Top Sanitary Cans**

**and**

**Standard Packer Cans**

**with Solder-Hemmed Caps**

## A. R. Whittall Can Company Ltd.

Sales Office:
202 Royal Bank Bldg.
TORONTO
G. A. Willis, Sales Mgr.
Phone Adel. 3316

MONTREAL

*Established 1888*

Sales Office:
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna

# Master Mason

*The Plug Smoking Tobacco which*
*MAKES AND HOLDS*
*CUSTOMERS*

There is more real "smoke joy" in a pipe packed tight with **Master Mason** than your customers ever dreamed of.

If you're anxious to please them, with excellent profits to yourself, just recommend **Master Mason** — the peer of "Joy Smokes."

## Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG

# INSECTICIDES

## To Kill the Gopher, Potato Bug, San Jose Scale, Apple Worm and all other profit destroyers.

WITH the coming of spring many people in your community will be considering the advisability of spraying as a means of greater production.

For such purposes you cannot recommend better or more economical insecticides than

## Paris Green, Sprayide, Arsenate of Lime
## Arsenate of Lead
(DRY AND PASTE)
## Dry Lime Sulphur

These C.P. Products are more economical than most insecticides, retaining their strength and purity indefinitely and staying in suspension longer. They are easily applied and destroy the insect pests effectively. Paris Green is the best exterminator of the gopher pest.

Stock C.P. Insecticides for better customer-satisfaction and good profit. Your selling efforts will be backed by a vigorous consumer-advertising campaign.

*May we send you particulars?*

THE CANADA PAINT CO.
LIMITED
PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS
MONTREAL-TORONTO-WINNIPEG-CALGARY-VANCOUVER-HALIFAX

# POPULARIZING CANADA'S FAVORITE TOBACCO

Aggressive Advertising Campaigns are being carried on all through Canada to help the dealer increase his profits on what is already his best selling line.

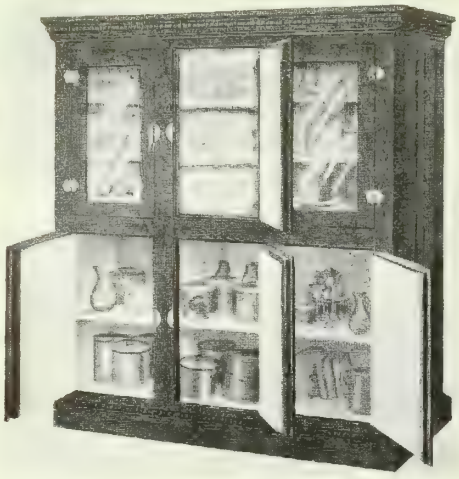
**W. C. MACDONALD REG'D.**
Incorporated
MONTREAL

# MACDONALD'S

SMOKING CHEWING

HANSON'S

GROCER OR INSTITUTION REFRIGERATORS



## Perfect Refrigeration

and excellent display features make Hanson's the ideal refrigerators for grocers. They are made from the finest materials with a style for every requirement. Write us for particulars. Prompt deliveries.

**The J. H. Hanson Co., Ltd.**

244 Paul St. West MONTREAL



*It's Profitable Because—*

**100% PURE**

**COSGRAVE'S PURE MALT Vinegar**

**Better to sell this branded, bottled vinegar than the bulk article. No waste**—no loss—no deterioration. **Easily handled**—makes fine display. **Quality** guaranteed.

**RETAILS**

**15c and 25c**

**WELL ADVERTISED**

**Write us or ask your jobber for trade prices.**



# This Line is Complete Fills Every Requirement

We mean just that—you need no other line of dyes when you carry

# Sunset Soap Dyes

Twenty-two beautiful, full-toned colors are in the Sunset assortment—more than any other line offers. They cover the full gamut of tone and shade from lightest blue to deepest black.

**Your customer can match almost any color from the Sunset Color Card.**

The selling arguments for Sunset are complete and convincing. They are fast—will not crock, fade or wash out. They dye all fabrics—silk, cotton, linen or wool or any combination at the same time in the same dye bath, with perfect results.

**They do not soil the hands or stain utensils. Every woman will value such a feature.**

**The Sunset Counter Container**

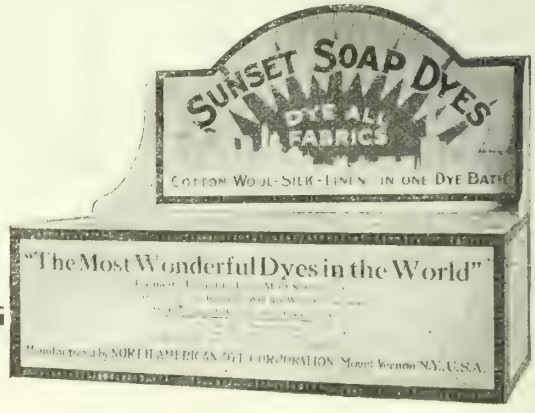
Holds, Attracts and Sells
The Best Dye in the World

**Harold F. Ritchie & Co., Inc.**

NEW YORK - TORONTO

**North American Dye Corporation, Ltd.**

Toronto, Canada Mount Vernon, N.Y.



"PEERLESS"
"ELGIN"
"NOBILITY"
Chocolates

## Delicious Easy-selling Candies

The above cut shows the "home" of Nobility Chocolates—the fast-selling customer-pleasing line of reasonably priced candies.

offer grocers a highly profitable selling proposition for their candy department. They are pure, well-made chocolates that will win and hold customers. Our line of bulk chocolates and pan candies are superb. Write us for price quotations.

## Nobility Chocolates, Limited St. Thomas, Ont.

*Selling Agents:*
Scott & Thomas, Foy Bldg., Front St. W., Toronto
Maclure & Langley, Limited, Montreal, Winnipeg

# FLOUR LEADS THE WAY

Ever think that when a woman wants to bake a batch of biscuits she needs a dozen other things beside the flour—things you can supply—things you **would** supply if you sold

## PURITY FLOUR

The woman who wants Purity Flour for her biscuits wants baking powder, sugar, salt, lard, butter. And when she serves her biscuits, likely she'll serve tea, jam or marmalade, and other things, from the store where she got her Purity Flour.

## Western Canada Flour Mills Co., Limited

HEAD OFFICE: TORONTO, ONTARIO

Branches at Victoria, Nanaimo, Vancouver, Prince Rupert, New Westminster, Nelson, Courtenay, Rossland, Calgary, Edmonton, Brandon, Winnipeg, Goderich, Ottawa, Montreal, St. John, N.B.

A "Repeater"

Are the brooms you carry good "repeaters?" Apply to brooms the same quality test that guides you in selecting other lines worthy to be offered your customers. Take care to have a line so good that the purchaser will recognize the superiority she has bought and be anxious to buy the same brand again.

NUGGET BROOMS

are the best "repeaters" among high-class brooms in Canada. They are light in weight, attractive in appearance. The carefully selected and trimmed stock is so securely bound that wherever they are sold, women who seek "economy through quality" ask for these brooms by name—for they wear.

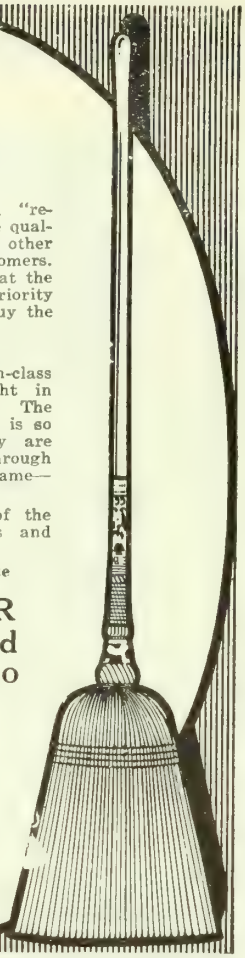
The Nugget Broom is just one of the famous Keystone Brand of brooms and brushes manufactured in Canada.

**For particulars and prices, write**

STEVENS-HEPNER COMPANY, Limited

PORT ELGIN, ONTARIO

KEYSTONE BRAND



10 Days Free Trial

Made in Canada

12 sizes

The "Climax" Paper Baler

earns handsome profits

Thousands of Canadian grocers are turning their waste paper into good substantial profits with Climax "all-steel" Baling Presses. With waste paper to-day selling at from $25 to $35 per ton the "Climax" Baler will soon pay for itself and net you a nice yearly profit. Get a Climax to-day—sell all your waste paper, don't burn it or throw it away.

Let the "Climax" Baler reduce your fire risk and increase your earnings. Our Service Department will find you a market.

CLIMAX BALER CO.

HAMILTON, ONT.


# QUOTATIONS FOR PROPRIETARY ARTICLES

**SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR**

### JAMS

**DOMINION CANNERS, LTD.**
**Hamilton, Ont.**
**"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.**

Screw Vac. Top Glass Jars, 16 oz.

| | |
|---|---|
| Strawberry | $5 15 |
| Currant, Black | 5 05 |
| Pear | 4 40 |
| Peach | 4 40 |
| Plum | 4 20 |
| Apricot | 4 50 |
| Cherry | 4 85 |
| Gooseberry | 4 50 |

### "AYLMER" PURE ORANGE MARMALADE

| | Per doz. |
|---|---|
| 12 oz. Glass, Screw Top, 2 doz. in case | 3 15 |
| 16 oz. Glass, Screw Top, 2 doz. in case | 3 85 |
| 16 oz. Glass, Tall, Vacuum, 2 doz. in case | 3 85 |
| 2's Tin, 2 doz. per case | 5 95 |
| 4's Tins, 12 pails in crate, per pail | 0 95 |
| 5's Tin, 8 pails in crate, per pail | 1 18 |
| 7's Tin or Wood, 6 pails in crate | 1 64 |
| 30's Tin or Wood, one pail in crate, per lb. | 0 23 |

### PORK AND BEANS "DOMINION BRAND"

| | Per doz. |
|---|---|
| Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case | $0 85 |
| 1's Pork and Beans, Flat, Plain, 4 doz. to case | 0 92½ |
| 1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case | 0 95 |
| 1's Pork and Beans, Tall, Plain, 4 doz. to case | 0 95 |
| 1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case | 0 97½ |
| 1½'s (20 oz.), Plain, per doz. | 1 25 |
| Tomato or Chili Sauce | 1 27½ |
| 2's Pork and Beans, Plain, 2 doz. to the case | 1 50 |
| 2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case | 1 52½ |
| 2½'s Tall, Plain, per doz. | 2 00 |
| Tomato or Chili Sauce | 2 35 |

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

### CATSUPS—In Glass Bottles

| | Per doz. |
|---|---|
| ½ Pts., Aylmer Quality | $1 80 |
| 12 oz., Aylmer Quality | 2 55 |
| | Per jug |
| Gallon jugs, Aylmer Quality | $1.65 |
| | Per doz. |
| Pints, Delhi Epicure | $2.75 |
| ½-Pints, Red Seal | 1.25 |
| Pints, Red Seal | 1 90 |
| Qts., Red Seal | 2.40 |
| Gallons, Red Seal | 6.45 |

**BORDEN MILK CO., LTD.,**
180 St. Paul St. West,
Montreal, Can.

### CONDENSED MILK

Terms—Net 30 days

| | |
|---|---|
| Eagle Brand, each 48 cans | $11 00 |
| Reindeer Brand, each 48 cans | 10 50 |
| Silver Cow, each 48 cans | 10 00 |
| Gold Seal, Purity, ea. 48 cans | 9 85 |
| Mayflower Brand, each 48 cans | 9 85 |
| Challenge Clover Brand, each 48 cans | 9 35 |

### EVAPORATED MILK

| | |
|---|---|
| St. Charles Brand, Hotel, each 24 cans | $7 15 |
| Jersey Brand, Hotel, each 48 cans | 7 15 |
| St. Charles Brand, tall, each 48 cans | 7 25 |
| Jersey Brand, tall, each 48 cans | 7 25 |
| Peerless Brand, tall, each 48 cans | 7 25 |
| St. Charles Brand, Family, 48 cans | 6 25 |
| Jersey Brand, Family, each 48 cans | 6 25 |
| Peerless Brand, Family, each 48 cans | 6 25 |
| St. Charles Brand, small, each 48 cans | 3 30 |
| Jersey Brand, small, each 48 cans | 3 30 |
| Peerless Brand, small, each 48 cans | 3 30 |

### CONDENSED COFFEE

| | |
|---|---|
| Reindeer Brand, large, each 24 cans | 6 75 |
| Reindeer Brand, small, each 48 cans | 6 50 |
| Cocoa, Reindeer Brand, large, each 24 cans | 6 25 |
| Reindeer Brand, small, 48 cans | 6 50 |

**HARRY HORNE & CO.,**
**Toronto, Ont.**

| | Per case |
|---|---|
| Cooker Brand Peas (3 doz. in case) | 4 20 |
| Cooker Brand Popping Corn (3 doz. in case) | 4 20 |

### COLMAN'S OR KEEN'S MUSTARD

| | Per doz. tins |
|---|---|
| D.S.F., ¼-lb. | $2 00 |
| D.S.F., ½-lb. | 5 30 |
| D.S.F., 1 lb. | 10 40 |
| F.D., ¼-lb. | .... |
| | Per jar |
| Durham, 1-lb. jar, each | $0 60 |
| Durham, 4-lb. jar, each | 2 25 |

**CANADIAN MILK PRODUCTS, LIMITED,**
Toronto and Montreal

**KLIM**

| | |
|---|---|
| 8 oz. tins, 4 dozen per case | $12.50 |
| 16 oz. tins, 2 dozen per case | 11.50 |
| 10 lb. tins, 6 tins per case | 25.00 |

Prices f.o.b. Toronto.

**THE CANADA STARCH CO., LTD.**

Freight allowance not o exceed 50c per 100 lbs., to other points, on 5-case lots or more.

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—

| Boxes | Cents |
|---|---|
| 40-lbs., Canada Laundry | $0 10¾ |
| 100-lb. kegs, No. 1 white | 0 11¼ |
| 200-lb. bbls., No. 1 white | 0 11¼ |
| 40 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. | 0 12¾ |
| 40 lbs. Benson's Enamel, (cold water), per case | 3 50 |
| Celluloid, 45 cartons, case | 4 95 |

Culinary Starch.

| | |
|---|---|
| 40 lbs., W. T. Benson & Co.'s Celebrated Prepared | 0 12½ |
| 40 lbs. Canada Pure or Challenge Corn | 0 11 |
| 20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. | 0 16 |

(20-lb. boxes, ¼c higher, except potato flour.)

# AN OPPORTUNITY

## To Successful Merchants and Their Assistants--Everywhere

From time to time in our organization there are openings which require men of a peculiarly able type, men who have made good in a retail business of their own or who have had an active part in building up a successful retail store for someone else.

We need men of unusual ability. We want men of vision and determination. Not every man will do, but we are willing to train you for bigger success if you possess the following qualifications:

1. **General knowledge of your business.**
2. **Good education.**
3. **Have made good as retail salesman.**
4. **Ambitious and reliable—recommended by previous employers and other business men of standing.**
5. **Resourceful—must possess initiative and good appearance.**

Ours is a growing business—it was founded in 1887 by Col. Maclean on one basic idea—service—make the editorial service of a high order—and you will have plenty of readers and advertising clients.

From one paper in 1887 to sixteen in 1920—with a plant worth $1,000,000. From 1,000 subscribers to over 150,000 subscribers. From a dozen or two advertisers to over three thousand. From an office in Toronto to an organization with offices and staff in Montreal, Toronto, Winnipeg, New York, Chicago, Boston and London, England.

Yet we are not satisfied. We wish to go on giving service of high order and assist the retailer of Canada to better business.

If you would like to join an institution which presents you a chance of a future of your own making, with a salary of your own setting, write us. We have a man here who will tell you more about it.

*Address:*

**Vice-President**

**MacLean Publishing Company, Limited**

**at Toronto**

*Order from your Jobber*

**STAR" BRAND**

**COTTON CLOTHES LINES, ROPE AND WRAPPING TWINES**

*Manufactured in Canada*

**"FISH"**

We have a full stock of Lake Superior herring in kegs and other pickled fish, also a quantity of frozen Georgian Bay trout, B.C. halibut and qualla salmon.

**LEMON BROS.**

**Owen Sound, Ont.**

We would like to communicate with firms desiring to have a reliable company act for them as agents for the Islands of Cape Breton and Newfoundland.

**The Farquhar Trading Company, Ltd.**
NORTH SYDNEY, N. S.

P. O. Box 249

TURKISH DELIGHT
*HAREM BRAND*

The only genuine Turkish Delight.
Packed in 10 lb. Wooden Boxes, 100 lbs. to the Case.
Plain or with nuts.

*Mail us your order.*

DOMINION SALES COMPANY
*General Sales Agents*
ROOM 412, BIRKS BLDG. MONTREAL, QUE.

CROWN BRAND CORN SYRUP

| | |
|---|---|
| 2-lb. tins, 2 doz. in case | $5 90 |
| 5-lb. tins, 1 doz. in case | 6 85 |
| 10-lb. tins, ½ doz. in case | 6 55 |
| 20-lb. tins, ¼ doz. in case | 7 10 |
| (Prices in Maritime Provinces 10c per case higher) | |
| Barrels, about 700 lbs. | 0 09 |
| Half bbls., about 350 lbs. | 0 09¼ |

LILY WHITE CORN SYRUP

| | |
|---|---|
| 2-lb. tins, 2 doz. in case | 6 50 |
| 5-lb. tins, 1 doz. in case | 7 45 |
| 10-lb. tins, ½ doz. in case | 7 15 |
| 20-lb. tins, ¼ doz. in case | 7 20 |
| (5, 10, and 20-lb. tins have wire handles.) | |

GELATINE

| | |
|---|---|
| Cox's Instant Powdered Gelatine (2-qt. size), per doz. | $1 75 |

INFANTS' FOOD

MAGOR, SO N& CO., LTD.

| | Doz. |
|---|---|
| Robinson's Patent Barley— | |
| 1-lb. | $4 00 |
| ½-lb. | 2 00 |
| Robinson's Patent Groats— | |
| 1-lb. | 4 00 |
| ½-lb. | 2 00 |

BLUE

| | |
|---|---|
| Keen's Oxford, per lb. | 0 24 |
| In cases, 12 12-lb. bxs to case. | 0 25 |

NUGGET POLISHES

| | |
|---|---|
| Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each | $1.25 |
| | Doz. |
| White Cleaner (liquid) | $2.00 |
| Card Outfits—Black, Tan, Toney Red, Dark Brown | 4.80 |
| Metal Outfits — Black, Tan, Toney Red, Dark Brown | 5.60 |

IMPERIAL TOBACCO CO. OF CANADA, LIMITED
EMPIRE BRANCH

| | |
|---|---|
| Black Watch, 10s, lb. | $1 20 |
| Bobs, 12s | 1 18 |
| Currency, 12s | 1 18 |
| Stag Bar, 9s, boxes, 6 lbs. | 1 00 |
| Pay Roll, thick bars | 1 30 |
| Pay Roll, plugs, 10s, 6-lb. ¼ caddies | 1 25 |
| Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs. | 1.25 |
| Great West Pouches, 9s, 8-lb. boxes, ½ and 1-lb. lunch boxes | 1 30 |
| Forest and Stream, tins, 9s, 2-lb. cartons | 1 44 |
| Forest and Stream ¼s, ½s, and 1-lb. tins | 1 50 |
| Master Workman, 2 lbs. | 1 25 |
| Master Workman, 4 lbs. | 1 25 |
| Derby, 9s, 4-lb. boxes | 1 30 |
| Old Virginia, 12s | 1 70 |
| Old Kentucky (bars), 8s, boxes, 5 lbs. | 1 35 |

THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE

COCOA

| | |
|---|---|
| Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. | $5 80 |
| Perfection, ¼-lb. tins, doz. | 1 60 |
| Perfection, ½-lb. tins, doz. | 3 00 |
| Perfection, 10s size, doz. | 1 15 |
| Perfection, 5-lb. tins, per lb. | 0 42 |
| Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz. | 3 25 |
| Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb. | 0 30 |

UNSWEETENED CHOCOLATE

| | |
|---|---|
| Supreme Chocolate, 12-lb. bxs, per lb. | 0 45 |
| Supreme Chocolate, 10c size, 2 doz. in box, per box | 2 25 |
| Perfection Chocolate, 10c size, 2 doz .in box, per box | 1 90 |

SWEET CHOCOLATE

| | Per lb |
|---|---|
| Eagle Chocolate, ¼s, 6-lb. boxes | 0 36 |
| Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case | 0 36 |
| Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case | 0 36 |
| Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case | 0 36 |
| Diamond Crown Chocolate, 28 cakes in box | 1 25 |

CHOCOLATE CONFECTIONS

| | |
|---|---|
| Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. | $0 47 |
| Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Milk Croquettes, 5-lb. boxes. | 0 47 |
| No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. | 0 47 |
| Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb. | 0 43 |
| Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb. | 0 43 |
| No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb. | 0 43 |
| No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, lb. | 0 43 |
| No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb. | 0 40 |
| Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. | 0 43 |
| Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. | 0 60 |
| Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb. | 0 60 |

NUT MILK CHOCOLATE, ETC

| | |
|---|---|
| Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box | 2 34 |
| Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box | 2 34 |
| Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb. | 0 47 |
| Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box | 2 45 |
| Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb. | 0 47 |
| Fruit and Nut Milk Chocolate Slabs, per lb. | 0 47 |
| Milk Chocolate Slabs, with Assorted Nuts, per lb. | 0 47 |
| Plain Milk Chocolate Slabs, per lb. | 0 47 |

MISCELLANEOUS

| | |
|---|---|
| Maple Buds, fancy, 1 lb., ½ doz. in box, per doz. | $6 00 |
| Maple Buds, fancy, ½ lb., 1 doz. in box, per doz. | 3 20 |
| Assorted Chocolate, 1 lb., ½ doz. in box, per doz. | 6 00 |
| Assorted Chocolate, ½ lb., 1 doz. in box, per doz. | 3 20 |
| Chocolate Ginger, ½ lb., 1 doz. in box, per doz. | 4 35 |
| Crystallized Ginger, full ½ lb., 1 doz. in box, per doz. | 4 34 |
| Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box | 2 04 |
| Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box | 2 04 |
| Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box | 2 04 |
| Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross | 1 15 |
| 120—1c Milk Chocolate Sticks, 60 boxes in case | 0 [illegible] |

W. K. KELLOGG CEREAL CO.,
Battle Creek, Mich.
Toronto, Canada.

| | |
|---|---|
| Kellogg's Toasted Corn Flakes, Waxtite | 4 15 |
| Kelogg's Toasted Corn Flakes, Ind. | 2 00 |
| Kellogg's Dominion Corn Flakes | 4 15 |
| Kellogg's Dominion Corn Flakes, Indiv. | 2 00 |
| Kellogg's Shredded Krumbles. | 3 50 |
| Kellogg's Shredded Krumbles, Ind. | 2 00 |
| Kellogg's Krumbled Bran | 1 85 |

BRODIE & HARVIES, LTD.,
14 Bleury St., Montreal

| | |
|---|---|
| XXX Self-Raising Flour, 6 lbs. packages, doz. | $6.00 |
| Do., 3 lbs. | 3.05 |
| Superb Self-Raising Flour, 6 lb. | 5.80 |
| Do., 3 lb. | 2.95 |
| Crescent Self-Raising Flour, 6 lb. | 5.90 |
| Do., 3 lb. | 3 00 |
| Perfection Rolled Oats (55 oz) | 3.00 |
| Brodie's Self-Raising Pancake Flour, 1½ lb. pack., doz. | 1 50 |
| Brodie's Self-Raising Buck-Flour, 1½ lb. pkg, doz. | 1.50 |

Pet Brand Sunkist Navel Oranges

Pet Brand and Greyhound Lemons

Stripes Brand Florida Grape Fruit

The best in their respective Lines

Also Florida Cabbage
Florida Celery
Cauliflower, Lettuce, etc.

Fancy Boxed Apples

WHITE & CO., Limited
*Fruits de Luxe*
TORONTO

FRESH ARRIVALS DAILY OF

New Vegetables

FROM THE SOUTH

Cabbage Celery Tomatoes
Cauliflower Head Lettuce

ORANGES
California Sunkist Navels
Florida Sealdsweet Oranges

GRAPE FRUIT
Florida and Cuban—All sizes

NEW MAPLE SYRUP AND SUGAR
(Guaranteed Pure)

We are now booking orders for shipment as soon as possible after sugaring begins. Ask for quotations.
All size Tins—Bottles and 15 gal. Kegs

*The House of Quality*

Hugh Walker & Son
Limited
Guelph Established 1861 Ontario

Brooms

Brushes

Baskets

Walter Woods & Co.
Hamilton and Winnipeg

Owing to the high freights prevailing

CONTINUE TO IMPORT

supplies of

SPRATT'S

DOG CAKES
POULTRY FOODS
CANARY & PARROT MIXTURES
Etc.,

through SPRATT'S
PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.

It's easy to prepare a nourishing, strengthening, wholesome lunch for boy or girl or man or woman with

**Wantmore**

**PEANUT BUTTER**

Here you have the old time Peanut Butter vastly improved. Every can contains quantity, quality and economy. You'll like "Wantmore" better every time you use it.

*Your Dealer has it and also "Wantmore" Salted Peanuts.*

**R. L. FOWLER COMPANY LIMITED**
**CALGARY SASKATOON REGINA**

# WANT MORE PEANUT BUTTER

Superior quality and excellent profits, combined with an advertising campaign that is daily reaching over two million probable purchasers, are three reasons why wise grocers everywhere throughout Canada are selling Wantmore Peanut Butter.

In the world of peanut butter there is none better. Made only from carefully roasted peanuts by a process that preserves all the delicious flavor, Wantmore Peanut Butter is truly

## "The Finest Spread for Bread"

You can ring up handsome profits if you line up with this big campaign. Keep your stock well displayed, get up an occasional Wantmore Peanut Butter window display and use one of our free electros (similar to the above) in your local advertising. We'll gladly send you them at once.


# INDEX TO ADVERTISERS


**A**

Abbey Salt Co. ..... 30
Acadia Sugar Refining Co..... 62
Armour & Co. ..... 59
Arnett, Thos. Lewis ..... 80
Aron & Co., Inc., J. ..... 3

**B**

Bain & Co., Donald H. ..... 11
Baker & Co., Ltd., Walter ..... 80
Borden Milk Co. ..... 1
Bowron Bros. ....Inside front cover
Braid & Co., Wm..Inside back cover
British Columbia Mfg. Co. ..... 13
British Columbia Hop Co..... 20
Brodie & Harvie ..... 61

**C**

Canada Nut Co. ..... 21
Canada Paint Co. ..... 70
Clark Ltd., W. ..... 2
Clayoquot Sound Canning Co... 21
Climax Baler Co. ..... 74
Columbia Macaroni Co. ..... 21
Connors Bros. ..... 66
Cosgraves Pure Malt Vinegar.. 72
Cruickshank & Guild ..... 23

**D**

Davies Co., Wm. ..... 57
Diamond Dyes ..... 6
Dodwell & Co. ..... 20
Dominion Canners Ltd. ..... 14
Dominion Sales Co. ..... 76

**E**

Eckardt & Co., H. P..... 75
Edgett Ltd., E. ..... 21
Egg-O Baking Powder Co. .... 29
Escott Co., Ltd., W. H. ..... 10
Estabrooks, T. H. ..... 27
Eureka Refrigerator Co. ..... 6

**F**

Farquhar Trading Co., Ltd., The 76
Fidelity Collection Agency .... 79
Fowler & Co., R. L. ..... 78
Freeman & Co., W. A. ..... 61
Furnivall-New ..... 62

**G**

Gaetz & Co. ..... 24
Gauvreau, Paul F. ..... 24
Grant Co., C. H. ..... 22
Gray & Co., John ..... 65

**H**

Hall Co., Harry ..... 20
Hansen's Lab., Chris..... 68
Hanson & Co., J. H. ..... 72
Hardie & Co., H. D. ..... 12
Hargraves, Ltd. ..... 23
Hay, A. H. M. ..... 24
Henderson Brokerage, B. M. ... 22
Heinz Co. ..... 58
Herald Brokerage ..... 22
Howe, McIntyre & Co..... 24
Huntley & Palmers, Ltd. ..... 4

**I**

Imperial Grain & Milling Co.... 20

**J**

Japan Tea Co. ..... 64
Joyce, S. H. ..... 24

**L**

Lanka Tea .....Inside back cover
Lemon Bros. ..... 76
Levant American Mercantile Co. 24
Loggie, Sons & Co. ..... 23
Lund & Co., Peter ..... 21

**M**

McDavid & Co. ..... 24
McLauchlin, J. K. ..... 23
McLay Brokerage Co. ..... 22
Macdonald Regd., W. C. ..... 71
Mackenzie, W. L. ..... 22
Maclure & Co., A. M..... 22
Maclure & Langley ..... 23
Magor, Son & Co., Ltd..... 30
Mann, C. C. ..... 23
Mann & Co., C. A. ..... 79
Marsh Grape Juice Co..... 68
Marshall, H. D. ..... 24
Mason & Hickey ..... 16
Mathieu & Co., J. L..... 12
Megantic Broom Co. ..... 68
Mickle, George T. ..... 79
Moore & Co., R. M. ..... 79
Moore & Co., S. H. ..... 12
Morris Co., C. ..... 23
Morris & Co. ..... 58
Mount Royal Milling Co..... 60

**N**

Nagle Mercantile Agency ..... 80
National Biscuit Co. ..... 21
Nelson, C. T. ..... 21
Nobility Chocolates ..... 73
Norcanners, Ltd. ..... 67
North American Dye Corp..... 72

**O**

Oakey & Sons, Ltd., John .... 67
Olivier & Co., G. F. ..... 79
Oval Wood Dish Co. ..... 63
Overseas Export Co. ..... 7

**P**

Pacific Cartage Co. ..... 22
Parke & Parke Ltd..... 80
Pastene, P. ..... 67
Patrick & Co., W. G. ..... 23
Peek Frean & Co. ..... 8
Pennock & Co., Ltd., H. P..... 9
Perry & Co., H. L..... 22
Peters, Duncan Co. ..... 65

**R**

Red Rose Tea ..... 29
Richardson & Green .....19, 22
Rock City Tobacco Co. ..... 69
Rose & Laflamme ..... 24

**S**

St. Arnaud Fils Cie ..... 24
Salada Tea Co..... 27
Sarnia Paper Box Co..... 79
Scott-Bathgate Co., Ltd. ..... 18
Scott & Thomas ..... 23
Sheely-Mott Co. ..... 24
Sichel & Co., Martin ..... 15
Silcocks & Drew ..... 24
Sloan & Co., John ..... 23
Smalls Ltd. ..... 25
Smith & Proctor ..... 60
So-Clean, Ltd. ..... 79
Solman, C. M. ..... 24
Spratt's Patent Ltd. ..... 77
Star Brand Cotton ..... 76
Stevens-Hepner Co., Ltd. ..... 74
Swift Canadian Co.....Back cover

**T**

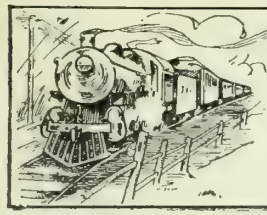
Tanglefoot ..... 79
Tippett, A. P. ..... 26
Tees & Persse ..... 17
Thompson & Co., J. C. ..... 24
Toronto Pottery Works ..... 79
Toronto Salt Works ..... 79
Trent Mfg. Co. ..... 79

**U**

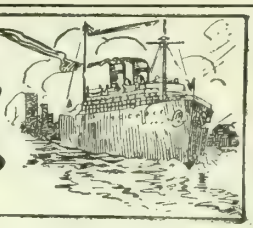
Uptons Ltd. ..... 14

**W**

Wagstaffe, Ltd. ..... 5
Walker & Son, Hugh..... 77
Wallace Fisheries, Ltd. ..... 60
Watson & Truesdale ..... 22
Wells & Richardson Ltd..... 6
Welch Co., Ltd.....Front cover
Western Canada Flour Mills Co., Ltd. ..... 73
Western Salt Co. ..... 58
Western Transfer & Storage, Ltd. ..... 22
White & Co. ..... 77
White Cottell's ..... 79
White Swan Spices & Cereals Co. ..... 27
Whittall Can Co., A. R..... 69
Williams Storage Co..... 22
Wiley, Frank H. ..... 22
Windsor & Co., J. W. ..... 67
Woods & Co., Walter ..... 77



# BUYERS' MARKET GUIDE
## Latest Editorial Market News



**STONEWARE JARS**

Place order for crocks before the season opens. They are going to be hard to get later.
Our Catalogue shows complete line of Butter Jars, Meat Tubs, Jugs, Churns, etc.

**The Toronto Pottery Co.**
Limited
Dominion Bank Bldg.
Toronto, Canada

---

We are now located in our new and more spacious warehouse at

**60-62 JARVIS ST.**

**TORONTO SALT WORKS**

GEO. J. CLIFF

---

**WHITE-COTTELL'S**
*Best English Malt Vinegar*

**QUALITY VINEGAR**

White, Cottell & Co., Camberwell, London, Eng.

Agents:
W. Y. COLCLOUGH, 592 Kingswood Road
Beach 2170 Toronto
J. E. TURTON, Board of Trade Building, Montreal
OPPENHEIMER BROS., LTD.
Vancouver, B.C.
BAIRD & CO., Merchants, St. Johns

---

Order from your jobber to-day.

**"SOCLEAN"**

the dustless sweeping compound

**SOCLEAN, LIMITED**

Manufacturers TORONTO, Ontario

---

**Olivier's Cream Toffee**

*5 cent* bars

O.K.—Almond—Cocoanut
The finest made

*Brokers*
Man. & Sask. - Watson & Truesdale
Calgary - Clarke Brokerage
B.C. - Robt. Gillespie & Co., Vancouver

**G. F. OLIVIER** (the toffee man)
MEDICINE HAT

---

### JAMS TO BE HIGHER LIKELY

**In view of the higher cost of sugar, also tin and glass containers, it is not unlikely that in the very near future higher prices will be quoted on jams. It has been intimated to CANADIAN GROCER that the price of four-pound tins of the new pack of strawberry jam will be around $1.60 each. This advance is in accordance with the higher cost of raw material, but it would be a good policy for the merchant to not sacrifice any stocks of jam on hand as jams at the present time look like good stock.**

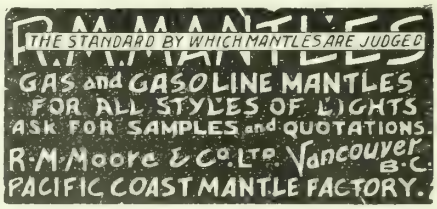
---

**FOR SALE**

Selected eggs, creamery butter, fancy dressed poultry. It will pay you to buy your supplies from

**C. A. MANN & CO.**
LONDON, ONT.
Phone 1577

---


THE STANDARD BY WHICH MANTLES ARE JUDGED
R.M. MANTLES
GAS and GASOLINE MANTLES
FOR ALL STYLES OF LIGHTS
ASK FOR SAMPLES and QUOTATIONS.
R.M. Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY.

---

**The SARNIA PAPER BOX CO., Ltd.**
SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Parafined.
Butter Cartons, Parafined.
Egg Cartons; Special Egg Fillers.
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mincemeat, etc.

---

**BEANS**

Handpicked or Screened

*Ask for quotations*

**Geo. T. Mickle, Ridgetown, Ont.**

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

**The TRENT MFG. CO., LTD.**
TRENTON - - ONTARIO

---

**Fidelity Collection Agency Ltd.**

Canadian Bank of Commerce Bldg., Winnipeg

*Collections and Adjustment*

"We collect anything anywhere"

References: Can. Bank of Commerce and Molsons Bank

---

TANGLEFOOT
The Non-Poisonous Fly Destroyer
The United States Public Health Service advices: "Arsenical Fly-Destroying devices must be rated as extremely dangerous, and should never be used."

---

These one-inch spaces only $2.20 per insertion if used each issue in the year.

# Wanted

## Classified Advertising

Advertisements under this heading 3c per word for first insertion. 2c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

### FOR SALE

FOR QUOTATIONS ON PURE MAPLE SYRUP, new crop, communicate with Chs. Ed. Léonard, Ste. Monique des Deux-Montagnes.

FIXTURES FOR SALE.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

GROCERY BUSINESS, $3,500, GROWING town, finest district in Province; good fixtures; overhead expenses light. Sales show good increase over previous year. Very profitable. Exceptional offer. Satisfactory reasons. Apply Box No. 104, Canadian Grocer, 153 University Ave., Toronto, Ont.

A PORK CURING BUSINESS AND PLANT for sale. H. Coleman, Kincardine, Ont.

ICE CREAM AND CONFECTIONERY BUSINESS, low rent; good reasons for selling; splendid opportunity for the right person. Apply Box 665, Preston, Ont.

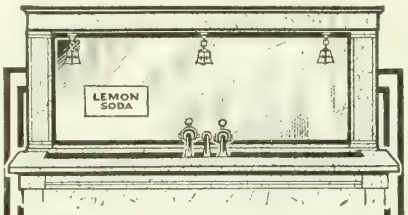
FOR SALE—BOWSER STEEL OIL TANK, 100 gallons; in use one year only. Going out of business. Price $100. G. W. Flewelling, P.O. Box 56, Fairville, N.B.

CRETORS PEANUT ROASTER AND CORN popper; steam for power and gasoline for fuel. Price, $100. Jas. H. Hewson, Oakville, Ont.

FOR SALE—ONE CHRISTIE-BROWN BISCUIT Cabinet, containing 36 fronts, 12 long and 3 high. Crated for shipment. R. Snowden, 92 Simcoe St. North, Oshawa, Ont.

SWEET CLOVER SEED.—BUY YOUR SEED direct from heart of the sweet clover district. We offer selected recleaned stock per bushel, fancy, $24.50; choice, $23.50; fair, $20; timothy No. 2 (No. 1 purity), $17 cwt. A. S. Hunter & Son, Durham, Ont.

WANTED—REAL LIVE AGENT FOR MONTreal for sale to wholesalers only of Cocoa Beans, Coffee, Spices and Cereals. Apply Box 86, Canadian Grocer, 88 Fleet Street, London, E.C.




**Some Recent Installations of Arnett Soda Fountain**

The most highly developed fountain in the world.
The T. Eaton Co., Ltd., Winnipeg.
Liggett's, Portage Ave., Winnipeg.

The two largest and finest fountains in Canada.
Liggett's, Fort Rouge.
Owl Drug Co., Winnipeg.
Connel & Co., Winnipeg.
Rose Tea Room, Regina.
Green Lantern, Medicine Hat.
Monarch Drug Co., Medicine Hat

Ask us for literature.

**Thomas Lewis Arnett**

Souris — Manitoba

ARNETTIZE YOUR STORE

# Baker's Cocoa and Chocolate

REGISTERED TRADE-MARK

**MAKE AND KEEP GOOD CUSTOMERS**

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

*MADE IN CANADA*

**WALTER BAKER & CO. Limited**

Montreal, Can. Dorchester, Mass.

Established 1780

### SITUATIONS WANTED

COMPETENT GROCER AND PROVISION MAN with wide experience in all branches of the trade, English and Canadian experience, seeks position as manager or head clerk, hustler, excellent references. Apply Box 90, Canadian Grocer, 153 University Ave., Toronto.

YOUNG MARRIED MAN, 24 YEARS OF AGE, having four years' experience in general store, desires a position in wholesale or retail store in the Province of Ontario. Can commence at once. Best of references. Apply to Box 84, Canadian Grocer, 153 University Ave., Toronto.

### HELP WANTED

EXPERIENCED CLERK FOR GENERAL store, must be smart, congenial, reliable, able to take charge if necessary. Furnish reference with first letter. Wages $25 per week. To commence at once. Address Box 31, Martintown, Ont.

To Dye Your Last Year's Straw Hat So it looks like new

**PARKE'S Straw Hat Dye**

A waterproof, durable dye, made in all fashionable colors.

**Retails 35c per bottle with brush.**

Wholesale price, $2.75 per dozen, $29.70 per gross.

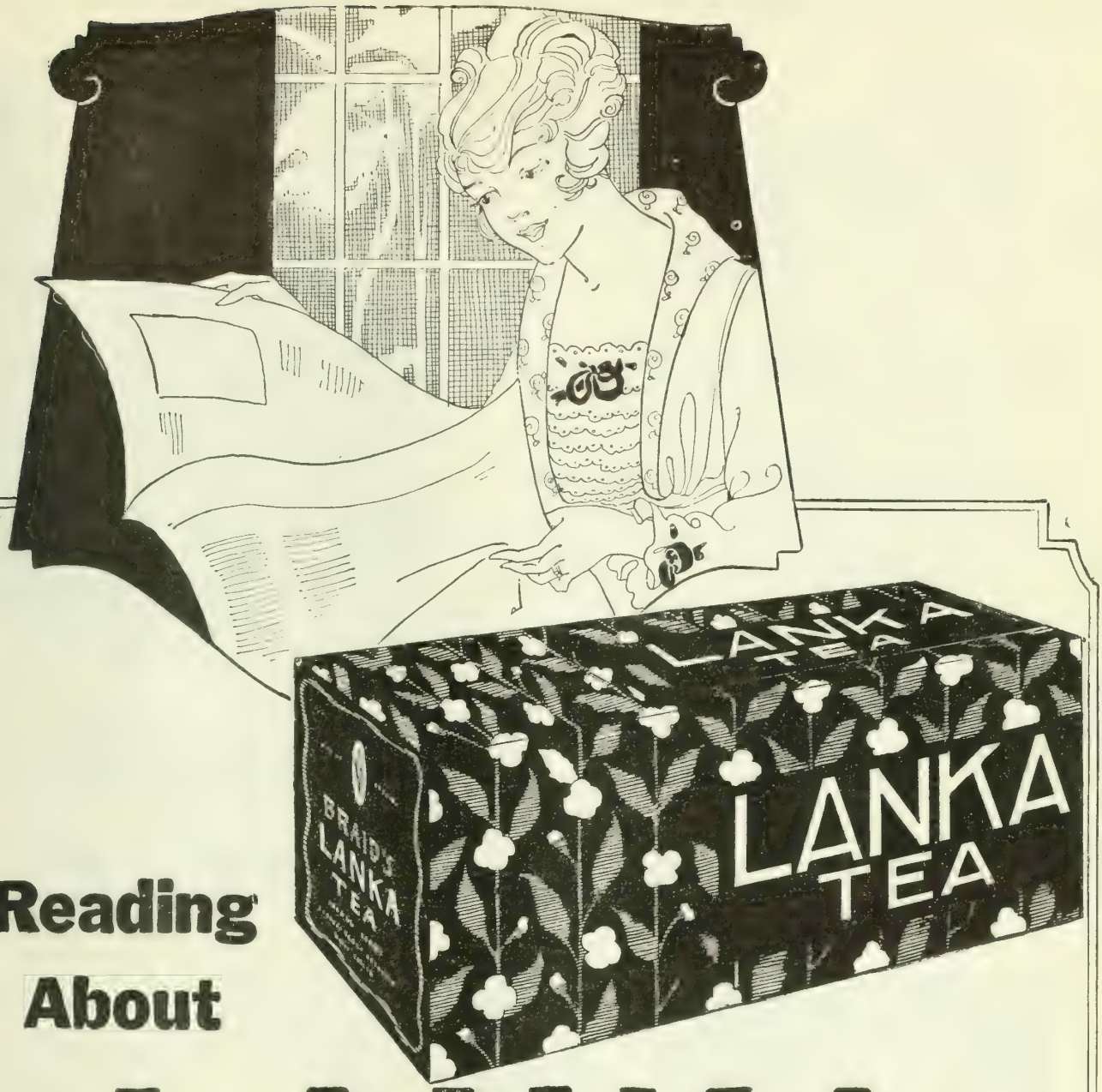
Manufactured by
**PARKE & PARKE**
Limited
Macnab St. and Market Sq.
Hamilton Ontario

# COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

**Nagle Mercantile Agency**
Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION NO CHARGE
EFFICIENT
RELIABLE




# Reading About LANKA

Every magazine, every newspaper, popular in city homes, carries the story of Lanka.

The leading farm papers are creating a demand for Lanka. Every medium of profitable publicity is employed to popularize Lanka.

This great selling campaign reaches almost a million prosperous homes, with probably five million readers.

We are backing Lanka to the fullest extent because we know Lanka's quality will hold every customer that was created by sale publicity.

For Lanka is the finest tea that can be produced, sold at a popular price of 75 cents a pound. The blend is perfect, the flavor is exquisite, the price suits the pocketbooks as well.

Remember millions are learning about Lanka, and that these millions include your most profitable trade.

Having a stock of Lanka you are always ready to meet the demand. Do your part in pushing Lanka and share the profits. Order from your jobber today.

*Lanka Tea is imported and packed by*

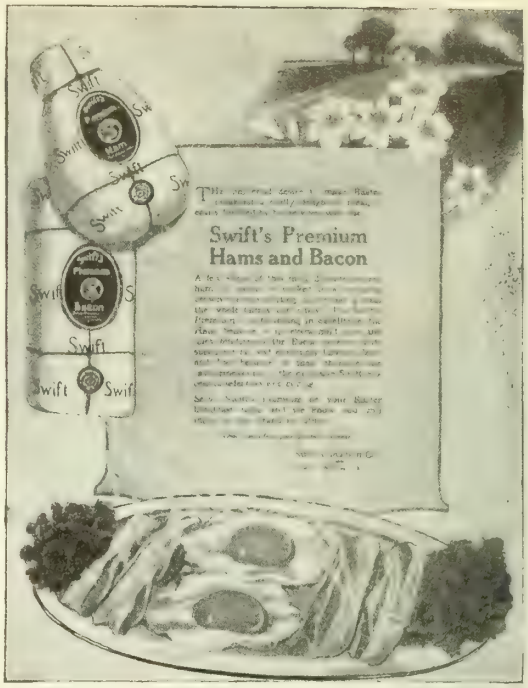
**WM. BRAID & COMPANY, Vancouver, Canada**

ONTARIO AGENTS: S. H. MOORE & COMPANY, 70s Excelsior Life Bldg., Toronto

# Easter

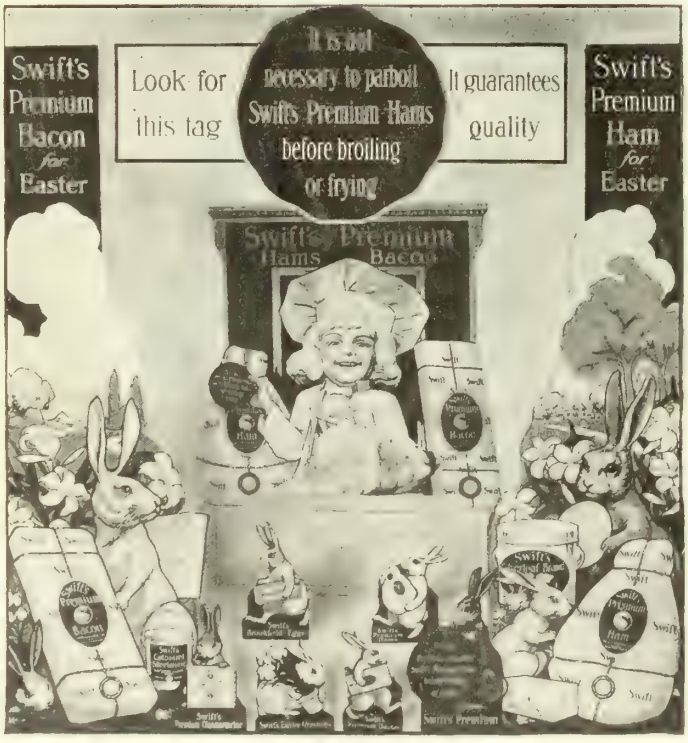
## Publicity
for
## *Premium Hams and Bacon*

THIS advertisement will occupy page space in all leading Canadian magazines in the issues between March 15th and April 1st. The advertisement will also appear in the principal daily and weekly newspapers from coast to coast during the weeks of March 22nd and March 29th. This special Easter campaign is just one of the features to further increase the demand for




**Watch your magazines for this advertisement and paste it up in your store window.**

# Swift's Premium Hams and Bacon


Swift's Premium Bacon for Easter
Look for this tag
It is not necessary to parboil Swift's Premium Hams before broiling or frying
It guarantees quality
Swift's Premium Ham for Easter
Swift's Premium Hams
Bacon

IN order that you may get the full benefit of this special Easter campaign and to associate your store with our national advertising, you should have one of our beautiful, lithographed Easter Window Displays here illustrated. You should not overlook this feature. If you haven't got your Easter Display already, send in your order for Premium Hams and Bacon to-day to make sure of receiving it in time.

**Swift Canadian Co.**
**Limited**

Toronto Winnipeg Edmonton